



**VICE PRESIDENT FOR DEVELOPMENT**

**FURMAN UNIVERSITY**

**Greenville, South Carolina**

<http://www.furman.edu/>



**FURMAN**

The Aspen Leadership Group is proud to partner with Furman University in the search for a Vice President for Development.

The Vice President serves as the chief advancement officer of the University and is responsible for designing and implementing its institutional development programs as well as recruiting and developing talented team members toward significantly increasing constituent involvement and financial support. The development function includes annual and endowment support, planning and solicitation of major gifts and capital campaigns, alumni and constituent relations, and donor relations and stewardship.

Situated on a beautiful, 750-acre campus, Furman University is a premier residential liberal arts and sciences institution located in Greenville, South Carolina. Ranked by *U.S. News and World Report* as the number one school in South Carolina and among the top five in the Southeast, Furman is steeped in rich history and considered a longtime innovator in higher education. Furman's educational model, The Furman Advantage, is a robust program in engaged learning that emphasizes the liberal arts and sciences and augments classroom learning with research, internships, study, and other experiential learning opportunities, connected through reflection and guided by a team of mentors, to prepare students for meaningful lives and careers. The University provides this immersive education to 2,800 undergraduates from nearly every state and more than 50 countries; an additional 400 graduate students in its education and chemistry programs; and hundreds more in continuing education in corporate and professional development, lifelong learning, and an evening undergraduate degree program. The University also offers distinguished visual and performing arts and a successful NCAA Division I athletics program.

Offering 40-plus majors, while maintaining an 11:1 student/faculty ratio, Furman is among the nation's top 40 undergraduate institutions to produce Fulbright scholars, ranked number five in schools "making an impact" by *The Princeton Review*, and listed as one of the most beautiful college campuses by *Forbes*. Committed to public engagement and service since its founding in 1826, Furman offers unparalleled opportunities to apply scholarship to real-world settings through its highly acclaimed programs and institutes, including the renowned Riley Institute at Furman (public policy, education, and diversity), the David E. Shi Center for Sustainability (among the first centers in the nation committed to the field), and the newly formed Institute for the Advancement of Community Health. This latest institute and a long-standing relationship with the Greenville Health System has positioned Furman as the only liberal arts and sciences university that is an undergraduate partner in an academic health center. The University's dedication to harnessing the intellectual capital of its campus community to address the burdens of the common culture is embedded not only in its academic offerings, but also in its residential culture where, through its acclaimed Heller Service Corps, a remarkable 1,200 students serve yearly as volunteers to 64 social service agencies in Greenville and beyond.

## **REPORTING RELATIONSHIPS**

The Vice President for Development will report to the President of the University.

## **PRINCIPAL OPPORTUNITIES**

Boldly embracing a new iteration of its historic mission, Furman University is transforming the educational experiences of its students—and setting a new standard in higher education—delivering to the world thoughtful, self-confident graduates. The Furman Advantage, launched in fall 2016, guarantees every student an unparalleled education that combines classroom learning with real-world experiences and self-discovery. This integrated four-year pathway, guided by a diverse community of mentors, prepares students for lives of purpose and accelerated career and community impact—demonstrating in concrete terms the value of a Furman education.

This vision and our promise inspire foundations, corporate and civic partners, and individual donors and provide multiple exciting opportunities for their support. Working in concert with an engaged President, Senior Administrative Team, and Board of Trustees, the Vice President for Development will enjoy an opportunity to demonstrate to the University's funding partners how their investment in Furman will transform the experience for its students while simultaneously advancing the well-being of Greenville and communities across South Carolina and around the world. It also provides a strong foundation and compelling case to launch a comprehensive campaign after the successful candidate joins Furman.

To be part of Furman University today is to be associated with a leading university and a diverse center of learning tempered by the lessons of its history, graced by the virtue of its people, and animated by hope for a bright future.

