



MAJOR GIFTS OFFICER
GETTYSBURG COLLEGE
Location— Hybrid/Remote



The Aspen Leadership Group is proud to partner with Gettysburg College in the search for a Major Gifts Officer.

The Major Gifts Officer will secure philanthropic gifts in support of Gettysburg College, managing the on-going identification, qualification, cultivation, solicitation, and stewardship of approximately 125 donor prospects in an assigned geographical region who have been identified as having the financial capacity to make a major gift of \$100,000 or more.

Founded at a pivotal time in American history, Gettysburg College has upheld a rigorous commitment to the liberal arts since 1832. Since before the Civil War, the College has stood as a beacon of intellectualism and socially responsible citizenship. Located in the historic town of Gettysburg, Pennsylvania, the College is within two hours of the urban centers of Baltimore, Washington, D.C., and Philadelphia. Students can choose from 40 majors and 40 minors that go beyond the traditional liberal arts education with a focus on experiential learning. An average class size of 18, and a 10 to 1 student to faculty-ratio, means professors are accessible and available to support student success. Its 2,400 students from across the country, and globe, are provided with a wealth of opportunities to get involved outside the classroom. More than 120 clubs and organizations ensure that there will be something for everyone and provide a multitude of leadership experiences. Gettysburg College fields 24 varsity sports—12 for men and 12 for women—that compete at the NCAA Division III intercollegiate level. It is a founding member of the Centennial Conference, home to some of the nation's finest liberal arts colleges committed to excellence in both academics and athletics.

As a residential, undergraduate college of the liberal arts and sciences, Gettysburg College prepares students from across the nation and around the globe to pursue lives of personal and professional fulfillment, and to engage in society through effective leadership and socially responsible citizenship. In March of 2022, the Board of Trustees approved Gettysburg's new strategic plan, [*Living Our Promise*](#), with the goal to inspire students to lead lives of meaning, service, and consequence. The plan advances this essential work and marries the excellence of a rigorous liberal arts and sciences education with a student experience that intentionally integrates learning that occurs inside and outside of the classroom.

Gettysburg College is recognized nationally and ranks among top colleges in the country for value, programs, and liberal arts experience. The College appears several times on the *Princeton Review* "Best 388 Colleges" list. It is number 15 in 'Best Campus Food,' 16th in 'Students Study the Most,' as well as being recognized in 'Best Value Colleges,' 'Colleges That Create Futures,' 'Green Colleges,' and 'Great Intramural Sports.' *Washington Monthly* has recognized Gettysburg as 29th in liberal arts and 43rd in "Best Bang for the Buck" colleges in the Northeast. In addition, it is ranked among the Best Colleges by *U.S. News & World Report*—61st in liberal arts, 54th in 'Best Value Schools,' and 49th in 'Best Undergraduate Teaching.'

Gettysburg College was also named a Top Producing Institution for the Fulbright Program in 2021. The College has a history of producing prominent graduates across many fields—alumni include a Nobel Prize-winning cancer researcher, a former Texas Congressman and Presidential Candidate, former NAACP President, an Oscar-nominated cinematographer, and a Newbery Medalist, among others. Gettysburg College boasts an impressive 98% rate for alumni employed or attending graduate school or pursuing further education within a year after graduation. This strong network of alumni is spread across all 50 states, District of Columbia, Puerto Rico, Virgin Islands, Canada, and in five continents to offer support to fellow alumni, and the College.

REPORTING RELATIONSHIPS

The Major Gifts Officer will report to the Director of Leadership Giving, Joe Gurreri. The Major Gifts Officer is a member of the seven-person Leadership Giving team.

FROM THE DIRECTORS

Thank you for your interest in empowering the next generation of Gettysburg graduates to lead lives of consequence and ensuring that our great college fulfills its promise—to our students and the world—that the education we provide will prepare students to engage the complex issues of our time and work to effect change on the greater good. Since its founding, and certainly since the first days of July 1863, Gettysburg College has been a place of historical significance and an institution of higher learning that has positioned graduates to achieve and exceed their personal and professional aspirations. The College Advancement staff at Gettysburg is inspired by the importance of our work within this greater context and the role our success plays in ensuring our students learn and develop with their sights set on the critical work of effective leadership and socially responsible citizenship.

As you consider the opportunity to join the Advancement team at Gettysburg, know that this position exists within a supportive community of colleagues on a spectacular 200-acre campus adjacent to the Gettysburg battlefields and National Park. The successful candidate will join an ambitious team at a critical time of the initial stages of the College's next comprehensive campaign. We will invest in the development and support of our new colleague from Day 1 and will look for someone who will be equally invested in our work.

Gettysburg alumni want to be inspired and want to engage with their alma mater. The College, and the experiences our alumni had as students, means a great deal to our alumni. It is our charge to find ways to engage them socially, philanthropically, as volunteers and ambassadors as we embark on the next chapter of the College's future. We are confident that if you choose to learn more about our team and our work that you will find a compelling opportunity for your new chapter as well.

