



EXECUTIVE DIRECTOR OF ADVANCEMENT, COLLEGES OF ARTS AND SCIENCES
[UNIVERSITY OF SOUTH CAROLINA](#)
COLUMBIA, SOUTH CAROLINA



UNIVERSITY OF
South Carolina

The Aspen Leadership Group is proud to partner with the University of South Carolina through the USC Educational Foundation in the search for an Executive Director of Advancement, College of Arts and Sciences.

The Executive Director of Advancement, College of Arts and Sciences will coordinate and manage an effective, comprehensive, and ongoing advancement program for the College of Arts and Sciences that includes major gifts fundraising and external relations. The Executive Director will plan, manage, implement, promote, coordinate, and administer major gift fundraising and assume leadership responsibilities for development operations, external relations, and supervision of the advancement team. The Executive Director will work in partnership with the Dean, who provides direction on the fundraising priorities and strategic vision for the college, as well as the University Development team, ensuring consistent and well-coordinated activities across the college, University Development, and the university system.

The University of South Carolina enjoys a rich history of more than 200 years of academic leadership and continues to build on that tradition by bringing the opportunities of higher education to new generations. From its founding in 1801, the university has persevered and evolved into a major research university, dedicated to educating the whole student. Recognized by *U.S. News and World Report* as the nation's leading first-year experience, the University of South Carolina's students—as early as their first hours on campus—are warmly welcomed to this diverse, inclusive, student-focused campus, and can immediately access programs and opportunities designed to help them reach greater levels of personal and academic success.

One of the top 3% of universities for its number of African American graduates since 2016, the University of South Carolina is strengthened by diversity. African American freshman enrollment has grown by 85%, and both underrepresented minority and Hispanic freshman enrollment have increased over 50%.

In 2022, the university attracted \$279 million in sponsored awards and drew 35,471 students from around the world, while making higher education more accessible for South Carolinians. With over 300 areas of study—many of which have earned national distinctions—and 9,426 degrees awarded in 2021, academic pathways have the flexibility to be tailored to the individual plans or interests of the student—moving the student ever closer to academic ambitions and furthering professional and personal development.

The University of South Carolina—*home to complex minds, endless memories, unrelenting inquiry, bright conviction, and home to those who raise the bar, and raise it again.*

REPORTING RELATIONSHIPS

The Executive Director of Advancement, College of Arts and Sciences will report to the Assistant Vice President for Development, Colleges and Units and will be responsible to the Dean of the College of Arts and Sciences, Joel H. Samuels, for the execution of a strategic vision for external relations for the college. The Executive Director will oversee 10 staff.

FROM THE SENIOR ASSOCIATE VICE PRESIDENT

Like our great state, the University of South Carolina is exploding in growth. With a monumental capital campaign on the horizon and the insightful leadership of President Amiridis, the University of South Carolina is positioning itself to make historical transformations in the lives of our students and the citizens of South Carolina and beyond.

I invite you to explore the opportunity of being part of this special time. Please consider joining me as we support the mission and continued rise of one of the oldest and fastest-growing universities in the country and work to advance philanthropic priorities for the largest and most diverse college on campus. With the largest alumni base on campus, the College of Arts and Sciences is educating the next generation of leaders, thinkers, scientists, artists, performers, and other professionals through robust research and creative work. Arts and Sciences teaches the most classes in the Carolina Core (General Education) honing critical thinking, problem solving, and communication skills for all students at the University regardless of major.

To give you a sense of who I am, my passion for philanthropy was sparked early in my career while recruiting first-generation students into an engineering program. I witnessed the powerful impact of changing generational opportunities and never looked back on my drive to make a difference in the lives of others. I am committed to a performance-based culture, value personal relationships, lead with integrity, have respect and concern for others, and love the opportunity to make a positive impact on the lives of others.

I view myself primarily as a coach and mentor—to help colleagues have meaningful conversations with donors, volunteers, and academic leaders about their aspirations. Together, we will ignite donor passions with university priorities and change lives!

—Will Elliott, Senior Associate Vice President for Development and Campaign Director

THE UNIVERSITY OF SOUTH CAROLINA'S COMMITMENT TO DIVERSITY, EQUITY, AND INCLUSION

The University of South Carolina strives to cultivate an inclusive environment that is open, welcoming, and supportive of individuals of all backgrounds. It recognizes that diversity in its workforce is essential to providing academic excellence, and critical to its sustainability. The university is committed to eliminating barriers created by institutional discrimination through accountability and continuous process improvement. It celebrates the diverse voices, perspectives, and experiences of its employees. The university believes that diversity and inclusion is necessary to achieve academic and institutional excellence. Every student, faculty, and staff member matters and their unique perspectives are the core of the university's strength and success.

