



**POSITION  
PROFILE**

COLLEGE OF ARTS AND SCIENCES

**DIRECTOR OF DEVELOPMENT**



UNIVERSITY of  
**SOUTH FLORIDA**





## THE OPPORTUNITY

UNIVERSITY OF SOUTH FLORIDA

# DIRECTOR OF DEVELOPMENT

The College of Arts and Sciences is the intellectual heart of the University of South Florida. Join one of the largest development teams at USF and help contribute to the lives of students, faculty and the greater USF community.

### Position Summary

Reporting to the Sr. Director of Development for the College of Arts and Sciences (CAS), this major gift fundraiser is responsible for establishing and managing prospect and donor relationships through identification, cultivation, solicitation and stewardship to meet fundraising goals in alignment with the mission and aspirations of the College of Arts and Sciences and the University of South Florida. The incumbent will play a key role in the overall growth of private philanthropy in support of the university.

### Responsibilities

#### Fundraising

- Identify, cultivate, and solicit prospects to close major gifts of \$50,000+ for top funding priorities. Fundraising dollar, visit and proposal goals will be determined through conversations with leadership and based on the prospect pool and unit potential.
- Maintain a significant prospect portfolio and strategically manage relationships through face-to-face and virtual visits to bring major solicitations to closure.
- Continuously update the prospect management database with information related to donor strategies, contacts and results.
- Ensure delivery of appropriate stewardship initiatives, partnering with the offices of Donor Relations, Foundation Scholarships and Donor Events as needed.
- Engage with and support volunteer leadership and advisory boards across CAS.

### Collaboration

- Serve as an active member of the CAS Advancement Team, bringing creativity and innovation to the team's fundraising initiatives.
- Intentionally build and invest in developing strong relationships with the CAS leaders and faculty to promote a culture of philanthropy.
- Identify and facilitate opportunities for university leaders and colleagues to support the cultivation and solicitation of prospective donors.
- Develop strong relationships with Advancement leadership, staff and departments to leverage the tools and resources available to ensure prospects and donors have a meaningful experience with USF.
- Collaborate with gift officers in other units and on regional campuses, as appropriate.

### Professional Development

- Constantly seek an up-to-date understanding of initiatives and programs (product knowledge) at the College of Arts and Sciences and the University of South Florida.
- Stay abreast of industry trends to integrate best practices into daily work.

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# OUR UNIVERSITY

The nation's fastest rising university, USF ranks 46th among public universities and 103rd among all public and private universities, according to *U.S. News & World Report*. Florida's only metropolitan Preeminent Research University, USF earned the top score for 2020 Performance-Based Funding, which measures categories such as affordable access and preparing students for success in high-demand career fields.

With campuses in Tampa, St. Petersburg and Sarasota-Manatee, USF's innovation and economic development efforts generate more

than \$582 million in statewide impact each year, sustain more than 4,000 jobs and return more than \$71 million in tax revenue to local, state and federal coffers, according to a 2019 analysis from the Washington Economics Group, a leading national firm. Eighty-two percent of the jobs created by USF innovation statewide are in the knowledge-based services sector.

*The Chronicle of Higher Education* ranked USF No. 7 in the nation for Top Producer of Fulbright Scholars, with nine faculty scholars for the 2021-2022 academic year.

## USF IS THE FASTEST RISING UNIVERSITY IN AMERICA

### USF WAS RECENTLY RANKED NO. 22

on the Forbes list of America's best employers for women and No. 3 among higher education institutions.



## USF IS RANKED NO. 46 AMONG PUBLIC UNIVERSITIES IN *U.S. NEWS & WORLD REPORT*

2021-22 Student body of  
**49,867 STUDENTS**  
representing more than  
**146 DIFFERENT  
COUNTRIES**

**NO. 4 IN  
STUDENT SUCCESS**  
among 1,100 public  
research and  
doctoral universities  
2018 Eduventures Student  
Success Ratings

Fall 2021 Freshman  
academic profile  
posts an average  
**SAT SCORE OF 1297**  
and a high school  
**GPA OF 4.18**

The Morsani College of  
Medicine had an incoming  
medical student cohort  
with an average  
**MCAT SCORE OF 517,**  
placing it among the  
**TOP OF ALL MEDICAL  
SCHOOLS IN THE COUNTRY**

**NO. 6 IN THE NATION**  
for eliminating the  
completion gap between  
Black and White students

**NO. 4 IN THE NATION**  
for Latino  
student success

**NO. 8 IN THE NATION**  
for reducing inequalities  
*Times Higher Education (2020)*



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## COLLEGE OF ARTS AND SCIENCES

Founded in 1956, the College of Arts and Sciences is the intellectual heart of the University of South Florida. CAS is a community of teachers and scholars united in the belief that broadly educated people are the basis of a just, free and prosperous society.

By focusing on the big questions facing all of humanity, the College of Arts and Sciences prepares students for successful, socially responsible personal and professional lives. The college advances knowledge in ways that prepares students to address complex social and scientific problems and enhance the quality of life for people and communities by

conducting innovative interdisciplinary research and scholarship.

USF College of Arts and Sciences is committed to promoting globally competitive undergraduate, graduate and professional programs that support interdisciplinary inquiry, intellectual development and skill acquisition. CAS offers 41 undergraduate majors, 13 undergraduate certificates, 65 graduate programs and 30 graduate certificates. Undergraduates are strongly encouraged to take advantage of a wide range of research opportunities and study abroad programs.



