



AUGUSTA
UNIVERSITY

Executive Vice President
for Philanthropy and Alumni Engagement



LOOP

The Position

Executive Vice President for Philanthropy and Alumni Engagement

Augusta University is seeking an Executive Vice President for Philanthropy and Alumni Engagement. This position is responsible for the overall leadership of the university's philanthropic, alumni, and foundation endeavors at Augusta University. This person will lead all frontline fundraising staff in securing philanthropic support to meet the current and future needs of Augusta University. The EVP oversees the Augusta University Foundation and collaborates closely with the Medical College of Georgia Foundation in fulfilling their missions.

The EVP for Philanthropy and Alumni Engagement will oversee and provide strategic guidance to key areas including Alumni Affairs, Annual Giving, Corporate Giving, Foundation Giving, Major Giving, Planned Giving, Prospect Research and Management, and Foundation Operations. Their focus will be on fostering a culture that emphasizes collaboration, innovation, and accountability across all these domains.



The Position

Responsibilities

- Develop and implement the strategic leadership and bold vision necessary to significantly increase philanthropy toward Augusta University.
- Plan and lead the implementation of annual, capital, comprehensive, and special campaigns aimed at securing resources that advance initiatives outlined in the strategic plan for Augusta University.
- Develop an active portfolio of prospects for the purpose of stewarding and closing major and principal gifts.
- Develop effective development strategies that actively utilize the University President, Executive Leadership, and Deans in the cultivation and solicitation of their respective portfolios of major and principal gift prospects.
- Manage and utilize the time of Foundation Trustees and other university volunteers in the identification, cultivation, and solicitation of major and principal gift prospects.
- Engage, train, and develop university leaders in proper fundraising techniques and issues.
- Develop and implement a fresh and invigorating comprehensive alumni engagement plan that will result in increased participation and engagement of a broad cross-section of alumni.
- Oversight of the Office of Philanthropy and Alumni Engagement, which includes Foundation Operations, encompassing 35+ employees.
- Oversight of a budget that supports the personnel and business operations of University Development.
- Recruit, retain, and develop a strong team and healthy culture that relies on mutual respect, constructive feedback, and effective coaching to ensure achievement of individual and team performance metrics.
- Establish key metrics and performance goals for all development teams and staff.
- Facilitate professional growth of staff by accurately assessing learning needs, styles, and barriers to learning and coordinating opportunities in conjunction with staff while holding everyone accountable to established goals and metrics.

The Position

Responsibilities

- Oversee prospect research and management efforts to identify, evaluate, and prioritize potential donors.
- Utilize data-driven insights to inform strategies and optimize engagement and fundraising outcomes.
- Serve as a key spokesperson for Augusta University on philanthropic and foundation issues by promoting and communicating the vision of Augusta University.
- Prepare comprehensive reports for the university leadership, board of trustees, and other stakeholders, detailing fundraising and donor performance, funding status, and strategic outcomes.
- Coordinate with campus foundation leadership to effectively manage and prioritize campus fundraising priorities, ensuring campus metrics are achieved.
- Make cultivation and solicitation visits and/or determine and assemble appropriate visitation teams to secure financial support for Foundation projects.
- Provide analysis and reporting on the overall performance of fundraising against goals and strategic plan.
- Ensure accountability and transparency in all activities, maintaining high ethical standards and compliance with institutional policies and regulations.
- The incumbent in this role will play a critical role in leading and achieving the public phase of the capital campaign's goal.
- Oversee the development of campaign materials, messaging, and communication strategies to effectively engage donors and stakeholders.
- Develop and implement strategies to solicit and secure major gifts, leveraging campaign momentum and aligning with institutional priorities.
- Monitor and report on the performance of all fundraising and alumni engagement programs, including campaign progress, providing regular updates to the President, executive leadership team, and other key stakeholders.

The Position

Education: Bachelor's degree required, advanced degree preferred.

