The 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: [www.gcsujobs.com/postings/8328](http://www.gcsujobs.com/postings/8328)