In support of the university's strategic plan (*Focus Carolina 2023*), and the university's values as articulated through [The Carolinian Creed](#), the university is focused on creating and sustaining an inclusive learning, living, and working environment where all members of the university community feel that they are valued and supported. The university will be transformed by attracting and retaining a diverse population of students, faculty, and staff who enhance its teaching, learning, scholarship, and community outreach.

Because diversity in the composition of its students, faculty, and staff is a key measure of the university's long-term efforts, it seeks to create and sustain a university climate where all members of the community receive the support needed to be successful in their teaching, learning, research, scholarship, and work (achievement); engage in the learning, understanding, and practice of diversity, inclusion, and equity as key drivers of university ethos and its preparation of student leaders (engagement); and feel that their presence and contributions are valued and affirmed (inclusion). As such, composition, achievement, engagement, and inclusion are key strategies for university success.

PRIMARY RESPONSIBILITIES

The Executive Director of Advancement, College of Arts and Sciences will

- in collaboration with the Assistant Vice President and Dean, develop an annual work plan that includes specific fundraising, campaign, prospect development, stewardship and programmatic goals, priorities, and needs;
- develop and implement fundraising plans that grow leadership annual giving and major gift programs for the College of Arts and Sciences;
- serve as the prospect manager for potential donors with capacity over \$25,000 with an emphasis on current and future major gifts for the college that include advancement operations and external relations strategies;
- identify, cultivate, and solicit a gift portfolio that benefits the program priorities of the college;
- solicit prospective donors, including individuals, foundations, and corporations in coordination with Gift Planning, Annual Giving, Principal Gifts, and Corporate and Foundation Philanthropy;
- lead a team of development and external relations professionals and oversee their engagement efforts;
- recruit, train, manage, and mentor professional staff, maintaining clear monthly goals while creating and fostering an environment conducive to high performance;
- ensure cohesive and aligned goals for development and external relations;
- meet process performance goals set and established by the Senior Associate Vice President and the Dean that include individual and team goals;
- work with the Senior Associate Vice President, Dean, directors, area coordinators, faculty, alumni, and key volunteers on fundraising and external relations engagement efforts;
- partner with Gift Planning, Annual Giving, Principal Gifts, and Corporate and Foundation Philanthropy to gain expertise across the spectrum of gift opportunities;
- oversee collaborative efforts between the college and respective program areas to ensure successful outcomes through increased donations and donor engagement;
- document all prospect and donor relationships in Blackbaud CRM as well as any relevant assignment, cultivation, or solicitation information or pending opportunities; and
- serve as a member of the overall University Development team by collaborating with colleagues across disciplines on donor strategies.

LEADERSHIP

Joel H. Samuels

Dean, College of Arts and Sciences

Joel H. Samuels has led the College of Arts and Sciences since January 2021, initially as Interim Dean and then, since February 2022, as Dean. He brings to the college a wide variety of experience in teaching, scholarship, public policy, and leadership. He is committed to the broad education and insightful scholarship championed and made possible by the College of Arts and Sciences.

Dean Samuels is also a professor in the USC School of Law and Executive Director of the Rule of Law Collaborative (ROLC) and has served the university in a variety of posts, including Interim Vice Provost for Interdisciplinary Studies. The School of Law student body honored him as the Outstanding Faculty Member for teaching excellence in both 2007 and 2016.

As the Executive Director of ROLC, Dean Samuels oversees programming focused on rule of law development across the globe. In addition, he regularly lectures to U.S. Government officials from the State Department, the U.S. Agency for International Development, the Department of Justice, and the Department of Defense on the development of rule of law abroad.

Dean Samuels also has worked at the World Bank in both Washington (in the Office of the Vice President for Africa) and in Zimbabwe (at the African Capacity Building Foundation) focusing on capacity building in economic policy analysis and development management. During that time, he was a member of the World Bank team that drafted the Initiative for Capacity Building in Africa, a cornerstone document in the World Bank's initial efforts in that arena. Before joining the World Bank, he worked extensively in Russia in the early 1990s on efforts to combat organized crime, and he was an observer of the Russian Constitutional Assembly in 1993. In addition, he has been a contributor to several Russian newspapers and magazines and a variety of African publications. During his time in private law practice at Covington & Burling, he was involved in the ad hoc arbitration of the Eritrea-Ethiopia boundary dispute and led the team that drafted a new Civil Service Code for Eritrea.