Experience: Ten years minimum of progressive leadership experience in philanthropy, development, or alumni relations, preferably in a research, higher education, or healthcare setting

Skills:

- Proven track record in donor cultivation on solicitation of gifts greater than \$100,000, with an emphasis on seven-figure gifts and larger.
- Successful experience with the supervision of staff in a complex organization and the management of a multi-faceted program.
- Exceptional leadership and team management skills with a demonstrated ability to mentor and develop staff.
- Knowledge of best practices in philanthropy and alumni engagement, with a commitment to innovation and continuous improvement.
- Excellent communication (written, oral, and listening) and interpersonal skills, with the ability to build relationships and engage array of stakeholders.
- Strong strategic planning and analytical skills, with the ability to translate vision into actionable plans.
- Strong task orientation, initiative, the ability to be a self-starter and to juggle multiple projects simultaneously.
- Personal characteristics associated with successful development professionals, including a vigorous work ethic, sound judgment, impeccable integrity, demonstrated initiative, appropriate professional appearance, attitude, and personality to work effectively with colleagues, senior leadership of Augusta University, volunteers and constituents.
- Affinity to the overall mission of Augusta University and a deep belief in the vision of the President.
- Proven track record in developing and managing a comprehensive fundraising campaign, ensuring timelines and financial targets are met.
- A firm understanding of budget and financial management, including resource allocation, to maximize the impact of philanthropic efforts.



About Augusta University

Augusta University was founded on December 10, 1828, as the Medical Academy of Georgia and renamed the Medical College of Georgia (MCG) five years later. As the city of Augusta grew and expanded over the centuries to meet the needs of the community, other institutions were born, each creating its own legacy. In 1996, Augusta College became Augusta State University. In 2011, MCG became Georgia Health Sciences University to reflect its broad mission across the health sciences. In 2013, building on their respective legacies, Georgia Health Sciences University and Augusta State University became one.

In December 2015, that institution became Augusta University. Augusta University is a public research university and medical center dedicated to training the next generation of innovators, leaders and health care providers. It is one of only four public research universities in the state of Georgia and the only one with a nationally recognized academic health center.



Campuses

HEALTH SCIENCES CAMPUS is located in downtown Augusta. This campus is home to the Medical College of Georgia; the College of Nursing; the comprehensive College of Allied Health Sciences; The Graduate School; the Dental College of Georgia; the College of Science and Mathematics; the Georgia Cancer Center, and the state's only public academic medical center - Wellstar MCG Health, inclusive of the Children's Hospital of Georgia.

SUMMERVILLE CAMPUS built in and around a former United States arsenal, is home to the Pamplin College of Arts, Humanities and Social Sciences, the nationally-ranked Hull College of Business, the College of Education and Human Development, and the School of Public Health.

RIVERFRONT CAMPUS is located in Augusta's growing cybersecurity corridor, providing close proximity to industry professionals and innovative startups. The campus is home to the Georgia Cyber Center, which includes the university's School of Computer and Cyber Sciences as well as a cutting-edge cyber range, 340-seat auditorium, secure briefing space and incubator for innovation and entrepreneurship.

FOREST HILLS CAMPUS houses the College of Education and Human Development's Department of Kinesiology and the university's Department of Athletics. The Christenberry Fieldhouse is located on the Forest Hills Campus along with baseball, softball and soccer fields and a full-size golf course that serves as the home of the nationally recognized NCAA Division I Jaguars golf team.



Augusta University Fast Facts

- / Augusta University offers 161 degrees across 11 colleges and schools and has campuses and off-site instructional programs throughout the state of Georgia.
- / More than 1,900 full and part-time faculty.
- / Approximately 11,584 students enrolled.
- / The university's nearly \$200 million research enterprise reflects a longstanding commitment to improving and enriching the human experience, particularly in the biomedical sciences.

