



UNIVERSITY OF  
**GEORGIA**



Announcing a National Search for the  
**Senior Director of Development  
and Alumni Relations  
for Terry College of Business**



# UNIVERSITY OF GEORGIA

## Senior Director of Development and Alumni Relations

The University of Georgia, one of the nation's top public research universities, invites applications and nominations for the **Senior Director of Development and Alumni Relations** for the **C. Herman and Mary Virginia Terry College of Business**. This is an exceptional opportunity for an experienced fundraising professional to have a significant leadership role in establishing and continuing a culture of giving among alumni and friends to support the highly ranked Terry College of Business at the University of Georgia.



Chartered by the Georgia General Assembly Jan. 27, 1785, the University of Georgia is America's first state-chartered university and the birthplace of the American system of public higher education. The comprehensive land- and sea-grant institution is No. 13 in the *U.S. News & World Report* 2019 ranking of best public national universities.

Fall 2019 marked the sixth consecutive year that the entering first-year class set a record for academic excellence, as the Class of 2022 enrolled with an average high school GPA of 4.04, an average ACT score of 30 and an average SAT score of 1365. Over the past five years, the number of applications for undergraduate admissions has increased nearly 30 percent as demand for a UGA degree has grown.

UGA continues to excel in areas of retention, completion, and career placement rates, with 96 percent of first-year students returning for their sophomore year and 85 percent of students graduating within six years. In addition, 96 percent of UGA students are employed or enrolled in graduate school within six months of graduation.

The University enrolls more than 37,000 undergraduate and graduate students across 17 colleges and schools. The enduring loyalty that students, alumni, and friends have to the University is reflected in its successful fundraising.

As the *Commit to Georgia* Campaign approaches its final year, it continues to break records and create unprecedented



opportunities for the University and its students. The most successful fundraising effort in the University of Georgia's history, the campaign reached its \$1.2 billion goal 16 months early and has created more than 870 new scholarships and 90 endowed faculty positions.

The three-year rolling average for fundraising indicates a growing culture of philanthropy among the University's supporters, as well. Now at \$229.7 million, annual gifts have grown each year of the campaign and have increased 99 percent since the campaign launch.

## TERRY COLLEGE OF BUSINESS RANKINGS AND RECOGNITION OF EXCELLENCE

- Terry's undergraduate program places 11th among public business schools, according to *U.S. News & World Report* 2019 rankings. Four individual business programs rank among the top 20 nationally, with Risk Management and Insurance at No. 1, Real Estate at No. 3, Accounting at No. 13, and Management Information Systems at No. 16.
- EMBA program, housed in Atlanta, is ranked 28th worldwide and 14th in the U.S. by *The Economist*. The program places 5th among U.S. public institutions and is ranked 15th in the nation by *Poets & Quants*.
- The Tull School's Master of Accountancy program is ranked No. 13 nationally by Public Accounting Report, and accounting students rank No. 1 nationally in first-time pass rates for all parts of the CPA exam among institutions with large programs.
- Terry's Full-Time MBA program is ranked nationally and worldwide, and places among U.S. public institutions as follows: 13th by *The Economist*, 16th by *U.S. News & World Report*, 19th by *Poets and Quants*.
- Terry's Professional MBA program is also nationally ranked, placing 25th among U.S. public institutions by *U.S. News & World Report*.
- Terry's Online Master's of Business and Technology program is nationally ranked among online specialty master's programs at No. 17 among all programs and No. 12 among public business schools.



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## Senior Director of Development and Alumni Relations



Programs in University Development. The Sr. Director is responsible for the planning and implementation of an integrated approach to development and alumni affairs, maximizing support for the College.

Serving as the chief development officer for TCOB, the Sr. Director is responsible for increasing philanthropic support and engagement. In collaboration with University Development, this administrator sets and implements annual fundraising goals for TCOB while also managing a portfolio of 30-40 high-capacity prospects. The senior fundraiser is responsible for coordinating the Dean's alumni and donor activities, participates as a member of the Dean's leadership team, and serves as a staff member on the Dean's Advisory Council.

