



## Office of Institutional Advancement

Morehouse College, one of the nation's most influential historically black colleges, and a preeminent men's liberal arts college, seeks strategic and engaged advancement professionals to serve in the following roles:

**Senior Director of Donor Relations and Experience**

**Senior Director of Corporate Relations**

**Director of Advancement Systems and Technology**

**Director of Development**

**Director of Prospect Management and Research**

**Candidates must have an appreciation for the rich history and tradition of Morehouse College and its position as one of the nation's preeminent liberal arts colleges.**

Founded in 1867, Morehouse College has produced extraordinary leaders, visionaries, and pillars of the community for more than 150 years. Morehouse's mission is to develop disciplined minds to lead lives of leadership and service by emphasizing the intellectual and character development of its students. The College has prepared young men to change the world through leadership and service—driven by innovation, technology, global cultural dexterity, and a liberal arts foundation of knowledge. Famous graduates like Dr. Martin Luther King Jr. and Spike Lee are joined by five Rhodes scholars, as well as congressmen, business titans, college presidents, and many more who proudly represent the Morehouse ideals. Morehouse College is accredited by the Southern Association of Colleges and Schools Commission on Colleges (SACSCOC) to award baccalaureate degrees. The College serves approximately 2,500 undergraduate students and offers those students individualized attention through a 14:1 student-to-faculty ratio. The College offers more than 32 undergraduate major and 33 minor programs through seven academic divisions including Business Administration and Economics, Creative and Performing Arts, Experiential Learning and Interdisciplinary Studies, Humanities, Life Sciences, Mathematics and Computational Sciences, and Social and Cultural Studies. Morehouse's iconic campus rests on 66 acres, just southwest of downtown Atlanta. Morehouse is a member of the Atlanta University Center (AUC) along with Clark Atlanta University, the Interdenominational Theological Center, and Spelman College. The AUC is the world's largest HBCU consortium and shares the Woodruff Library. To learn more about Morehouse College, please visit: <https://www.morehouse.edu>

### **The Positions:**

#### **Senior Director of Donor Relations and Experience**

Reporting to the Vice President of Institutional Advancement, the Senior Director of Donor Relations and Experience is responsible for planning, managing, and executing the advancement relationship strategy for Morehouse College. The Senior Director will enhance fundraising and engagement efforts by fostering a culture of donor-focused stewardship and meaningful and long-lasting relationship building. The Senior Director works closely with staff, faculty, administrators, and other colleagues to develop and monitor the implementation of a systematic, tailored approach to engagement activities with alumni and donors for strategic impact and coordination aligned with the vision of Morehouse College.

The ideal candidate will have exceptional communication and relationship-building skills. The individual in this role must have a demonstrated understanding of the value of donor relations and stewardship in a higher education environment supported by processes, guidelines, and technology. A bachelor's degree is required; an advanced degree is preferred.

**Salary:** \$110,000 - \$120,000

### **Senior Director of Corporate Relations**

The Senior Director of Corporate Relations at Morehouse College will serve as the primary liaison with industry partners to build and sustain long-term, mutually beneficial relationships that support the College's philanthropic goals. Reporting to the Vice President for Institutional Advancement and Chief Development Officer, the Senior Director will develop and execute strategies to secure major and principal-level corporate gifts, manage a portfolio of strategically aligned prospects, and collaborate with Advancement staff on proposal submissions.

The Senior Director must have experience in development, major gift fundraising, or donor relations, with proven success in portfolio management, prospect qualification, and strategic development planning, working with corporate partners, ideally in higher education, and proficiency in data analysis, project management, and donor management software. Preferred qualifications include experience in capital campaigns, major gift cultivation, and securing corporate support for program initiatives. The ability to build strong relationships with both internal and external stakeholders is essential. A bachelor's degree is required; an advanced degree is preferred.

**Salary:** \$110,000 - \$130,000

### **Director of Advancement Systems and Technology**

Reporting to the Associate Vice President of Strategic Advancement Operations, the Director of Advancement Systems and Technology is responsible for strategically designing and deploying state-of-the-art application platforms, CRM administration, IT operations infrastructure, and data integration to further the Office of Institutional Advancement efforts and success. The Director solves business problems by building, configuring, and automating technology solutions to deliver value; and ensures optimal performance of systems, products, and applications. The Director drives proactive services to continually improve and enhance OIA's CRM (Salesforce) by gathering requirements and feedback, designing scalable best practice solutions, and managing the product road map.

