



Director of Development
College of Arts and Sciences
Washington, DC

An Unprecedented Time for Howard University



Left to right: Vice President Kamala Harris; Chadwick Boseman; Isabel Wilkerson; Former Rep. Elijah Cummings; Taraji P. Henson

Howard University is experiencing historic and unprecedented institutional and philanthropic growth. Bolstered by an active and energetic alumni base inspired by the heightened role and significance of Howard's place among elite higher education, the University has embarked on a significant expansion of and investment in its Advancement efforts. If you are an enthusiastic fundraising professional looking for a chance to make a difference, now is the time to join this historic institution and become a part of something great.

Howard University has put into action an ambitious, yet attainable, fundraising strategy that seeks to enhance the Howard experience well beyond the bounds of Washington, DC.

Are you ready to join this historic movement and bring about tangible change to Howard and beyond? Continue reading to learn more about the University, this exciting opportunities, and how you can utilize your talent in elevating Howard's mission of Truth & Service.

Highlights

- ❖ In June 2020, Howard University received a **\$40 million gift**, the largest gift from a single donor in the University's history.
- ❖ In 2021, Howard University announced a \$5 million gift from **Eddie C. Brown (B.S.E.E. '61) and C. Sylvia Brown (B.S. '62)** to support the Graduation Retention Access to Continued Excellence (GRACE) Grant for students facing financial barriers.
- ❖ Last year was the **highest alumni participation rate** in the University's history, with the number of gifts up 80% year over year
- ❖ In the first six months of 2020, Howard University secured **\$100 million in philanthropic support**, far outstripping the \$14 million raised two years ago.

Veritas et Utilitas.

Excellence in Truth and Service is Reflected in all that we do.

Since 1867, Howard has awarded more than 100,000 degrees in the professions, arts, sciences, and humanities. Howard ranks among the highest producers of the nation's Black professionals in medicine, dentistry, pharmacy, engineering, nursing, architecture, religion, law, music, social work, and education.

The University has long held a commitment to the study of disadvantaged persons in American society and throughout the world. The goal is the elimination of inequities related to race, color, social, economic, and political circumstances. As the only truly comprehensive predominantly Black University, Howard is one of the major engineers of change in our society. Through its traditional and cutting-edge academic programs, the University seeks to improve the circumstances of all people in the search for peace and justice on Earth - Howard prepares men and women to advance social justice and the preservation of human liberty.

Regarded as one of the most prestigious institutions of higher learning, current enrollment approximates 11,000 undergraduate, graduate, and professional students representing 53 states and territories, and 53 nations. The University traditionally has had the largest gathering of Black scholars across the globe.

President Wayne A. I. Frederick



Dr. Wayne A. I. Frederick was appointed the seventeenth president of Howard University in 2014. He previously served as Provost and Chief Academic Officer.

Dr. Frederick received his B.S, M.D., and M.B.A. from Howard University.

Since becoming president, Dr. Frederick launched Howard's Center for Academic Excellence, a center created specifically to provide student retention support services to increase undergraduate success. He also introduced the Graduation & Retention Access for Continued Excellence (GRACE) Grant Program, which provides need-based funding to reduce financial barriers and increase on-time graduation.

Dr. Frederick is a widely recognized expert on disparities in healthcare and medical education. His medical research focuses on narrowing racial, ethnic, and gender disparities in cancer-care outcomes, especially pertaining to gastrointestinal cancers.

Dr. Frederick was named one of EBONY magazine's "Power 100," and recognized as a "Super Doctor" in The Washington Post Magazine. In 2015, he was named "Male President of the Year" by HBCU Digest.

College of Arts and Sciences

The College of Arts and Sciences is at the heart of Howard University, recognized worldwide as a premier, comprehensive, research university.

The college, also known as COAS, is often referred to as *the flagship* of the university because it is the oldest and the largest of the University's 13 schools and colleges. Its predecessor was founded in the second year of the University's existence, and today it enrolls more than 3,000 students—making it the most popular choice among Howard's undergraduates.

Opportunity Abounds

The College of Arts and Sciences is comprised of four divisions: Fine Arts, Humanities, Natural Sciences, and Social Sciences.

Broad Experiences

A formal faculty-advising program augments the low student-faculty ratio and encourages student contact with faculty from a variety of personal and intellectual perspectives.

Honors Program

For academically gifted and highly motivated students who thrive in an atmosphere of creative learning and intellectual exploration, the College offers the Honors Program.

The Position

Reporting to the Assistant Vice President, Individual Giving, the Director of Development provides leadership for all major gift fundraising initiatives for the College of Arts and Sciences. The Director works closely with the Dean, program directors, and faculty to develop fundraising priorities and lead revenue generation aligned with organizational goals reflecting the vision of Howard President Wayne A. I. Frederick.

Building on the recent increase in interest in and gifts to Howard, the Director will develop a proactive plan for identification, cultivation, solicitation, and stewardship, managing a portfolio up to 75 benefactors and prospects, with a primary focus on alumni and friends of the University.

Key Position Functions



The Director of Development, College of Arts and Sciences will:

- Lead fundraising strategic planning and management for the College, especially major individual giving, utilizing a “return on investment” strategy in managing a donor portfolio.
- Serve as the strategic partner to leadership, particularly the Dean and the Assistant Vice President for Individual Giving, by providing both strategic and tactical insights.
- Conceptualize, implement, direct, and manage engagement initiatives that enhance and support fundraising priorities for the College.
- Identify, cultivate, solicit, and steward major gift prospects and donors, using metrics to track all activity and provide timely reports.
- Write complex proposals for solicitation of individual, corporate, or foundation prospects.
- Enhance cultivation and stewardship strategies for top prospects and donors through high-level engagement with the Dean, faculty, or University leaders as appropriate.
- Act as the subject matter expert on priorities for the College, developing and utilizing knowledge to elevate stories of the College’s efforts and successes.
- Assist in formulating fundraising policies and procedures, as requested, and ensure they are accurately implemented at the College.
- Produce fundraising performance reports and report on core development metrics to measure effectiveness.
- In coordination with the Director of Alumni Relations, plan and manage alumni, fundraising, and other special events for the College.
- Provide guidance and direction to staff involved in engagement initiatives and programs.

The Candidate

Education and Experience

- Bachelor's degree required.
- 7 years of development experience, with at least 3 years of personal solicitation of individual major gifts.
- Experience with an HBCU preferred.

Knowledge, Skills, and Abilities

- Demonstrated experience in managing relationships with high-level prospects to secure major gifts.
- Mastery of the fundamentals of major gifts fundraising and moves management.
- A basic understanding of planned giving concepts, and an ability to navigate internal processes and structures to the advancement of relationships with donors.
- Superior written and verbal communication, interpersonal, and relationship-building skills.
- Creative problem-solving skills and the ability to initiate and collaborate with partners at all levels.
- Demonstrated ability to work interdependently and independently in a collaborative environment is vital.
- Experience utilizing fundraising database programs (experience with Raiser's Edge highly preferred).
- Commitment to the mission of Howard University.





Questions, résumés, and CVs should be sent
to Search@driconsulting.com

All first-round interviews for this position will take place via Zoom due to COVID mandates and health safety concerns.

DRi is an executive search and development consulting firm that recruits senior leaders and works with them to build talented teams, create bold strategic plans, and design powerful fundraising programs.

Howard University is an Equal Opportunity Employer and is seeking a diverse slate of candidates for formal consideration.



Search conducted by [Development Resources, Inc.](http://www.driconsulting.com) www.driconsulting.com