

MAJOR GIFTS OFFICER
COLLEGE OF BUSINESS AND TECHNOLOGY
JACKSONVILLE UNIVERSITY
Jacksonville, FL

Description

An Executive Search by The Angeletti Group, LLC

The Opportunity

The Angeletti Group invites nominations and applications to join the advancement team of Jacksonville University as a Major Gifts Officer for Davis College of Business & Technology.

The Davis College of Business and Technology includes three schools with majors in business, communication, engineering, computer science/cyber security, and aviation. The programs are AABI and AACSB accredited. The college is the only AACSB-accredited private business school in all of North Florida and South Georgia, one of the most dynamic and economically diverse industries in the Southeast United States. Davis College enjoys a strong reputation within the Jacksonville business community and is rooted in a large network of alumni and corporate partnerships. This is a unique opportunity for an entrepreneurial fundraiser to join the growing University Advancement department and forge new relationships across global industries on behalf of the University.

Jacksonville University's Bold Vision and Surging Success

Jacksonville University is transforming lives through innovations, scientific inquiry, and generating economic opportunity and growth that spans multiple community and public service sectors. As northeast Florida's premier private institution of higher education, Jacksonville University recently celebrated four consecutive years being ranked among the top 25 percent of regional universities on U.S. News & World Report's prestigious list of Best Colleges, as well as consistent recognition as a Best Value and Military Friendly school.

Founded in 1934, Jacksonville University offers more than 100 majors, minors, and programs, including in-demand degrees in Nursing, Business, Marine Science, Engineering, Finance, and Psychology, as well as those in the highly specialized fields of Aviation, Communication Sciences and Disorders, Film, Animation, and Healthcare Administration. In recent years, the University has successfully expanded to include five colleges, eleven schools and four institutes—including the recently announced College of Law and four-year medical school in partnership with Lake Erie College of Osteopathic Medicine—and it has established nearly 500 partnerships with world-class companies, healthcare providers, and community organizations. Every day, Jacksonville University delivers on its unwavering commitment to enhancing the lives of our students, our state, and the world forever.

Jacksonville University's President, Tim Cost, celebrated 10 years of service to the University this February. Under President Cost's leadership, the University has enjoyed an era of unparalleled success and growth. The Costs helped build the University into a \$400 million economic engine for Jacksonville and for the Arlington community it calls home. The growth, and the President's proactive approach to partnership, also helped attract more than \$500 million in private investment and development throughout Arlington.

- 2,771 undergraduate students
- 1,283 graduate students
- Students from 58 countries and 47 states represented
- 11:1 Student to Faculty ratio
- NCAA Division I, ASUN Conference, and Metro Atlantic Athletic Conference (MAAC) sports teams

Future. Made. Campaign: Building on Success

This year, the University will launch the Future. Made. Campaign, the largest campaign in the institution's history. This initiative has already attracted record-breaking gifts and pledges from alumni, corporate and community leaders, and friends in support of the University's priorities across healthcare, technology, business, and law.

To date, the campaign has raised \$90 million in the silent phase toward its \$175 million goal in support of regional expansion of the University, the construction of the Medical Mall, development of both on and off campus areas, including activation of the Waterfront, and programs that challenge and enable students, faculty, and staff to reach new heights. Led by an engaged and active Campaign Committee comprised of alumni, donors, staff, and volunteers, the Future. Made. Campaign represents the next frontier for innovation and investment at Jacksonville University.

Prior to the Future. Made. Campaign, Jacksonville University successfully completed the record-setting ASPIRE campaign in 2018, raising more than \$121 million to support game-changing scholarships, inventive academics, sweeping campus upgrades, and dynamic student life. The campaign made possible more than \$100M worth of investment into the grounds and facilities of Jacksonville University's sprawling 240-acre campus.

Mission Statement

Jacksonville University empowers students for life-long growth as global citizens through a transformative, innovative educational experience, built on excellence in community-centered service.

Vision

Affirming the importance of scholarship, leadership, creativity, and service. Jacksonville University prepares students to build better communities and make meaningful contributions to an increasingly connected society. As a community, we aspire to:

- provide a distinctive campus experience for students, faculty, staff and visitors
- deliver undergraduate and graduate programs that are nationally recognized for quality and innovation
- be a center for intellectual and creative excellence and respectful discourse
- produce high quality research through undergraduate and graduate programs
- serve as an engine to economic vitality in northeast Florida

Davis College of Business & Technology

The Davis College of Business & Technology at Jacksonville University is perfectly positioned at the intersection of education and industry. Students take advantage of strong industry partnerships and a robust business community that results in practical course work and applied experiences inside and outside of the classroom.

With a world class faculty, Davis College offers a personal, individualized educational experience that prepares students for sustained career success. Students are highly in demand as evidenced by exceptional placement rates for graduates at all levels.

