



**WE ARE
HIRING**

**USF ST. PETERSBURG
DIRECTOR OF DEVELOPMENT**



UNIVERSITY of
SOUTH FLORIDA



THE OPPORTUNITY

USF ST. PETERSBURG

DIRECTOR OF DEVELOPMENT

We seek a dynamic, energetic and passionate fundraising leader to serve as the Director of Development on USF's St. Petersburg campus. Nestled on the shore of Tampa Bay, USF St. Pete is a special place with strong connections to the region and a global reach through its leading academic programs and research partnerships. If you are looking for a place to grow your career and make a meaningful impact on higher education, come run with the Bulls.

Position Summary

Reporting to the Associate Vice President of Development, 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 One 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.
- 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 donor relations as needed.
- Engage with and support volunteer leadership and advisory boards across the St. Petersburg campus.

Collaboration

- Serve as an active member of the USF St. Petersburg Advancement team bringing creativity and innovation to the team's fundraising initiatives.
- Intentionally build and invest in developing strong relationships with campus leaders, faculty and staff 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 St. Petersburg campus and the University of South Florida.
- Stay abreast of industry trends to integrate best practices into daily work.
- Collaborate with leaders and colleagues at USF to create an environment that fosters continuous learning.



POSITION PROFILE

UNIVERSITY OF SOUTH FLORIDA

OUR UNIVERSITY

USF is one of the youngest institutions to be welcomed into the prestigious Association of American Universities, and is one of only two public universities in Florida to serve as an AAU member. "U.S. News" ranks USF 42nd among public universities and 97th among all universities. Florida's only metropolitan Preeminent Research University, USF earned the top score for 2022 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 creates more than \$6 billion in economic

impact each year, supports more than 68,704 jobs and generates more than \$600 million in local, state and federal tax revenue.

USF is among the top 10 institutions in the nation for Fulbright Scholars, with seven faculty scholars for the 2021-22 academic year. USF received the 2022 Higher Education Excellence in Diversity Award for its commitment to diversity and inclusion, and U.S. News ranks USF 27th among public universities as a top performer in social mobility for graduating students who come from lower income families.

ONE OF AMERICA'S LEADING RESEARCH UNIVERSITIES



**USF IS RANKED NO. 42
AMONG PUBLIC
UNIVERSITIES**

U.S. News and World Report

**ASSOCIATION OF
AMERICAN UNIVERSITIES
MEMBER**

Top 3% of universities

Fall 2022 freshman
academic profile average
SAT SCORE OF 1309
and a high school
GPA OF 4.2

NO. 21 OUT OF 100
public and private employers across a
wide array of industries and
**NO. 2 AMONG HIGHER
EDUCATION INSTITUTIONS**

Forbes America's Best Employers by State

NO. 22 IN THE NATION
for best employers for women
Forbes (2022)

2022-23 student body of
49,766 STUDENTS
representing
146 COUNTRIES

**HIGHER EDUCATION
EXCELLENCE IN DIVERSITY
AWARD RECIPIENT**
INSIGHT Into Diversity

NO. 18 IN THE NATION
public universities for social mobility
U.S. News and World Report (2022)

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



POSITION PROFILE

UNIVERSITY OF SOUTH FLORIDA

ST. PETERSBURG CAMPUS

Located on Bayboro Harbor and in the heart of the city's Innovation District, the University of South Florida's St. Petersburg campus combines natural beauty with the appeal of city life. The St. Petersburg campus has all the advantages of a large public university while providing small class sizes in a close-knit learning environment. Offering more than 40 graduate and undergraduate programs, it is the only residential public research university in Pinellas County, Florida.

The campus is home to more than 80 student organizations, from the co-ed sailing team to the Puppy Raisers Club. New state-of-the-art facilities include a STEM robotics lab that infuses teaching with the latest in science, technology, education and math, a Wealth Management Center equipped with the resources and technology utilized by financial experts around the world and a recently built residence hall that includes a full-service dining facility.

Many USF St. Petersburg campus students seize opportunities to engage in research and internships, and have done everything from working on presidential primary campaigns to creating startups to researching the abundance and distribution of microplastics in Tampa Bay.

The campus has developed strong partnerships with local businesses, government agencies and civic organizations to create an academic hub for the city. The campus is a member of the city's Innovation District, a cluster of research, marine science, health care, business incubation, and media institutions that collaborate to create new opportunities for economic development. It is adjacent to premier health facilities and within walking distance of downtown St. Petersburg's financial industries and art venues, offering rich community experiences and valuable partnerships for enhanced learning and employment opportunities for students.



