DIRECTOR OF MAJOR GIFTS
FOR UVM ATHLETICS

The Director of Major Gifts for UVM Athletics has primary responsibility for major gifts fundraising to benefit the University's intercollegiate athletics program. The Director of Major Gifts for UVM Athletics reports to the Vice President for Development of the UVM Foundation.

ESSENTIAL FUNCTIONS

60% Proactively manage a portfolio of individual, corporate, and foundation prospects, developing and executing strategic prospect strategies leading to solicitation and investment.

15% Direct the implementation and coordination of a comprehensive development program for the Department of Athletics by identifying, cultivating and soliciting major and planned gifts. Coordinate with the Victory Club and central Foundation programs (annual fund, gift planning, etc.) to ensure annual appeals are continued.

10% Lead the development of a culture of philanthropy throughout UVM Athletics and achieve the distinctiveness necessary to attract major gift donors in a highly competitive philanthropic environment. Work closely with the Director of Athletics, The Victory Club staff, and the various coaches to integrate Athletics leadership into the fundraising enterprise. Prepare the Director of Athletics and other athletic department leaders to participate effectively in fundraising activities and prospect appointments.

10% Partner with Foundation leadership and central support units of the Foundation to generate case statements and campaign development, prospect management, and donor stewardship materials that are consistent with best practices nationally.

5% Foster a donor-centered fundraising culture by guiding and reacting to donor interest: collaborate with academic leadership and unit-based and foundation-based fundraisers to leverage the maximum philanthropic potential of a prospect and an entire portfolio. Work with volunteers to establish a network to assist in identification and cultivation of donor prospects. And other duties as assigned.
MINIMUM SKILLS & ABILITIES

Collaborative and team-oriented style combined with the ability and desire to achieve a high level of productivity and success
Strong interpersonal skills and experience in exercising discretion in a complex, evolving environment
Knowledge of principles and techniques of fundraising or similar high-end financial management or sales
Effective problem-solving skills with the ability to communicate effectively in person, in writing, and by phone
Self-starter able to secure personal appointments and qualify current donors and new prospects
Enduring commitment to learning and ethical conduct
Must be willing and able to travel frequently outside of Vermont, via air, train and automobile.
Valid driver's license required.

PREFERRED SKILLS & ABILITIES

Demonstrated achievement in securing philanthropic investments in the six and seven figure ranges
Proven success in developing stewardship strategies that lead to further philanthropic investments
Supreme strategist who can overcome hurdles and maximize donor impact while handling multiple projects
Adept at navigating the need for road travel and in-office relationships and follow-up
Athletics experience, as an athlete and/or professional fundraiser highly desirable, with an understanding of the role of intercollegiate athletics in a campus community.

MINIMUM EDUCATION & EXPERIENCE

Bachelor's degree and at least 2 years successful professional fundraising-related experience, preferably in higher education; or any equivalent combination of education and/or experience from which comparable knowledge, skill and abilities can be demonstrated.

PREFERRED EDUCATION & EXPERIENCE

Master's degree and at least 5 years of successful professional fundraising experience, preferably in education; or any equivalent combination of education and/or experience from which comparable knowledge, skill, and abilities have been developed.
About UVM Athletics and *Move Mountains: The Campaign for the University of Vermont*  
UVM Athletics has a proud history of accomplishment in NCAA Division I athletics. The program has an established reputation where the tradition of the “student-athlete” still flourishes. The Catamounts compete at the highest levels in college sports while remaining equally ambitious in the classroom. Student-athletes maintain a higher cumulative grade-point average than the overall student body at the University. Student Athletes have posted a 3.0 cumulative GPA or higher for 30 straight semesters.

As the state’s lone Division I program, Athletics is a key contributor to student and community life enriching campus with games that excite students as well as alumni and fans from across the state and New England.

Over the past decade, UVM Athletics has been on the move with a clear vision, a compelling strategic plan, and a positive competitive culture. The men’s hockey team, men’s and women’s basketball teams are nationally recognized—the ski team is a six-time winner of the national championship, while both men’s and women’s basketball are frequent contenders in national tournaments. Other programs have significant regional success and on the cusp of national recognition. UVM Athletics has seven varsity men’s programs and nine varsity women’s programs. In addition, UVM Athletics oversees the Campus Recreation Department. The department is committed to making student participation in recreational activities an essential component of the UVM experience.

**UVM Athletics Leadership**

UVM Athletics is led by Director of Athletics and UVM alumnus Jeff Schulman ’89, who was appointed to the position in July 2016. Prior to becoming director, he served for 12 years as the senior associate athletic director and as assistant director from 1993 to 2002 at UVM. Jeff was a four-year letter-winning defenseman on the men’s hockey team.

**UVM Athletics Campaign Priorities**

As a part of *Move Mountains: The campaign for the University of Vermont*, UVM Athletics has identified key funding priorities as a part of its strategic plan. These include support for endowed coaches’ positions, athletic scholarships and a support for a transformational renovation of facilities, which will be the largest single fund raising effort in the history of the University of Vermont.

This effort will raise funds to develop a highly efficient building concept that includes significant re-use of existing space with limited new construction. This Multi-Purpose Center will dramatically enhance campus health and wellness while positioning our varsity sports programs for sustained competitive excellence.

The Multi-Purpose Center will include two separate but interconnected facilities for hockey and basketball, preserving and enhancing the venerable Gutterson Fieldhouse while providing a properly sized events center to house basketball as well as academic, social, cultural and entertainment events. The facility will also become home to a consolidated hub of health, wellness, fitness and recreation. Three recreational courts and a new multi-purpose activity court will be installed in and around the existing Patrick Gym for dedicated non-varsity use by the campus community. In addition, an 18,000 GSF fitness center will house a variety of cutting-edge cardio-
and strength-training equipment. There will also be several multi-purpose rooms of varying sizes and configuration, as well as new dedicated locker rooms. Currently projected to cost approximately $80 million the project has an anticipated fund raising goal of $35M to $40M. This will be the single largest fund raising project in UVM’s history.

**Move Mountains: The Campaign for the University of Vermont**

*Move Mountains: The Campaign for The University of Vermont* nurtures a culture of excellence and value and supports new opportunities for research, academic success and learning beyond the classroom. The campaign goal is to raise $500 million in private support to ensure that UVM is where we indeed move mountains — through the students we educate, the discoveries we make and the positive impact we have on Vermont and the world. As of May 31, 2017, over $420M in gifts and commitments have been made to the campaign, which concludes in June of 2019.