## **PRIMARY RESPONSIBILITIES**

The Vice President for Development will

- direct, advance, develop, oversee, and evaluate all programs, events, and services for the University's constituents that support through development and alumni relations the mission, vision, and short- and long-term goals of the University in concert with the President and senior administrative colleagues;
- recommend to the President and, through the President, the External Engagement Committee of the Board of Trustees policies that will maximize charitable giving, long-range projections in keeping with the goals and objectives of the Strategic Plan, and budgets that ensure outstanding return and expenses;
- work with the President and Board to determine divisional goals;
- prepare for upcoming campaigns through effective planning and execution;
- lead a development program of the highest standards of service and integrity;
- create and execute fundraising plans that use best practices in annual, major, and planned giving, coordinate those plans across university constituent units, and continuously evaluate those plans;
- serve as a Senior Administrator of the University and participate in the President's Senior Administrative Team (SAT);

- maintain close working relationships with members of the Board of Trustees and key alumni, parents, and friends of the University and support the Trusteeship selection process;
- determine the most effective use of the President, the Board, senior administrators, and volunteers in fundraising;
- hire, train, and guide direct reports toward goal-oriented outcomes to expand and diversify the organization's financial base;
- maintain a portfolio of high net-worth individuals for major and principal gifts;
- oversee the identification, cultivation, solicitation, and stewardship of 7- and 8-figure prospects;
- maintain cooperative working relationships with faculty and campus departments whose involvement is helpful in effective outreach, cultivation, and solicitations of donors;
- ensure that volunteers are properly recruited, well-trained, and recognized for exceptional achievements, and that donors are properly and promptly thanked; and
- partner with the Vice President for University Communications to develop marketing strategies and compelling communications for fundraising and alumni programs.

#### KEY COLLEAGUES



**Elizabeth Davis**  
**President**

Elizabeth Davis became Furman University's 12th President on July 1, 2014. Under her leadership, the University has instituted The Furman Advantage, a distinctive vision for higher education centered on a comprehensive student experience. Through The Furman Advantage, the University creates a personalized pathway for every student that leads to lives of purpose, successful careers, and community benefit. Combining the strengths of a liberal arts and sciences education with relevant out-of-class experiences and a team of mentors to guide each student, Furman is shifting the focus to the individual student in a way that universities have claimed to do but rarely achieved. The groundbreaking effort was launched in October 2016 with \$47 million from The Duke Endowment.

Recently elected to the Council of Independent Colleges Board of Directors, President Davis is a member of the Council of Presidents and serves on the Board of Directors of the Greenville Chamber of Commerce, is an honorary member of the Board of Governors of the Commerce Club, and is also a member of the Greenville Rotary Club, American Council on Education's Women's Network Executive Committee, and the South Carolina Higher Education Tuition Grants Commission. She has been recognized by *Greenville Business Magazine* as one of Greenville's "50 Most Influential People." Davis has addressed numerous organizations in the Upstate since arriving at Furman, and she has also spoken throughout the United States on issues involving higher education, university leadership, and financial management. She has written op-eds for *The Greenville News*, *University Business*, and other publications, and has done numerous interviews on radio and television on the subject of higher education.

Before coming to Furman, Davis spent 22 years at Baylor University in Texas, where she most recently held the position of Executive Vice President and Provost. In addition to being a member of the accounting faculty at Baylor, she also served as Vice Provost for Financial and Academic Administration, Associate Dean for Undergraduate Business Programs, and Acting Chair of the Department of Accounting and Business Law. Before beginning her higher education career, she spent three years at Arthur Andersen & Co. in New Orleans.

Davis received her Bachelor of Business Administration degree from Baylor in 1984 and earned her Ph.D. from Duke University in 1992. She and her husband, Charles, have two children, Chad and Claire.



**Tom Evelyn**

**Vice President for University Communications**

Tom Evelyn joined Furman as Vice President for University Communications in August 2016. As chief communications officer, he is responsible for the University's various communications platforms as well as envisioning the message and strategic positioning for Furman.

Before coming to Furman, Evelyn spent two years as Associate Vice President for Strategic Communications and Marketing at the University of Florida. His higher education experience includes serving as Vice President for Communications at St. Lawrence University, where he was responsible for all communications and marketing for the University and the management of its National Public Radio affiliate, North Country Public Radio (WSLU-FM). He previously served as Senior Director of News and Media Relations at Bucknell University and Interim Assistant Vice President and Associate Director of News and Information at the University of Central Florida.

Before joining the higher education community, Evelyn spent 10 years working as a reporter and editor at several newspapers in Florida and Georgia. He also served as a cryptologist in the U.S. Navy while stationed in Spain and aboard ships on mission in the Mediterranean Sea. Evelyn graduated from the University of Florida with a bachelor's degree in journalism with a philosophy minor and earned a master's degree in communication from the University of Central Florida, where he also guest lectured in journalism and public relations.



**Mike Buddie**

**Director of Athletics**

Mike Buddie is entering his third year as the Director of Athletics at Furman, a Division 1 Southern Conference program which sponsors 20 Varsity Sport teams.

