

Director of Development, College of Nursing
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.

The College of Nursing seeks a passionate, intellectually curious, and entrepreneurial Director of Development, College of Nursing (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 of \$50,000 and up level. The candidate will identify, qualify, and cultivate new individual prospects in an environment where the prospective donor constituency is not immediately obvious. This individual will secure, on an annual basis, private support at the major gift level (\$50,000+) and will also be responsible for identification of potential new major gift prospects (individuals, corporations, and foundations). This individual will be expected to uphold and exemplify the operating practices and mission of the FSU Foundation.

The successful Director of Development will have the ability to elicit, understand, and synthesize the College of Nursing's vision and philanthropic priorities and translate this information into compelling cases for support which motivate non-alumni constituencies to give. S/he will partner with Dean Wang to serve as a strategic and tactical partner to prepare her for the cultivation, solicitation, and stewardship of major gifts. The candidate will ensure that Dean Wang, 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's Division of University Advancement to identify prospects in corporate and foundation giving, major giving, principal giving, and planned giving.

The Director of Development will report to the Associate Vice President of Advancement, Colleges, Schools, and Units. The successful candidate will partner with Dean Wang, Associate Vice President of Advancement, Principal Gifts, and other members of the College of Nursing's development, communication, and alumni engagement team to develop and execute strategic fundraising initiatives on behalf of the College, the University, and FSU's Division of 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-Nursing@glfreeman.com.