



Associate Director of Major Gifts & Senior Major Gift Officer and Major Gift Officer Searches

The **Shippensburg University Foundation** is accepting applications and nominations for two new positions: **Associate Director of Major Gifts & Senior Major Gift Officer** and **Major Gift Officer**. The Foundation seeks two highly motivated fundraisers to join a group of dedicated professionals, committed board members, and loyal constituents at an award-winning foundation that supports a nationally recognized, regional, comprehensive public university.

About the Foundation: The Shippensburg University Foundation, a 501(c)(3) nonprofit organization, was created in 1977 and serves to seek financial resources and provide services to support and enhance Shippensburg University's mission of student learning and personal development through highly effective and innovative teaching, complemented by a wide variety of out-of-class experiences. Today, the SU Foundation's endowment totals \$40.1 million and the Foundation administers and manages nearly \$88 million in assets. In 2016, the SU Foundation concluded a multi-year, comprehensive campaign- Charting the Course, Lighting the Way: The Campaign for Shippensburg University- which was the most successful campaign in the Foundation's history and the most successful campaign in the PA State System raising more than \$69 million. In 2017-2018, the SU Foundation raised more than \$6.1 million to support students, faculty, and programs. The Foundation provided over 925 scholarships, awards, and loans to Shippensburg University students totaling more than \$1.5 million. The Foundation also provided \$60,000 in grants for the Joint Undergraduate Student/Faculty Research Program. The SU Foundation hires students each semester to support their fall and spring phonathons and provides safe, quality housing for over 300 students. To learn more about the Foundation, please visit www.sufoundation.org.

The Associate Director of Major Gifts & Senior Major Gift Officer position: Reporting to the Director of Major Gifts, the Associate Director of Major Gifts & Senior Major Gift Officer will develop and implement the strategy for identifying, nurturing, soliciting, and managing major gifts prospects. The Associate Director of Major Gifts & Senior Major Gift Officer serves as a key member of the professional staff supporting all fund-raising functions, including annual, capital, planned giving as well as special interest, corporate, and foundation programs. Utilizing the Moves Management philosophy, the Associate Director of Major Gifts & Senior Major Gift Officer manages a prospect/donor caseload requiring discernment of donor philanthropic interests, ongoing cultivation, timely visitation, and solicitation efforts. This position will also work with the Foundation's CEO on special projects. The Associate Director of Major Gifts & Senior Major Gift Officer must have five years of relevant experience. A bachelor's degree is required.

The Major Gift Officer position: Reporting to the Director of Major Gifts, the Major Gift Officer will develop and implement the strategy for identifying, nurturing, soliciting, and managing major gifts prospects for the College of Education and Human Services and other focal areas as assigned. The MGO serves as a key member of the professional staff supporting all fundraising functions, including annual, planned, capital, special interest, corporate, and foundation programs. Utilizing the Moves Management philosophy, the Major Gifts Officer manages a prospect/donor caseload requiring discernment of donor

philanthropic interests, ongoing cultivation, timely visitation, and solicitation efforts. The MGO must have three years of relevant experience. A bachelor's degree is required.

The University: Since its founding in 1871, **Shippensburg University**, one of 14 institutions in the Pennsylvania State System of Higher Education, has been a leader in public higher education. Long-recognized for its academic rigor and its proactive approach to maintaining its leadership position as higher education has evolved, "SHIP" now offers a full array of over 100 undergraduate and over 50 graduate programs on its attractive 200-acre campus. More than 6,000 undergraduate students and 1,000 graduate learners enroll annually in the College of Arts and Sciences, the College of Education and Human Services, the John L. Grove College of Business, and the School of Graduate Studies. The University recently announced the establishment of a School of Engineering within the College of Arts and Sciences to house the five engineering programs. Fully accredited as a University, and holding prestigious discipline specific accreditations for a large number of its programs, Ship has been named a top university in the North for multiple years by *U.S. News & World Report*, and its programs were named among the best of their kind. The John L. Grove College of Business received recognition as one of the best undergraduate business programs, and the University's social work program was listed in the Best Graduate Schools nationally. To learn more about the University, please visit www.ship.edu.

Location: Shippensburg, the host community to the University, is a borough straddling the line between Cumberland and Franklin counties. Shippensburg lies in the Cumberland Valley, 40 miles southwest of the state Capitol of Harrisburg, and is part of the Harrisburg–Carlisle Metropolitan Statistical Area, with a population approaching 700,000. National firms, either headquartered or with major operations, in the region include Ahold USA, Deloitte, Capital Blue Cross, Highmark, HP, IBM, Hershey Foods, Harsco Corporation, Proctor and Gamble, Rite Aid Corporation, Tyco Electronics, and Volvo Construction Equipment. The largest local employers, the federal and state governments, provide stability to the economy. The region's extensive transportation infrastructure, including an international airport, has allowed it to become a prominent center for trade, warehousing, and distribution.

Application: Interested candidates should submit only a cover letter and resume to RPA Inc. at ShippensburgFoundationMajorGifts@rpainc.org. For a confidential discussion about these opportunities or to make a nomination, please call Amanda O'Donnell, Search Manager, or Dana John Cohick, Executive Vice President and Senior Consultant, at 800-992-9277. The review of candidates will begin on November 2, 2018, and first round interviews will commence thereafter.

The Shippensburg University Foundation is an equal opportunity/affirmative action employer and encourages applications from people of color, women, veterans, and persons with disabilities.

