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## Georgia College & State University Vice President for University Advancement

Georgia College is seeking a dynamic leader to serve as our next Vice President for University Advancement and Executive Director of the Georgia College & State University Foundation, Inc.

### About Georgia College:

Georgia College is the state's designated public liberal arts university—where practical education meets life-altering, real-world experiences. For us, a liberal arts education goes beyond simply memorizing facts and philosophies. A liberal arts curriculum teaches students how to navigate the complexities of life, assess the world around them, and become critical thinkers. Our skills-infused approach provides our students with an advantage that employers are looking for and expands the personal and professional lives of our graduates.

The university offers undergraduate and graduate education, and serves more than 7,000 students in the following colleges: the College of Arts and Sciences, the J. Whitney Bunting College of Business, the John H. Lounsbury College of Education, the College of Health Sciences, and the newly-established John E. Sallstrom Honors College. With its sprawling idyllic campus paired with talented faculty and staff, Georgia College stands at the forefront of offering a holistic liberal arts education. Our students are engaged citizens who are encouraged to think independently and lead creatively as they acquire the skills to navigate life-long challenges.

Georgia College is one of 26 institutions in the University System of Georgia, and we consistently rank among the top three universities in terms of student retention and graduation rates. Georgia College also ranks 21st on U.S. News & World Report's Best Regional Universities – South, and is recognized as a top university in the nation by the Princeton Review, Forbes Higher Education, and Kiplinger's.

Georgia College is located in Milledgeville, a charming, traditional southern town less than a two-hour drive from Atlanta.

**T**he Vice President for University Advancement (VPUA) is the chief advancement officer for the University and advises the President on all matters pertaining to the management and operation of university development, alumni relations, and donor relations. Reporting directly to the President, the Vice President will advise the President and members of the Executive Cabinet on all aspects of donor and alumni engagement. The VPUA will effectively promote internal and external understanding and support of the university's liberal arts mission as correlated with giving and engagement goals. The Vice President serves as the Executive Director of the Georgia College & State University Foundation, Inc. and its associated corporations. The VPUA will work closely with the President and the GCSU Foundation Board of Trustees to set a strategic direction for university fundraising. The VPUA is responsible for the development, execution, and evaluation of all aspects of the University's comprehensive donor-centric engagement program, including its annual giving, corporate and foundation relations, legacy giving, donor relations, alumni relations, research and prospect management, advancement services, donor cultivation and stewardship.

### The ideal candidate should possess the following:

- A bachelor's degree and experience in donor-centric development operations.
- Demonstrated experience in cultivating, soliciting, and stewarding a select portfolio of principal gift prospects including the President's portfolio and their engagement in fundraising activities.
- An understanding and appreciation for volunteer or board management including an understanding of the importance of creating a diverse, representative board.
- Knowledge of current and emerging best practices in fundraising and the capacity to adapt these, as appropriate, at Georgia College.
- Strategic planning skills to ensure divisional support of the institutional mission of the University by reviewing and approving divisional plans, goals, and objectives. The ability to create systems of effective controls to guide work toward expected outcomes, and evaluate progress toward those accomplishments.
- The ability to develop and manage the university and foundation budget for development, alumni, and fundraising efforts.
- Strong communication capabilities, both oral and written, including active listening skills and the ability to speak effectively both with diverse groups of varying sizes and with individuals.
- Excellent organizational and delegation skills.
- Demonstrated appreciation for and reliance on data and quantifiable outcomes and reporting.
- Understanding of technology and its applications in both development and alumni engagement work.
- The ability to build, engage, lead, and support a diverse, effective advancement team.

For more information about the position, please visit:  
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