Dean Samuels received his A.B., magna cum laude, in politics from Princeton University in 1994. At Princeton, he also received certificates in Russian Studies and European Cultural Studies and was awarded the Asher Hinds Prize in European Cultural Studies, the Montgomery Raiser Prize in Russian Studies, and the Caroline Picard Prize in Politics. He received his J.D., cum laude, from the University of Michigan Law School in 1999, where he was a Clarence Darrow Scholar. While at Michigan, he also earned a master's degree in Russian and East European Studies.

Will Elliott

Senior Associate Vice President for Development and Campaign Director

Will Elliott is the Senior Associate Vice President of Development and Campaign Director at the University of South Carolina. Responsible for overseeing development efforts for colleges and units, Elliott works closely with executive, advancement, and academic leadership to develop strategies and initiatives to support the mission and continued rise of one of the oldest and fastest growing universities in the country.

Prior to joining USC, he served as Executive Director of Advancement at the University of Florida. In this position, he led advancement efforts for several university wide strategic initiatives including the Division of Student Affairs, Division of Undergraduate Affairs, Honors Program, UF Libraries, Parent and Family Programs, and the Machen Florida Opportunity Scholars Program, UF's signature and nationally recognized need-based aid scholarship program. Prior to joining the University of Florida, Elliott served as Director of Development at the University of South Carolina and Director of Development at the University of Arkansas Little Rock.

Elliott received a Bachelor of Arts in political science from the University of South Carolina at Aiken.

PREFERRED COMPETENCIES AND QUALIFICATIONS

The University of South Carolina seeks an Executive Director of Advancement, College of Arts and Sciences with

- a commitment to the mission of the University of South Carolina—to educate the state’s citizens through teaching, research, creative activity, and community engagement;
- comprehensive knowledge of the principles and methods of development and diverse advancement programs;
- development and external relations experience, preferably within higher education;
- an ability to effectively plan, coordinate, and collaborate with development, marketing, and communications colleagues, faculty, staff, and volunteers;
- an ability to quickly develop and maintain professional relationships with stakeholders throughout the university campus;
- supervisory experience including hiring, managing, training, and mentoring advancement program directors and administrative staff;
- an ability to lead a dynamic and talented team of advancement professionals, bringing a wealth of best practices and a strong work ethic to development and external relations portfolios;
- an ability to establish and maintain relationships with faculty, alumni, donors, students, volunteers, businesses, and other stakeholders across a broad range of professions;
- an ability to relate fundraising programs to university goals and objectives;
- an ability to communicate internally and externally with tact and diplomacy;
- outstanding oral, written, interpersonal communication, and presentation skills;
- excellent organizational skills and an ability to set priorities, organize workload, handle multiple responsibilities, work well under pressure, and meet deadlines while maintaining superior attention to detail;
- computer competency, including database operation and word processing; and
- experience executing strategic donor events, meetings, and retreats hosted by leadership or faculty for donor prospects.

The University of South Carolina will consider candidates with a broad range of backgrounds. A bachelor's degree or an equivalent combination of education and experience and at least seven years of major gift, donor relations, sales, or experience from which comparable knowledge, skills, and abilities may be acquired is preferred.

SALARY AND BENEFITS

The salary range for this position is \$110,576 to \$165,864 annually. The University of South Carolina Educational Foundation offers a comprehensive [benefits package](#).

LOCATION

This position is in Columbia, South Carolina. This position is eligible to work a *hybrid* schedule.

APPLICATION INSTRUCTIONS

All applications must be accompanied by a cover letter and résumé. ***Cover letters should be responsive to the mission of the University of South Carolina as well as the responsibilities and qualifications stated in the prospectus.*** Preference will be given to applications received by August 14, 2023. Review of applications will begin immediately and continue until the successful candidate has been selected.

The University of South Carolina does not discriminate in educational or employment opportunities on the basis of race, sex, gender, gender identity, transgender status, age, color, religion, national origin, disability, sexual orientation, genetics, protected veteran status, pregnancy, childbirth, or related medical conditions.

To apply for this position, visit:

[Executive Director of Advancement, College of Arts and Sciences, University of South Carolina.](#)

To nominate a candidate, please contact Don Hasseltine, donhasseltine@aspenleadershipgroup.com.

All inquiries will be held in confidence.