

*Inviting Applications and Nominations*

# Vice President for University Advancement

**SAVANNAH STATE UNIVERSITY**



**Savannah State University**, the oldest public historically black university in Georgia, seeks an experienced fundraiser and strategic leader to serve as **Vice President for University Advancement**.

## ABOUT THE UNIVERSITY

Founded in 1890, Savannah State University is the oldest public historically black university in Georgia. The University's mission and educational goals are realized through comprehensive program offerings in the College of Business Administration, the College of Liberal Arts and Social Sciences, the College of Sciences and Technology, and the College of Education.

The 201-acre campus in the popular city of Savannah is one of the most picturesque in the state of Georgia. The moss-laden sweeping oak trees, expansive marsh, and historic architecture are the backdrop for this vibrant residential campus. Savannah State students experience a challenging, energized collegiate life; study relevant academic majors in current and emerging fields; and engage in lectures, cutting-edge research, quality student-faculty engagement, and a student-centered learning environment. ▶



**VISIT [SAVANNAHSTATE.EDU](http://SAVANNAHSTATE.EDU) TO LEARN MORE.**

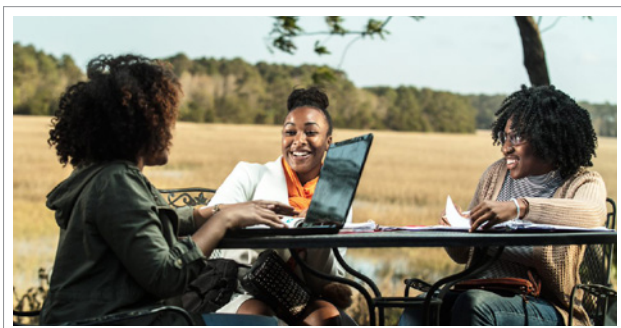




Serving 3,100 undergraduate and graduate students, Savannah State provides a supportive yet challenging learning environment with opportunities to establish close student-faculty relationships and relevant social and professional networks. More than 76 percent of the students attend full-time, and over 81 percent are Georgia residents. The two largest majors are Business Management (14.3%) and Biology (13.6%). The retention rate from Fall 2022 to Fall 2023 of first-time, full-time students was 69.3 percent.

The University has a strong record in research and grant funding and aggressively seeks funds from federal sources, including NIH and NSF research. Grants compose approximately 10 percent of Savannah State's annual budget and directly support the University's mission to achieve student success. These grants support curriculum enhancement, faculty and student research, student scholarships, presentations at conferences and other scholarly activity.

In addition to its academic support programs and extracurricular activities, the University has exhibits, performances, sports teams, concerts, and community volunteer service projects geared to strengthening relationships with neighborhoods in the greater Savannah area.



### **Our Mission**

*Savannah State University, the first public historically black university in the State of Georgia, develops productive members of a global society through high quality instruction, scholarship, research, service, and community involvement. The University fosters engaged learning and personal growth in a student-centered environment that celebrates the African American legacy while nurturing a diverse student body. Savannah State University offers graduate and undergraduate studies including nationally accredited programs in the liberal arts, the sciences, and the professions.*

*Alignment to the Board of Regents Strategic Plan: Through strategic planning, the University has sought to fulfill the important mission to offer degrees that are appropriate to our HBCU mission and state university sector and that are aligned with our strategic goals to promote academic excellence and degree completion. This is driven, in large part, by the University System of Georgia (USG) mission statement and aligns with the core characteristics of the USG State University's and the USG Strategic Plan.*

### **Our Vision**

*Savannah State University will become the institution of choice in our region, where students maximize their potential in a nurturing environment that embraces social and intellectual diversity. The University will create an efficient, student-centered culture, responsive to the needs of its stakeholders, supportive of ideals and ethical verities, and loyal to its rich legacy and heritage.*



## THE OPPORTUNITY

The **Vice President for University Advancement** is the senior administrator for advancement (Development and Alumni), and serves as The Executive Director of the Savannah State University Foundation, Inc. The Vice President for University Advancement is responsible for positioning the institution for growth through highly effective fundraising and alumni relations. This officer shall provide leadership for the development, administration, and management of all functions relating to Savannah State's comprehensive fundraising, and alumni engagement. This office shall support the marketing and communications efforts.

Using best practices in development, this senior officer closely coordinates the cultivation and solicitation of institutional support with the President, Foundation Board members, Vice Presidents, Deans, and the Athletic Director. This position also works with the faculty, staff, and volunteers to ensure an organized approach to accomplishing the University's top strategic priorities.

This senior administrator reports to the University President and is a member of the President's executive leadership team.

Among those positions reporting to the Vice President are Director of Advancement Services, Director of Development, Development Officer of Annual Giving, Business Manager, Database and Gift Coordinator, Stewardship Coordinator, and Director of Alumni Relations.

