



Vice Chancellor for Development
The University of Tennessee Institute of Agriculture
The University of Tennessee Foundation, Inc.

Reporting jointly to the President & CEO of The University of Tennessee Foundation, Inc. (UTFI) and the Chancellor of The University of Tennessee Institute of Agriculture (UTIA), the Vice Chancellor is the chief development officer for UTIA and is responsible for achieving UTIA's fundraising goals and objectives.

DUTIES: Specific duties include:

1. Developing a culture of philanthropy across the UTIA by building partnerships with the Deans, Department Heads, and faculty and serving their units.
2. Serving as a senior leader in the UTFI's plan to increase private gift support to all UT units by a total of \$100 million annually by 2020.
3. Leadership, planning, coordination and management of development programs for UTIA in the context of the overall University of Tennessee (UT) and UTFI system-wide fundraising goals and objectives.
4. Coordinating and leading fundraising on behalf of UTIA from alumni, other private individuals, corporations, foundations and other appropriate sources of private gifts.
5. Coordinating UTIA fundraising efforts with those at the UT/UTFI system level and with other UT campuses and institutes.
6. Recruiting, motivating, leading, coordinating and retaining a strong UTIA (including the College of Veterinary Medicine) development staff, assisting them in their fundraising efforts and meeting their performance goals.
7. Identification, cultivation and solicitation of major gift prospects and, in so doing, meeting the performance metrics.
8. Engaging with UTIA volunteer leadership.
9. Maintaining cooperative and collaborative relationships with:
 - a. UTFI development and alumni affairs staff at the system, campus and institute levels,
 - b. UTIA staff involved in governmental and public relations, and
 - c. UTIA staff involved in outreach to the agricultural community in the State of Tennessee.
10. Serving on the UTIA Chancellor's cabinet.
11. Other duties as may be jointly assigned by the UTFI President & CEO and UTIA Chancellor.

QUALIFICATIONS: The ideal candidate is a demonstrated leader in philanthropy and relationship building. He or she will have managed a high performance program in the past and will bring a combination of strong business intellect and in-depth knowledge of effective fundraising strategies and operations to provide management oversight, leadership and strategic direction to the position. The Knoxville campus of the University of Tennessee is seeking candidates who have the ability to contribute in meaningful ways to the diversity and intercultural goals of the University. Specific qualifications include:

1. A compelling track record (at least 5 years) leading philanthropic efforts for a large and complex organization. Experience with land grant universities and experience with a large, multi-campus environment are preferred but not required. Depth of knowledge of tax-advantaged and incented giving plans is also desired.
2. Effective interpersonal skills, an engaging manner and the capacity to influence, inspire and motivate executive leadership, donors, prospects, volunteers and staff, both within UTIA and beyond. The ability to foster connections among members of these groups and to nurture strong and long-lasting individual and corporate relationships.
3. An understanding and appreciation of the value of active and informed alumni and citizens and their roles in the enhancement of a land grant university.
4. Specific experience managing and leading major gift campaigns and demonstrated ability to solicit major gifts.
5. Demonstrated communications and writing skills. Demonstrated experience developing and implementing effective written communication vehicles for diverse stakeholders.
6. Knowledge, ability and personality necessary to convey to alumni, friends, corporations, foundations and other contributors the need, propriety and benefit of private giving to institutions of public higher education.
7. Bachelor's degree required; advanced degree strongly preferred.

Apply to: Please submit a letter of interest, resume and three references to hr@utfi.org

All qualified applicants will receive equal consideration for employment and admissions without regard to race, color, national origin, religion, sex, pregnancy, marital status, sexual orientation, gender identity, age, physical or mental disability, or covered veteran status.

Eligibility and other terms and conditions of employment benefits at The University of Tennessee are governed by laws and regulations of the State of Tennessee, and this non-discrimination statement is intended to be consistent with those laws and regulations.

In accordance with the requirements of Title VI of the Civil Rights Act of 1964, Title IX of the Education Amendments of 1972, Section 504 of the Rehabilitation Act of 1973, and the Americans with Disabilities Act of 1990, The University of Tennessee affirmatively states that it does not discriminate on the basis of race, sex, or disability in its education programs and activities, and this policy extends to employment by the University.

Inquiries and charges of violation of Title VI (race, color, national origin), Title IX (sex), Section 504 (disability), ADA (disability), Age Discrimination in Employment Act (age), sexual orientation, or veteran status should be directed to the Office of Equity and Diversity (OED), 1840 Melrose Avenue, Knoxville, TN 37996-3560, telephone (865) 974-2498 (V/TTY available) or 974-2440. Requests for accommodation of a disability should be directed to the ADA Coordinator at the Office of Equity and Diversity