The Director should be comfortable with change management and data governance, as well as communicating, prioritizing, and managing all aspects of a CRM or IT project. The ideal candidate will be effective liaising with stakeholders at all levels and have the ability to translate technical information into layman's terms, clearly explaining design options and their potential impact. Strong communication and critical thinking skills are desired as well as a collaborative, team-oriented style. A bachelor's degree is required; an advanced degree is preferred.

**Salary:** \$100,000 - \$110,000

### **Director of Development**

The Director of Development serves as the primary development liaison for one of the College's academic units, responsible for identifying, cultivating, soliciting, and stewarding major donors, including alumni, friends, and corporate/foundation stakeholders. Reporting to the Associate Vice President for Development, the Director will manage a portfolio of 100-150 major donor prospects, with a focus on face-to-face visits (15-20 per month) and major gift solicitations (\$50,000+). The Director will play a key role in professional development, best practices for philanthropy across the college community, and identifying and qualifying donors for Morehouse's next capital campaign.

The ideal candidate will have at least five years of experience in fundraising or related fields, with proven expertise in strategic relationship development, planned giving, and major gift solicitation. Preferred qualifications include experience in higher education and comprehensive campaigns, as well as proficiency with fundraising software. The Director should be a strategic and collaborative team player with strong interpersonal, communication, and organizational skills, capable of working effectively with diverse personalities. A bachelor's degree is required; an advanced degree is preferred.

**Salary:** \$100,000 - \$120,000

## Director of Prospect Management and Research

The Director of Prospect Management and Research at Morehouse College will lead the development and execution of strategies for prospect management and research to support the College's fundraising efforts, particularly in relation to its campaign. Reporting to the Associate Vice President for Strategic Advancement Operations, this role involves creating a comprehensive prospect management system, innovative research infrastructure, and a robust prospect discovery program. The Director will oversee research efforts to inform decision-making, drive cultivation and solicitation strategies for campaign donors, and ensure alignment of pipeline activity with business policies and requirements. This position will also manage portfolios, coordinate solicitation plans, and analyze data to guide fundraising initiatives.

The ideal candidate will have at least three years of relevant experience in fundraising operations, prospect research, or management, with a proven ability to leverage data for strategic impact. Key responsibilities include developing and implementing a donor-centric prospect management system, overseeing prospect identification and discovery services, and monitoring fundraising performance through metrics and performance analysis. The Director must be a strategic thinker with strong project management, analytical, and communication skills, and be able to collaborate effectively in a cross-functional environment. Experience with large campaigns and CRM tools is preferred. This position requires adherence to ethical standards and confidentiality guidelines for data management. A bachelor's degree is required; an advanced degree is preferred.

**Salary:** \$90,000 - \$100,000

**Location:** Atlanta, Georgia's vibrant capital, is a city of more than four million people. The city has played center stage for many national historical events and movements including the civil war and the civil rights movement. As a major business and industry center, more than 1,000 international businesses operate in the city, and Atlanta boasts the third largest concentration of Fortune 500 companies in the country. Retaining its reputation as a transportation hub, Atlanta houses the Hartsfield-Jackson Atlanta International Airport, the world's busiest in daily passenger flights. The city offers residents and visitors nearly endless opportunities for enrichment and entertainment such as the National Center for Civil and Human Rights, Zoo Atlanta, High Museum, Atlanta Symphony Orchestra, and Centennial Olympic Park, as well as several music venues and sports complexes. To learn more about the city of Atlanta, please visit: <https://www.atlantaga.gov>

**Application:** Interested candidates should submit only a cover letter specifying the position(s) applying for and a CV/resume to RPA Inc. at [MorehouseAdvancement@rpainc.org](mailto:MorehouseAdvancement@rpainc.org). For a confidential discussion about this opportunity or to make a nomination, please email Dana John Cohick, President, Kira Heath, Search Manager, or Kendra Mozug, Search Consultant, at the email address above. The review of applications will begin February 28, 2025.

*Diversity among its administrators, faculty, staff, and students is a Morehouse College commitment. Morehouse College is an affirmative action / equal opportunity employer. It is our policy to provide equal employment opportunities for all individuals without regard to race, sex, religion, color, national origin, age, disability, protected veteran status, genetic information, sexual orientation, gender identity, or any other classification protected by applicable law.*



[www.rpainc.org](http://www.rpainc.org)