In addition to being the only AACSB-accredited private business school in all of North Florida and South Georgia, the College's aviation programs are accredited by AABI and Davis College is a member of the FAA Air Traffic Control Collegiate Training Initiative (AT-CTI). Employer partners include Florida Blue, TIAA Bank, Miller Electric Company, Bank of America, Fifth Third Bank, Dixon Hughes Goodman, Black Knight, and others.

Davis College is also home to the Davis College Center for Professional Development, where students enjoy tailored attention to explore career options, seek internships or practicum experiences, take advantage of VMock software for resume review and the Big Interview platform for mock interview practice, and be connected with mentors.

Dean Barbara Ritter, Ph.D.

Barbara Ritter is dean of the Davis College of Business & Technology and Executive Director of Career Services at Jacksonville University. She is an expert in the field of organizational behavior and management education with more than 75 publications and presentations in this area. Barbara has experience consulting in the areas of organizational culture, human resource policies, employee satisfaction, selection and promotion, performance appraisal and development, and data collection and analysis.

She is a recipient of a number of awards including the Beta Gamma Sigma Outstanding Chapter Advisor, the Horry County Stardust Award for Outstanding Contribution, and the MOBTS Peter Frost Mentoring Award, which acknowledges individuals who are distinguished as gifted teachers and scholars and who unselfishly impart these gifts through mentoring students, colleagues and associates. In 2020, Barbara was recognized by MOBTS with the David L. Bradford Outstanding Educator Award, which acknowledges a person with consistently demonstrated achievement over a lifetime, focusing on teaching and learning excellence. She earned a master's degree and a Ph.D. in industrial and organizational psychology from the University of Akron.

Read more about Davis College here. <https://www.ju.edu/dcob/>

The MGO, Davis College

The Major Gift Officer will work on a daily basis with the Davis College Dean to support the overall major gift efforts of Jacksonville University. The MGO will serve as the University Advancement liaison to the Davis College of Business & Technology, with major gift support provided to the other Colleges or Institutes within the University as needed. Reporting to the Vice President, Advancement and Associate Vice President of Development, this position will also work closely with the Dean to develop donor strategy and build relationships.

Principal Duties

- Serve as the primary manager for a portfolio of at minimum 150 prospects, moving potential donors in an appropriate and timely fashion from identification, cultivation, solicitation and to closure of gifts of \$25,000 and up.
- Develop a compelling case for support encompassing the wide array of elements that provide an outstanding professional education, such as capital, operational, scholarly, curricular, and co-circular funding opportunities as well as faculty support, scholarships, and financial aid.
- Recommend and implement short, intermediate and long-term individual major gifts cultivation and solicitation strategies for individual prospects (e.g. University alumni, parents, trustees, friends of the University, current students, board members, faculty and staff), working with administration, faculty, board members, volunteers (as appropriate) to identify and engage new prospects for purposes of meeting fundraising goals.
- Identify prospects, engage in personal outreach, all necessary travel, and oversight of gift closure process, meeting metrics that include an expectation of at minimum 100-125 personal touchpoints/visits per year.
- Plan and implement events and activities (volunteer experiences, tours, receptions, friend-raisers, etc.) for individual major gift donors, using existing activities as appropriate; engage in networking activities or other opportunities to generate potential prospects.
- Maintain basic knowledge of non-cash gifts, investments and other planned giving opportunities.
- Cultivate and expand planned giving opportunities with new and existing donors, and integrate planned gift objectives into donor solicitations in collaboration with Advancement leadership.
- Represent Davis College externally; participate with College leadership (when appropriate) in community and industry-related events.
- Work with Advancement Marketing and Communications to develop major gift materials (e.g. proposals, overviews and other informational and stewardship materials).
- Work with Advancement Services to request research and other information on alumni, parents, and friends to qualify interest and giving potential.
- Monitor weekly, monthly, quarterly and annual activity to achieve individual performance measures (e.g. meetings, proposals, major gift revenue).
- Assist administrators and faculty in the recognition and prioritization of institutional and departmental funding needs, in particular for any assigned schools, departments, units or programs; keep abreast of institutional and departmental priorities, University programs, personalities and events.
- Track and report relationship management activity using Raisers Edge® constituent relationship management system.
- Develop and maintain strong collaborative working relationships with other team members.

This is not an exhaustive list of all responsibilities, duties and/or skills required for this position. The University reserves the right to amend and change responsibilities to meet institutional needs.

Application Procedure

Applications will be accepted until position is filled. To be considered, candidates should submit a statement of interest and CV to The Angeletti Group at search@theangelettigroup.com.

Nominations and confidential inquiries can be made to: The Angeletti Group, (973) 540-1400, search@theangelettigroup.com.

Jacksonville University is an Equal Opportunity Employer and actively seeks to diversify its work force. All qualified applicants will receive consideration for employment without regard to race, color, religion, age, national or ethnic origin, disability, status as a veteran, sexual orientation, gender identity, gender expression, sex, marital status, handicap, or pregnancy status.