Christian Hardigree
Regional Chancellor,
USF St. Petersburg Campus

Christian Hardigree was named Regional Chancellor of USF's St. Petersburg campus in May 2022. She previously served

as the founding dean of the School of Hospitality at Metropolitan State University (MSU) in Denver, which is the third largest and only open-access institution of higher education in Colorado.

Prior to her role at MSU, Hardigree served as the founding director and professor of the Michael A. Leven School of Culinary Sustainability and Hospitality at Kennesaw State University in Kennesaw, Georgia. She also worked for Parnell & Associates as a senior litigation attorney and partner focusing on employment discrimination, arbitration, mediation and labor-management relations.

A researcher and frequent conference presenter, Hardigree received her juris doctor from Walter F. George School of Law at Mercer University and a bachelor of science, cum laude, from William F. Harrah College of Hotel Administration at the University of Nevada, Las Vegas.



POSITION PROFILE

UNIVERSITY OF SOUTH FLORIDA

USF ADVANCEMENT

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. The team of approximately 190 professional staff, including 70 fundraising professionals, raises 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 \$600 million in value.



Jennifer McAfee
Sr. Associate Vice President,
Development

Jennifer McAfee received her undergraduate and law degrees from the University of Tennessee, Knoxville. After practicing real

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



E. Howard Rutherford
Associate Vice President of
Development, University of South
Florida St. Petersburg campus

E. Howard Rutherford holds a bachelor of science degree in Marine Chemistry from Eckerd College, St. Petersburg, Florida, and attended graduate school at the USF College of Marine Science. Howard joined the USF St. Petersburg campus Advancement team as Associate Vice President after three years with the Office of Gift Planning as Senior Director of Development and five years with the College of Marine Science as Director of Development. Howard assists in leading the facilitation of gifts primarily across the USF St. Petersburg campus. Before returning to USF, Howard had a 13-year tenure as President/CEO with The Pier Aquarium d/b/a Marine Exploration Center. Howard is a collaborative community leader and has held board leadership positions at local, state and national levels. His abilities in leadership, strategic implementation and working in complex work environments have helped him build trust both inside and outside the institutions he has represented.



POSITION PROFILE

UNIVERSITY OF SOUTH FLORIDA

LIFE IN ST. PETERSBURG

Along with beautiful, award-winning beaches, St. Petersburg is home to the world-renowned Salvador Dali Museum, top-rated restaurants and beautiful Fort De Soto Park. The waterfront escape is a perfect family getaway with so many things to do!

The gleaming new 26-acre St. Pete Pier combines the peaceful blue waters of Tampa Bay with the vibrant greenery of downtown St. Petersburg's parks, creating the ultimate place to stroll, bike, dine, shop, swim, take in a concert and more.

St. Petersburg, which glimmers between the Gulf of Mexico and Tampa Bay, is known for its warm weather and for holding the title of "most consecutive days with sunshine" at 768 days!

Downtown St. Petersburg is the city's heart, home to great shopping, restaurants, nightlife and cultural attractions. After making a stop to check out the largest collection of Dali's work outside of Spain, swing by the Chihuly Collection on Central Avenue to witness mind-blowing glasswork.

Whether you're having some down time on America's best beaches or admiring beautiful Tampa Bay from downtown St. Pete, you're in for some major fun in the sun.

Florida's economy is thriving and there is **no state income tax.**



USF ADVANCEMENT

TOGETHER, WE RISE

Recognizing that people are at the heart of everything we do, we welcome and embrace the diverse backgrounds, ideas and expertise every member brings to our team. By doing so, we create an inclusive environment where we can be our whole selves, find joy and do our best work in support of the university's pursuit of excellence.

RESPONSIBILITY

We take **ownership** of our work and results, and acknowledge that each individual acts as a key contributor in the success of the division. We choose to actively **engage** in team, division-wide and university-wide initiatives and contribute our ideas and expertise where relevant.

INNOVATION

We embrace **learning and growth** as tools that enable us to stay **agile** as individuals and as an organization. We optimize existing processes and test new ideas that improve our effectiveness and deliver more value to our stakeholders.

SERVICE

We take pride in the **impact** our work creates in our division, at the University of South Florida, and in the broader Tampa Bay, St. Pete and Sarasota-Manatee communities. We multiply that impact by **empowering** our colleagues and partners, valuing relationships, lifting others up and exercising care.

EXCELLENCE

We strive to produce **industry-leading collaboration** work. We achieve this through tenacity and purposeful cross-team collaboration. We accept challenges and overcome them with confidence, courage and optimism.

APPLICATION DETAILS



Please direct all inquiries or referrals to Michelle Valencia: Michellleg1@usf.edu. As the Assistant Director of Talent Management, Michelle has the privilege of partnering with University Advancement staff to attract and engage top talent for the Advancement division at USF. She has significant experience in higher education recruitment and a passion for connecting professionals with their career aspirations!