## Essential Job Functions

- Participates in the identification, solicitation, and stewardship of major gifts and is responsible for coordinating all athletic fundraising.
- In consultation with the University President sets ambitious, clear, and achievable goals, and inspires the Advancement staff to meet and exceed expectations.
- Is active in the University and the surrounding communities and serves as one of the institution's representatives.
- Fosters the development and execution of the University's faculty and staff giving program and is responsible for the development and execution of annual fund drives, deferred gift planning, and corporate and foundation giving.
- Develops and manages a donor relations and stewardship program that achieves meaningful and reciprocal engagement between the University and its donors.
- As the Executive Director of the University Foundation, the Vice President is responsible for the management and growth of the University foundation's endowment, investment, unrestricted, and restricted funds.
- Develops policies and procedures for the division of University Advancement and The Savannah State University Foundation.
- Encourages high morale and delivery of quality services by all employees within the division. ▶





- Oversees the leadership and management for the division, including the management and evaluation of staff, development of strategic plans, budget development, and stewardship of resources.
- Stays knowledgeable of current fundraising, marketing and public relations programs, practices, and procedures being utilized by higher education institutions.

*The Vice President will perform job-related tasks other than those specifically delineated in this description and as designated by the University President.*

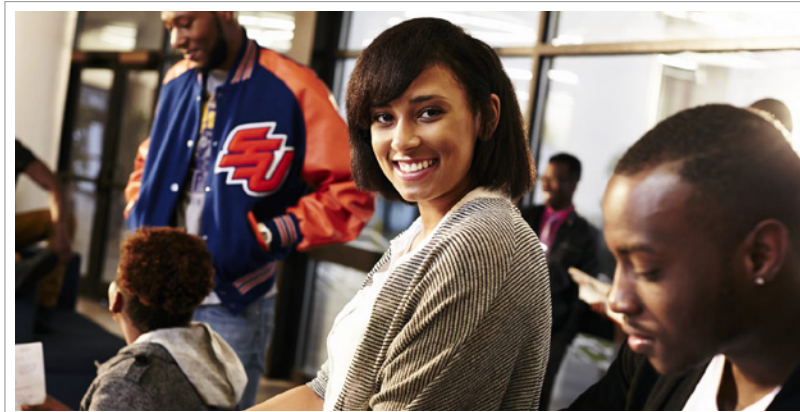
## Qualifications

- A master's degree is required. Qualified candidates will have at least eight years of progressive development experience in higher education or a related area.
- Significant leadership experience managing staff, multiple responsibilities and projects through a collegial, team-building approach.
- An in-depth understanding of best practices in advancement services and fundraising, with demonstrated success with annual funds, major gifts, alumni relations, estate and planned gifts, corporate and foundation fundraising, and the management of volunteers.
- A familiarity with IRS 990 Reporting.

- The ability and confidence to develop and cultivate relationships with established and prospective donors, including the solicitation of seven-figure gifts.
- A track record in planning and executing successful fundraising activities and campaign management, including goal setting, implementation of strategies, and identification of new donors.
- The ability to develop a comprehensive and engaging alumni program that includes events, resources and services, publications, social media, and networking.
- An in-depth understanding of budgets and financial records associated with a comprehensive advancement program, including marketing and communications.
- Excellent communication skills, oral and written.
- The willingness and ability to travel as needed.

## Knowledge, Skills, and Abilities

- Demonstrated effectiveness as a culturally competent professional with broad experience interacting and supporting the needs of a diverse population
- Knowledge of current trends and generally accepted practices relevant to the position
- Demonstrated ability to design and implement successful fundraising and marketing campaigns
- Demonstrated analytical and problem-solving skills



Social Sciences Building





## CYNTHIA ROBINSON ALEXANDER, J.D.

### Interim President of Savannah State University

Cynthia Robinson Alexander began her tenure as Interim President of Savannah State University on July 1, 2023.

Prior to this appointment by the University System of Georgia (USG) Board of Regents, President Alexander served the USG for 14 years, most recently as the Associate Vice Chancellor of Finance. In that role, she led USG's management of all alternative financing transactions including a \$2.7 billion public-private venture program as well as the systems' public-private partnership initiative.

Interim President Alexander has over 30 years of leadership experience in business and higher education, having successfully guided highly complex financial and business initiatives. For more than 14 years she has participated with and led cross-disciplinary teams in implementing creative solutions to address fiscal and facility challenges and opportunities across all USG's twenty-six public institutions. As a fiscal and portfolio expert, she worked closely with institutional presidents, chief business officers, fiscal and facility teams, foundations, internal USG staff and external stakeholders including other state agencies, rating agencies, banks, and financial institutions. Under her leadership, her team oversaw policy, procedure, reporting, and design and construction as it related to financing facilities that are part of the USG Foundation's portfolio.

