



Director of Development, School of Public Health

About Georgia State University

Georgia State University is a public research university in downtown Atlanta, Georgia, United States. Founded in 1913, it is one of the University System of Georgia's four research universities. It is also the largest institution of higher education based in Georgia and is in the top 10 in the nation with a total student population of approximately 52,000 including approximately 33,000 graduate and undergraduate students at the main campus downtown as of 2018.

The School of Public Health

In the heart of Atlanta, the School of Public Health engages students through education and practicum opportunities in a thriving urban center. Our graduates are committed to serving their communities with multi-disciplinary skills, understanding health disparities and working to change them. These opportunities create leaders to address the complex health problems such as violence, tobacco and drug use, obesity, environmental threats, and HIV/AIDS affecting cities worldwide. We are the destination of choice for students seeking an affordable and meaningful public health education.

The School of Public Health has enjoyed tremendous growth over the past several years. Since 2012, the number of students has increased 300%, with over 700 students enrolled in academic degree programs at the bachelors, masters, and doctoral levels. During the same period, the number of faculty has more than doubled, with over 50 faculty across two academic departments. The School of Public Health is fully accredited by the Council on Education for Public Health.

Job Description

The Director of Development for the School of Public Health will be responsible for major gift fundraising including identification, cultivation, solicitation, stewarding of major gift prospects, and working with the School's advisory and alumni boards. They will also serve as a member of Georgia State University's Development and Alumni Affairs staff and play a vital role in advancing the School's strategic fundraising priorities. The ideal candidate will possess a record of accomplishment in major gift fundraising, be a strong, collaborative leader with the ability to convincingly articulate the vision and priorities of the School of Public Health and match them to the interest of prospective donors.

Responsibilities

- Direct and manage the identification, cultivation, and solicitation activities for the school including the establishment of annual fundraising plans and strategies; the cultivation and stewardship of gift prospects and donors; the administration of a gifts program that will build on the school's existing efforts; the management of annual and capital campaigns; and coordinating the cultivation and stewardship of donors.
- Work closely with the Dean of the School of Public Health. Schedule and provide briefings and accompany the Dean on all fundraising calls involving the Dean. Work closely with the University Vice President for Development, and work collaboratively with the University's development team.

- Collect and track graduate outcomes data, including graduates' employment and continuing education data, as required by accrediting bodies and association memberships, as well as collect and track development data as required by accrediting bodies and association memberships.

Minimum Qualifications

Bachelor's degree and two years of experience in face-to-face solicitation of gifts of \$25,000 or more; or a combination of education and related experience.

Preferred Qualifications

- Master's degree preferred
- Minimum of three years of work experience in face-to-face fundraising, preferably in higher education.
- Experience building and managing a portfolio of 150+ donor prospects and conducting face-to-face fundraising including 150 donor visits per year.
- Track record of successful major gift fundraising strategies.
- Experience preparing proposals, solicitation letters, and other development materials for prospects and donors.
- Knowledge of higher education and public health environments.
- Experience managing, staffing, and working with advisory and alumni boards
- Ability to work with diverse constituencies from all disciplines including donors, faculty, staff, students, and select corporations and foundations.
- Knowledge and/or prior use of Raiser's Edge software.

To be considered for this position, please apply online at <https://employment.gsu.edu/> and include your cover letter and resume.