Director of Development, College of Social Work  
Florida State University  
Tallahassee, FL  
www.fsu.edu

Founded in 1851, Florida State University is a preeminent university as designated by the Florida legislature. Florida State University (FSU) preserves, expands, and disseminates knowledge in the sciences, technology, arts, humanities, and professions, while embracing a philosophy of learning strongly rooted in the traditions of the liberal arts and critical thinking. Its campus marks the oldest site of continuous higher education in Florida, and its recent upward trajectory is unrivaled—FSU has risen 24 spots in six years to No. 19 among national public universities in the U.S. News & World Report rankings.

FSU is at an exciting moment in its history. In 2018, FSU completed the Raise the Torch comprehensive campaign, which raised $1.15 billion towards transforming the student experience, powering FSU to new academic heights, encouraging innovation, and improving the public good. Following the historic success of the Raise the Torch campaign, the University is currently in the pre-planning phase of its next comprehensive campaign.

FSU seeks an entrepreneurial and driven Director of Development, College of Social Work (Director of Development) to strategically design and execute a personal solicitation program resulting in philanthropic support by maximizing the identification, cultivation, solicitation, and stewardship of prospects for gifts at the $100,000 and up level. This individual will secure, on an annual basis, private support at the major gift range and will also be responsible for identification of potential major gift prospects. This individual will be expected to uphold and exemplify the operating practices and mission of FSU University Advancement.

The successful Director of Development will promote a comprehensive understanding of the College of Social Work’s vision and philanthropic priorities, effectively matching the specific interests of prospects to those needs. S/he will partner with the Dean to serve as a coach, mentor, and co-strategist on cultivating and soliciting major gifts. The candidate will ensure that the Dean, faculty, and faculty chairs are well-briefed and that their time spent is highly productive, effective, and results oriented. The ideal candidate will partner with colleagues in FSU University Advancement to identify prospects in corporate and foundation giving, major giving, and planned giving. S/he will partner with the Director of Annual Giving at FSU University Advancement to coordinate the College of Social Work’s annual giving plan.

The Director of Development will report to the Associate Vice President for Advancement, Colleges, Schools, and Units. The successful candidate will partner with the Dean, Associate Vice President for Constituent Programs, and other members of the College’s development, communication, and alumni team to develop and execute strategic fundraising initiatives on behalf of the College, the University, and FSU University Advancement.

Florida State University has retained Freeman Philanthropic Services, LLC to facilitate this executive recruitment. Please send confidential inquiries and applications directly to Freeman Philanthropic Services, LLC via e-mail at FloridaState-SocialWork@glfreeman.com.