—Joe Gurreri, Director of Leadership Giving and Caitlyn Walters, Director of Gift Planning

GETTYSBURG COLLEGE'S COMMITMENT TO DIVERSITY, EQUITY, AND INCLUSION

Gettysburg College's perspective on diversity and inclusion is grounded in its core values. It believes in the worth and dignity of all people and the limitless value of their intellectual potential. It is also committed to providing a diverse and inclusive learning and working environment because this enhances the educational experience for all students, faculty, and staff. Research shows that a diverse college

environment is linked to the development of critical thinking skills. Nurturing, respecting, and sustaining an inviting campus climate where individual differences and identities are perceived as strengths, not deficits, is critical to developing a sense of belonging. The College strives to be that place where everyone can live authentic lives without concern that this authenticity will negatively impact their opportunities for success.

PRIMARY RESPONSIBILITIES

The Major Gifts Officer will

- interact with donors and donor prospects extensively including at least 125 personal visits annually and personal outreach to 100% of portfolio;
- cultivate and steward relationships with approximately 125 assigned donor prospects;
- solicit multi-year Gettysburg Fund commitments, major gifts (\$100,000 or more), and planned gifts as part of an intentional blended-ask approach with donors;
- write letters and proposals to donor prospects;
- follow-up, in writing and activity, on all donor prospects and contacts;
- assist in identifying and qualifying donor prospects with the financial capacity to make major and planned gifts;
- provide staff support for volunteers and their projects designed to raise major and planned gifts;
- submit regular contact reports as well as proposals and prospect strategies in the database;
- collaborate with other gift officers and College staff or faculty on prospect travel and proposals; and
- set annual metric target goals with the Director of Leadership Giving.

LEADERSHIP

Clarence "Tres" Mullis

Vice President for College Advancement

Clarence "Tres" Mullis was appointed to serve as Gettysburg's Vice President for College Advancement effective February 24, 2020. Mullis joined Gettysburg after a successful 25-year career in higher education. Most recently, he served as Executive Director of University Development at Washington and Lee University in Lexington, Virginia, where he led a \$500 million fundraising campaign. Previously, Mullis led fundraising efforts at the Peabody College for Education and Human Development at Vanderbilt University, and the alumni relations and development program at Austin Peay State University. He also worked in development for his alma mater, Stetson University. Mullis first became involved with the college in 2013 when he was asked to assess and make recommendations for Gettysburg's parent fundraising program.

Joe Gurreri

Director of Leadership Giving

Joe Gurreri graduated from Gettysburg College with a B.A. in Political Science and received his M.Ed. from Vanderbilt University's Peabody College of Education with a concentration in Institutional Advancement. Following graduation, Gurreri went to work at Lehigh University in the Office of Student Leadership Development. He returned to his alma mater beginning in 2012 in the capacity as Director of Greek Life. Following a restructuring within the College Life division, Gurreri oversaw the joint department of Student Activities & Greek Life. After spending eight years in student affairs, Gurreri moved into a Major Gifts Officer position beginning in 2018 and moved into the Director of Leadership Giving role in 2022.

PREFERRED COMPETENCIES AND QUALIFICATIONS

Gettysburg College seeks a Major Gifts Officer with

- a commitment to the mission of Gettysburg College—to prepare students from across the nation and around the globe to pursue lives of personal and professional fulfillment and to engage the complex questions of our time through effective leadership and socially responsible citizenship;
- an understanding of fundraising theories including the cultivation, solicitation, and stewardship of gift planning and leadership gift donors and prospects;
- exceptional oral and written communication skills;
- a high degree of motivation and an ability to motivate others and work harmoniously with various individuals;
- an ability to work independently and in a team setting;
- an ability to foster and develop new relationships;
- an ability to cultivate and steward donors successfully in-person and virtually in pursuit of philanthropic support;
- an ability to execute leadership events for major donors and senior administrative staff; and
- fluency with Microsoft Office software applications.

A bachelor's degree or an equivalent combination of education and experience is required for this position as is at least four years of successful experience in major gifts fundraising or relevant relationship management, sales, recruiting, or fundraising experience.

SALARY AND BENEFITS

The salary range for this position is \$85,000 to \$90,000 annually. Gettysburg College offers a comprehensive [package of employee benefits](#).

LOCATION

Gettysburg College is in Gettysburg, Pennsylvania. The Major Gifts Officer is eligible to request hybrid or remote status in accordance with the College's [remote and hybrid work policy](#). Candidates working remotely should reside in Pennsylvania, New Jersey, Maryland, Virginia or Washington, D.C.

APPLICATION INSTRUCTIONS

All applications must be accompanied by a cover letter and résumé. ***Cover letters should be responsive to the mission of Gettysburg College as well as the responsibilities and qualifications presented in the prospectus.*** Review of applications will begin immediately and continue until the successful candidate has been selected.

To apply for this position, visit:

[Major Gifts Officer, Gettysburg College.](#)

To nominate a candidate, please contact Tom Herbert, tomherbert@aspenleadershipgroup.com.

All inquiries will be held in confidence.