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Florida Southern College

Founded in 1883, Florida Southern College is the oldest private college in Florida. The College maintains its commitment to academic excellence through 70+ undergraduate programs and distinctive graduate programs in business administration, education, and nursing. Florida Southern has a 15:1 student-to-faculty ratio; is an award-winning national leader in engaged learning; and boasts 30 NCAA Division II national championships. It is ranked among the Top 20 Regional Universities in the South by U.S. News and World Report; named a Top Baccalaureate College by Washington Monthly; and included in The Princeton Review's 384 Best Colleges, The Fiske Guide to Colleges 2018, and Forbes magazine's America's Top Colleges Guide. FSC is home to the world's largest single-site collection of Frank Lloyd Wright architecture and was designated a National Historic Landmark in 2012. Named the "Most Beautiful Campus in the Nation" for two consecutive years by The Princeton Review and one of the nation's "Ten College Campuses with the Best Architecture" by Architectural Digest, Florida Southern is an internationally-recognized place of beauty and academic excellence.

Director of Development

To advance the College's BELIEVE: The Campaign for Florida Southern College," the Director of Development will identify, cultivate and secure major gifts (\$10,000 and up) and leadership giving (\$1,000 and up,).

ESSENTIAL FUNCTIONS:

1. Meet personally with up to individuals and/or organizations per month and actively manage a portfolio of approximately 100 major gift and leadership annual fund prospects for Florida Southern College.
2. Travel throughout Polk County, the state of Florida, and other areas nationally to cultivate and solicit major gifts, planned gifts, and leadership annual fund gifts.
3. Develop high awareness and deep knowledge of Florida Southern College in order to serve as a credible representative and advocate.
4. The Director will work with the VP for Development to plan, coordinate and participate in fundraising calls to alumni, business leaders, foundations, and corporations to solicit annual support and sponsorships for Florida Southern College.
5. Identify and cultivate major gift and leadership annual fund prospects for capital, scholarship, and endowment gifts to Florida Southern College.
6. Develop and present correspondence, formal proposals, and supporting materials to donors, including correspondence as needed for the President and Vice President for Development.
7. Contributes to the success of the Office of Development by performing all other duties as needed to drive the vision, fulfill the mission, and abide by the values of the College.

EDUCATION, WORK EXPERIENCE AND REQUIREMENTS:

1. A minimum of five years proven experience in development/donor solicitation or direct fund-raising, preferably in higher education
2. Fund-raising experience that demonstrates the ability to successfully establish long-term relationships with high-end constituents
3. A bachelor's degree in Communications, Business, PR/Marketing or related area.
4. Excellent interpersonal skills and the ability to work effectively with a wide range of constituencies in a diverse community
5. A knowledge of higher education development and advancement concepts, methods, and procedures; impeccable written and oral communication skills; a professional demeanor; a positive attitude; and the ability to keep confidences
6. Strong organizational and motivational skills necessary
7. A goals-oriented focus with a commitment towards achieving results.

To apply, please visit https://portal.flsouthern.edu/ICS/Employment_App/