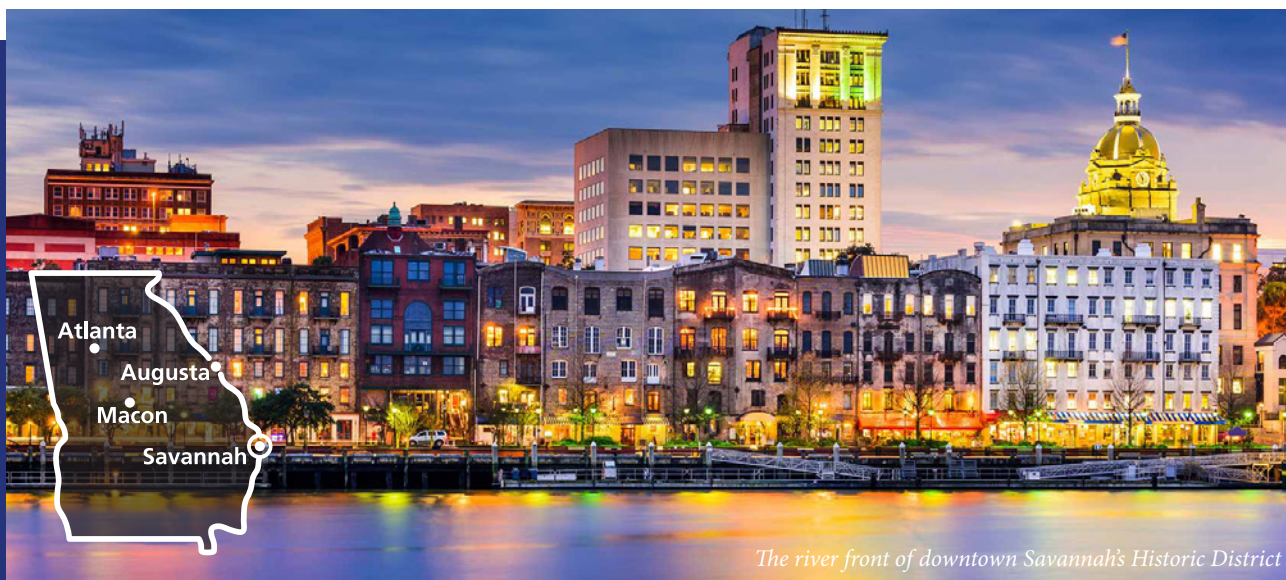
Prior to joining the Board of Regents, Interim President Alexander worked in various senior level positions including Senior Vice President at Sumitomo Life Realty, where she oversaw fiscal, portfolio management and investment activities in Washington, D.C., Atlanta, and Los Angeles.

Interim President Alexander is a graduate of Leadership Atlanta and the Board of Regents' Executive Leadership Institute. She has served as a board member of the Atlanta Chapter of Big Brothers Big Sisters and Commercial Real Estate Women (CREW), including serving as president. Throughout her career she has been recognized as one of the "10 Women to Watch," "Influential Women in Commercial Real Estate," and "Who's Who in Commercial Real Estate."

Alexander received a Bachelor of Arts degree in Urban Studies from Brown University. She went on to earn a Master of City and Regional Planning from the John F. Kennedy School of Government at Harvard University, and a Juris Doctor from Boston University.



*Asa H. Gordon Library*



*The river front of downtown Savannah's Historic District*

## Savannah, Georgia

Established in 1733, Savannah is a historic city with a revered past, a vibrant present, and an innovative future. With nearly 400,000 area residents, Savannah has maintained steady growth, with the economy based mainly in shipping ports, manufacturing, tourism, and the military. It is home to the fourth busiest port in the nation.

With a world-class reputation for hospitality and grace, Savannah attracts visitors internationally. This beautiful river city is consistently named to popular lists, including

the "World's Top Ten Trendy Travel Hot Spots" by *The New York Times*, "Top 10 U.S. City to Visit" by *Condé Nast Traveler*, "Top 10 Most Beautiful Places in America" by *USA Weekend Magazine*, and "Top 25 Places to Live and Work" by *Outlook Magazine*.

The city offers a high quality of life and a family-friendly lifestyle. Museums, live entertainment, active art scene, outstanding cuisine, trendy boutiques and national chains for shopping, and concerts and performances are all part of what makes Savannah a popular place to live, work and enjoy.

## APPLICATION & NOMINATION PROCESS

*Confidential inquiries are welcomed, and nominations are invited.*

### Applications

- 1) Application packet must include:
  - a) A cover letter, b) Curriculum vitae, and c) At least four references with full contact information including e-mails (References will not be contacted without consent from applicant.)
- 2) **Submit application packet (preferably as PDFs) to [SSU-VPAdv@myersmcrae.com](mailto:ssu-vpadv@myersmcrae.com) by January 19, 2024 for best consideration.** Additional information will be requested upon receipt of application.

### Nominations

Submit nominations to: [SSU-VPAdv-nominate@myersmcrae.com](mailto:ssu-vpadv-nominate@myersmcrae.com). with complete contact and e-mail information for the individual being nominated.

### Consultants

**Jennifer Barfield**, Senior Vice President, and **Barry Hasenkopf**, Chief Operating Officer, of **Myers McRae Executive Search and Consulting** are assisting Savannah State University with this search. Request a conversation by e-mailing [JenniferBarfield@myersmcrae.com](mailto:JenniferBarfield@myersmcrae.com).



*Savannah State University is an Equal Opportunity, Affirmative-Action Institution committed to diversity, equity, and inclusion. All qualified applicants will receive consideration for employment without regard to race, color, genetics, religion, sex, national origin, disability, or protected Veteran status. Georgia is an Open Records State.*