### Magali Cornier Michael, PhD

Professor and Acting Dean  
College of Arts and Sciences

Magali Cornier Michael was recently appointed as acting dean for the USF College of Arts and Sciences (CAS). In addition to her role as acting dean, Michael has been at the University of

South Florida since 2018 and is a professor of English. Prior to her move to the Tampa campus, Michael served as dean for the College of Arts and Sciences at the USF St. Petersburg campus.

At the St. Petersburg campus, she was an active member of the multi-campus CAS senior leadership team, which has worked with faculty, advisors and staff to make significant

strides forward in student and faculty success.

Michael earned her BA in English from the University of Georgia and her MA and PhD in English from Emory University. Prior to joining USF, she was a professor of English and associate dean of the McNulty College and Graduate School of Liberal Arts at Duquesne University in Pittsburgh.

She has published three single-authored books and several articles and book chapters. On the teaching front, she has taught many courses at all levels, from freshman- to doctoral-level courses, especially in the areas of post-World War II literature, women's literature, literary theory and creative writing. In her work with doctoral students, she has directed 11 dissertations to completion and has one currently in progress.







USF Advancement connects the university with donors who want to make a difference by providing private, philanthropic support to promote student success, academic initiatives, research and other strategic priorities.

USF Advancement is an integrated team encompassing alumni, development and foundation operations. This includes a team of approximately 170 professional staff, including 70 fundraising

professionals, raising more than \$100 million annually. USF Advancement works closely with the academic and health science deans, athletics and the campuses in Tampa, Sarasota-Manatee and St. Petersburg.

In June 2017, the USF Foundation completed a \$1 billion capital campaign. The University of South Florida's endowment now exceeds \$692 million in value.



### Jennifer McAfee

Sr. Associate Vice President  
Development

Jennifer McAfee received her undergraduate and law degree from the University of Tennessee, Knoxville.

After practicing real estate law and estate planning for several years, her development career has taken her to Young Harris College and the University of Tennessee, Knoxville where she worked in roles serving annual, major and planned giving donors. Recently joining the University of South Florida, Jennifer is responsible for driving fundraising strategy for USF schools/colleges (including the Sarasota-Manatee and St. Petersburg campuses and excluding health-related colleges), athletics, planned giving and WUSF. She is focused on developing and leading high performing teams, strategic planning and elevating fundraising programs and efforts at USF.



### Kelly Addington

Sr. Director of Development  
College of Arts and Sciences

Kelly Addington has 20 years of experience in fundraising, higher education management and non-profit administration.

She has been with USF for 14 years and is currently responsible for driving fundraising strategy and overseeing development for the USF College of Arts and Sciences and its more than 150,000 alumni. Prior to leading a fundraising team at USF, Kelly served as president and principal consultant of a global organization she co-founded that focuses on developing and delivering education and multi-media resources to over 500 universities. Kelly earned her bachelor's degree from the University of West Florida.



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# LIFE IN TAMPA BAY

The University of South Florida is located in the Tampa Bay area with campuses in Tampa, Sarasota-Manatee and St. Petersburg. The Tampa Bay area, celebrated for sunshine and mild winters, is ideally located on Florida's west coast and features miles of glistening waterways and sandy shoreline. In addition to more than 165 parks and beaches, Tampa Bay is home to several theme parks and attractions including Busch Gardens Tampa Bay, Adventure Island, Zoo Tampa at Lowry Park and the Florida Aquarium. Sports fans cheer for hometown favorites including the Tampa Bay Buccaneers (NFL), Tampa Bay Lightning (NHL), the Tampa Bay Rays (MLB) and, of course, the USF Bulls!

With a culturally diverse and vibrant arts community, Tampa Bay boasts one of the largest performing arts centers in North America and is home to two major orchestras, the Salvador Dali Museum, Smithsonian

affiliate Tampa Bay History Center and more. Enjoy the day with the kids at the Glazer Family Children's Museum, explore Ybor City, one of only two National Historic Landmark Districts in Florida, or experience the newly revitalized 2.6 mile Tampa Riverwalk. Tampa Bay has a vibrant economy, no state income tax and residents enjoy a lower cost of living compared to other southeastern cities including Orlando, Atlanta and Charleston. It is also home to some of the best healthcare facilities in the United States, including H. Lee Moffitt Cancer Center and Research Institute (located on the USF Tampa campus) and three hospitals ranked as "America's Best Hospitals" by *U.S. News and World Report*.

**We invite you and your family to call Tampa Bay home and explore all it has to offer!**





UNIVERSITY OF SOUTH FLORIDA

## PRINCIPLES OF COMMUNITY

We the students, alumni, faculty, staff and administrators of the University of South Florida unite as a community to propel the success of “One USF.” We celebrate our accomplishments and respect our complex differences. We commit ourselves to shaping the future in a community that cherishes justice, accessibility and meaningful participation by all of its members. USF starts with US. In this spirit, we state the following Principles of Community:

**EQUITY WITH EXCELLENCE**

**DIVERSITY WITH INCLUSION**

**FREEDOM WITH RESPONSIBILITY**

**DIALOGUE WITH RESPECT**

**TRANSPARENCY WITH ACCOUNTABILITY**

### APPLICATION DETAILS



Please direct all inquiries or referrals to Michelle Valencia: [michelleleg1@usf.edu](mailto:michelleleg1@usf.edu). As the assistant director of Talent Management, Michelle has the privilege of partnering with USF Advancement staff to attract and engage top talent for the Advancement division at USF. She has significant experience in higher education recruitment and has a passion for connecting professionals with their career aspirations!

**CLICK HERE TO LEARN MORE ABOUT OUR PRINCIPLES OF COMMUNITY**