Additionally, the Sr. Director meets monthly with University Development leadership and participates in division activities/meetings as appropriate. This individual will lead a

### THE OPPORTUNITY

Terry College of Business is nationally recognized for its outstanding academic programs and high achieving alumni. The College has nearly 8,300 undergraduate and graduate students across its four locations: Athens, Atlanta, Gwinnett County, and Griffin. There are 147 full-time faculty

members and 146 staff, all committed to the success of students and graduates.

The Senior Director of Development and Alumni Relations (Sr. Director) reports to Dr. Ben Ayers, Dean of Terry College of Business (TCOB), and Brooks McCommons, the Senior Director of Development for Constituent Based

### BENJAMIN C. AYERS, PH.D.

#### DEAN, TERRY COLLEGE OF BUSINESS, AND EARL DAVIS CHAIR IN TAXATION



Dr. Ben Ayers joined UGA in 1996 and served as Director of the highly regarded Tull School of Accounting for nine years prior to his appointment as the college's 12th Dean in 2014. Under his leadership, the Terry College successfully completed the \$121 million Building Terry campaign and dedicated the new home of the Terry College of Business. Completed in the spring of 2019, the \$140 million Business Learning Community comprises six buildings and approximately 300,000 gross square feet.

In the past five years, the Terry College has established a campus-wide Entrepreneurship Program, several dual-degree programs, a new master's in business analytics, and market-driven academic concentrations and areas of emphasis, while growing undergraduate and graduate enrollment and achieving the highest percentage employment rates for graduating students in the college's history.

Dr. Ayers has received many teaching awards at the school, college, and university levels, including the Russell Award for Excellence in Undergraduate Teaching. His research has been recognized by both the American Taxation Association and American Accounting Association with national research awards. In 2016, he received the Ray M. Sommerfeld Outstanding Tax Educator Award, the highest honor given by the American Taxation Association. He was elected President of the American Taxation Association in 2017.

He earned his bachelor's degree in accounting and master's degree in taxation from the University of Alabama, and his Ph.D. in accounting from the University of Texas at Austin. Prior to pursuing his Ph.D., he worked for KPMG in Atlanta and Tampa and Complete Health Inc. in Birmingham.



## Senior Director of Development and Alumni Relations



professional staff of 18 development and alumni professionals, including 5 direct reports.

### Responsibilities

- Direct all fundraising efforts (principal, leadership, major, annual, and planned giving) and provide overall leadership to alumni relations and development functions.
- Collaborate with the Dean to design and implement fundraising strategies to meet the College's annual and long-term needs.
- Manage, direct, and provide leadership to an 18-member professional staff to increase total contributions.
- Manage a portfolio of 30-40 top prospective donors focusing on soliciting gifts, presenting proposals, making an annually established goal of face-to-face meetings with prospects and donors monthly. The purpose of the meetings is to cultivate, solicit, and steward prospects and donors for current and deferred gifts to benefit the College, which requires some overnight travel in and out of state and occasional weekend work.
- Serve as the liaison between Terry College of Business and University Development ensuring all UGA and TCOB policies and procedures are followed.
- Attend division and development staff meetings, monthly strategy meetings with the Senior Director of Development for Constituent Based Programs, as well as training and prospect management meetings as needed.
- Attend regular administrative/staff meetings at Terry.

- Work collaboratively with all offices of the Development and Alumni Relations division, including financial services, gift and estate planning, corporate and foundation relations, regional programs, etc., and development colleagues located in schools, colleges, and units across campus.
- Develop and oversee a comprehensive short and long-term strategic plan for fundraising by providing guidance, advice and support to department leaders on fundraising prioritization, planning, and strategies to ensure successful campaign and stewardship efforts.
- Prepare timely, accurate, and relevant proposals, presentations, and other fundraising materials for cultivation, solicitation, and stewardship.
- Complete telephone, correspondence, preparation, follow-up; record meetings, interactions, and plans in the giving and alumni database (GAIL) in a thorough and timely manner.