Prior to his arrival in Greenville, Buddie was the Senior Associate Athletic Director at his alma mater, Wake Forest. During his tenure at Wake Forest, Buddie supervised Men's and Women's Golf, Women's Soccer, Baseball, Strategic Communications, Capital Projects, Sports Performance, and many other areas. His leadership opportunities included being a member of the NCAA D1 Baseball Committee, the ACC Women's Basketball Committee as well as Chairing the ACC Baseball Committee.

Buddie attended Wake Forest on a baseball scholarship after a stellar high school career at St. Ignatius in Cleveland, Ohio. While at Wake Forest, Buddie set the single season record for strike outs which still stands today. After three successful seasons on the mound at Wake Forest, Buddie was selected in the 1992 MLB Draft by the New York Yankees and decided to become a professional. Buddie would spend the next 13 seasons in professional baseball earning Major League time with both the New York Yankees (1998-99) and Milwaukee Brewers (2000-2002). Elbow surgery in 2003 ended his playing days. He then returned to Wake Forest to receive his Bachelor of Arts degree in Communications in 2004, and then began his career in Collegiate Athletics.

### **CANDIDATE QUALIFICATIONS AND QUALITIES**

The successful candidate for the position of Vice President for Development should have

- strong interpersonal skills, including a service-oriented approach, and the ability to manage the division;
- an outgoing and competitive nature, sales-related skills;
- strategic planning skills and visionary thinking capacity;
- proven leadership skills with the ability to build and sustain a successful team environment and partner with senior leaders;
- strong organizational skills with the ability to handle multiple projects;
- ethical standards and integrity;
- a collaborative, collegial, and empathetic nature;
- the ability to innovate complemented by strong data acumen;
- intellectually curiosity;
- responsiveness and thoroughness;
- confidence and clarity;
- a sense of humor; and
- transparency, tact, and a diplomatic disposition.

A Bachelor's degree is required for this position as is at least ten years of progressive experience in non-profit fundraising. A graduate or doctoral degree is a plus.

### **SALARY & BENEFITS**

Furman University offers a competitive salary and benefits package.

### **LOCATION**

Furman is located in Greenville, South Carolina, which is one of the fastest growing cities in the Southeast and is ranked among "America's Ten Best" by *Forbes Magazine*. The charming downtown features excellent restaurants, in-town parks, shops, museums, galleries, music venues, and theaters. The city also has excellent public and private schools and a vibrant international community. A 20-plus-mile bike and running trail connects the University to Greenville and to Travelers Rest, which was named "one of America's coolest small towns." The surrounding area abounds with outdoor recreational activities and has some of the most beautiful lakes, rivers, and mountains in the country.

Greenville is within easy reach of the Blue Ridge Mountains and Atlantic Beaches. The newly renovated Greenville-Spartanburg Airport, located just 25 minutes from downtown, runs daily flights to major cities and airline hubs. Greenville is 2 ½ hours from Atlanta and only one hour from Asheville, North Carolina. It is an ideal place to live and work.

### **DIVERSITY AND INCLUSION**

Institutional pride and attention to educational quality fuel a determination to bring Furman fully into its own as a national university that embraces fundamental principles of inclusion as expressed in 21st century culture. The University's commitment to diversity and inclusion has the enthusiastic support of President Elizabeth Davis, her senior administrative team, faculty and staff leaders, and the Board of Trustees. As a proud and historic academic institution, Furman understands that an educational community that embodies the values of diversity and inclusion is essential not only to attract the highest quality of faculty, staff, and students to its campus, but to deepen and broaden their shared experience of learning and expanding the body of knowledge.

Furman University is committed to providing equal access to its educational programs, activities, and facilities to all otherwise qualified individuals without discrimination on the basis of race, national origin, color, creed, religion, sex, age, disability, veteran status, sexual orientation, gender identity, or any other category protected by applicable state or federal law. As an Equal Opportunity Employer, Furman also affirms its commitment to nondiscrimination in its employment policies and practices. In compliance with Title IX (20 U.S.C Sec. 1681 et seq.), Furman University prohibits sex discrimination, including sexual harassment.

### **APPLICATION INSTRUCTIONS**

All applications must be accompanied by a cover letter and résumé. Before submitting your materials, please read them over for accuracy. Review of applications will begin immediately and continue until the successful candidate has been selected.

*To nominate a candidate, please contact Greg Duyck:*  
[gregduyck@aspingleadershipgroup.com](mailto:gregduyck@aspingleadershipgroup.com).

*All inquiries will be held in confidence.*