### QUALIFICATIONS

Candidate must hold at least a bachelor's degree and a minimum of seven years of a combination of education and development, fundraising, or related professional experience. A valid driver's license is required.

Candidate must be a self-starter and who takes initiative. Along with the ability to work independently, highly developed organizational and leadership skills are needed to be successful. Exhibited behavior must support the mission, vision, and values of the University.

Candidate must communicate and employ interpersonal actions that model responsible, accountable, and ethical conduct.

Through open, honest, and respectful communication, all staff, supervisors, and colleagues of the Division of Development & Alumni Relations are expected to interact with fairness, compassion, and decency. All employees are held accountable for meeting the expectation of promoting a stable, productive, and healthy work environment.

UGA expects adherence to CASE standards and commonly accepted industry standards relating to fundraising reporting. All fundraisers are held accountable for meeting this expectation.

## BROOKS McCOMMONS

### SENIOR DIRECTOR OF DEVELOPMENT FOR CONSTITUENT BASED PROGRAMS



Mr. McCommons has more than 23 years of higher education development experience. He joined UGA in 2008 as Regional Director of Development after more than a decade of service in several leadership roles at his alma mater, Shorter College in Georgia. The Thomson, Ga., native was named to his current role as Senior Director of Development for Constituent Programs in 2010. In his current role, Mr. McCommons

especially enjoys partnering with schools, colleges, and units to raise financial support for UGA.



### THE UNIVERSITY OF GEORGIA

Chartered by the Georgia General Assembly Jan. 27, 1785, the University of Georgia is America's first state-chartered university and the birthplace of the American system of public higher education.

The comprehensive land- and sea-grant institution attracts some of the most academically talented students in the nation. Recognized as a leader among public universities in the numbers of major scholarships earned by students, UGA has produced 24 Rhodes Scholars, 7 Gates Cambridge Scholars, 7 Marshall Scholars, 3 Mitchell Scholars, 56 Goldwater Scholars, 21 Truman Scholars, 130 Fulbright Student Scholars, 3 Schwarzman Scholars, 41 Boren Scholars, and 17 Udall Scholars over the past two decades.

The University is composed of 17 schools and colleges: Agricultural and Environmental Sciences, Arts and Sciences, Business, Ecology, Education, Engineering, Environment and Design, Family and Consumer Sciences, Forestry and Natural Resources, Graduate School, Journalism and Mass Communication, Law, Pharmacy, Public Health, Public and International Affairs, Social Work, and Veterinary Medicine. UGA also is home to the Georgia Regents University and the University of Georgia Medical Partnership.

There are 1,774 full-time professorial faculty, of which 97 percent hold the doctorate or other terminal degree in their field of study.

Beyond its vast academic and research programs, UGA is home to the prestigious Peabody Awards, the Georgia Writers Hall of Fame, the State Botanical Garden, State Museum of Art, the State Museum of Natural History, and the Richard B. Russell Building Special Collections Libraries.

UGA has a nationally competitive intercollegiate athletic program. A member of the NCAA Division I, Southeastern

Other qualifications required include:

- Progressively responsible fundraising or related experience and leadership experience, including work in all functional areas of development and leadership in a major capital campaign
- Demonstrated supervisory, organization, time management, and interpersonal skills
- Excellent communication skills (verbal, written, presentation) with the ability to deliver an effective and consistent message and a communication style that is open, cordial, and compelling
- Ability to develop trust and strong collaborative working relationships; experience in nurturing and motivating high-level volunteers and expressing appreciation for their role in building an effective development network
- Demonstrated intellectual curiosity and ability to manage and work collaboratively
- A demonstrated track record of successful frontline fundraising, including principal gift experience (discovery through solicitation and stewardship)
- Experience in higher education and in a hybrid centralized-decentralized

fundraising model involving colleges/schools

- Strength in developing and executing strategic and comprehensive fundraising plans to achieve goals
- Experience working with senior administration and ability to effectively strategize and engage various groups and constituents
- Demonstrated commitment to outstanding customer service
- Demonstrated computer competency and knowledgeable of Word, database management, and e-mail skills
- Work evenings and weekends as necessary
- Ability to travel in and out of state as necessary

#### Preferred Education and Experience

- Bachelor's degree with 10 years of professional experience related to sales, marketing, development, business administration, higher education, project management, or relationship management
- Event planning
- Knowledge and experience using Blackbaud CRM system



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## Senior Director of Development and Alumni Relations

Conference, the Bulldogs have won 42 national championships, including 30 since 1999.

The University has more than 325,000 living alumni across the globe. Many are leaders in their communities, states, and nations. Nine UGA graduates have received the Pulitzer Prize. Four alumni have been elected to the National Academy of Sciences. Since 1851, 26 governors of Georgia have been graduates of the University of Georgia.

For more information, visit <http://www.UGA.edu>.

### ATHENS-CLARKE COUNTY, GA

The University's main campus is located in Athens-Clarke County, Ga., which is approximately 60 miles northeast of Atlanta. Nestled near the foothills of the Blue Ridge Mountains, the city has a population of more than 192,000 residents.

The vibrant, restored Victorian-era downtown offers art galleries, an eclectic array of shops, popular nightspots, and casual and fine dining. The city is known for its live music that has seen some Athens-based bands and musicians to achieve international acclaim.

This college town also is family friendly, with great neighborhoods, quality public and private schools, and excellent health care. Forbes recently listed Athens as one of the 25 best retirement communities in the nation. The National Trust for Historic Preservation describes Athens as one of America's foremost "distinctive destinations" for its dynamic downtown, cultural diversity, attractive architecture, vibrant performing and visual arts scene, and strong commitment to historic preservation and revitalization.

For those who want a major metropolitan experience, Atlanta, the largest city in the Southeast, is approximately an hour away. Considered a top business and



transportation hub, Atlanta is a major center for cultural, entertainment and professional athletic activities. Live theatre, opera, ballet, symphonies, concerts, and festivals are among the offerings of the city. Sports fans enjoy a full range of

activities from major league baseball, football, basketball, and soccer to PGA golf tournaments and the annual Peachtree Road Race.

For more information, visit <https://www.libs.uga.edu/athens/index.html>.

### APPLICATION AND NOMINATION PROCESS

Confidential inquiries are welcomed; applications and nominations are invited.

**To Apply** - Applications must include:

1. Letter of interest
2. Resume
3. At least five references with full contact information, including e-mail addresses (References will not be contacted without applicant's consent.)

**Submit application materials** (preferably as PDFs) to [UGA-Terry@myersmcrac.com](mailto:UGA-Terry@myersmcrac.com) by **September 2, 2019**, for best consideration. The search remains open until the position is filled.

**Submit nominations** to [UGA-Terry-nominate@myersmcrac.com](mailto:UGA-Terry-nominate@myersmcrac.com) with individual's full contact and e-mail information.

**IMPORTANT:** Candidates also must complete an online application with the UGA Office of Human Resources to be considered for this position. The UGA application form is available at <https://www.ugajobsearch.com> and the Posting Number is S03446P. Submission instructions are on the website.

**Emily Parker Myers**, CEO, and **Jennifer Barfield**, Senior Vice President, of **Myers McRae Executive Search and Consulting**, are assisting UGA with this search.



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*The University of Georgia is an Equal Opportunity/Affirmative Action Employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, sexual orientation, gender identity, disability, or protected veteran status.*