FOUNDED IN
1828



Location
**AUGUSTA
GEORGIA**

11 
COLLEGES
& SCHOOLS

CARNEGIE
CLASSIFICATION 
DOCTORAL UNIVERSITIES

 **PRESIDENT**
Russell Keen, EdD

 **AFFILIATED HOSPITAL**
Wellstar MCG Health

Degree of Urbanization
CITY, MIDSIZE 

INSTITUTIONAL CONTROL
PUBLIC

150+
ACADEMIC
PROGRAMS

200,512
POPULATION
JULY 1, 2017

 **GOVERNANCE**
BOARD OF REGENTS,
UNIVERSITY SYSTEM
OF GEORGIA

NCAA
DIVISION II
(without football)



ON-CAMPUS HOUSING
1,228 BEDS 

CSRA
AUGUSTA-RICHMOND COUNTY
GEORGIA-SOUTH CAROLINA

AUGUSTA UNIVERSITY BY THE NUMBERS

A top-ranked value

In 2020, *Washington Monthly* ranked Augusta University among the “**Best Bang for Your Buck**” colleges in the Southeast.

[rankings based on how effectively colleges help students earn marketable degrees at affordable prices]



11,584

TOTAL ENROLLMENT

6,079

UNDERGRADS



11

COLLEGES & SCHOOL

161

ACADEMIC PROGRAMS

170+

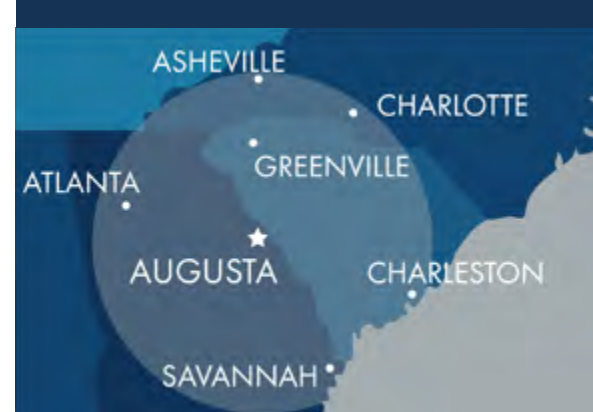
STUDENT ORGANIZATION

94% from GA • 14% first-generation students • 1153 average SAT • 23 average ACT • 3.5 average GPA

TOP UNDERGRADUATE MAJORS

Biology/Cell Molecular Kinesiology
Computer Science Business Administration
Psychology Health Services

CITIES IN 150-MILE RADIUS



Leadership

Georgia native Russell T. Keen, EdD, assumed the presidency of Augusta University (AU), effective July 1, 2024. Keen previously served as executive vice president for administration and chief of staff to the president at AU, where he held an executive leadership role since July 2015. In this position, Keen managed and allocated the university's more than \$1 billion budget, managed and coordinated its executive vice presidents and served as head administrator in the president's absence. He has worked within the university system for more than 22 years. Previously, he also held leadership roles at Georgia Southern University and in fundraising at the University of Georgia.

From 2001 to 2015, he worked at Georgia Southern University, advancing from director of annual giving to vice president for external affairs, securing significant funding and fostering relationships with officials. His roles included vice president of governmental relations and community engagement where he developed relationships with local, state and federal officials to enhance the success of the university and its advocacy efforts. He previously worked as the major gifts officer at the Franklin College of Arts and Sciences at the University of Georgia.

Keen holds a bachelor's in business administration and a master's in higher education administration from Georgia Southern, and an EdD in higher education management from UGA (2019).

He serves on several boards, including the Columbia County Chamber of Commerce, Rotary Club of Augusta, and the Georgia Chamber of Commerce. He is a graduate of various leadership programs and has been involved with the American Heart Association and United Way of the CSRA.



Philanthropy and Alumni Engagement

The Philanthropy and Alumni Engagement has three main values, [unity](#), [service](#) and [accountability](#). Each value emphasizes nurturing relationships with alumni, friends, corporations, foundations, and the campus community to foster support for Augusta University's students, programs, and overall environment. We engage our many stakeholders, secure private support through a donor-centered approach, steward and manage gifts, foster community outreach and tell our story broadly to strengthen the university. The department is made up of the Central Office, Operations, Alumni Engagement, Annual Giving, Foundations, Finance, and Accounting, and Major Gifts and Campaigns.

UNITY

We are a group of strong and individuals unified by a common purpose.

SERVICE

We strive to serve our university and our community by helping them progress into the future.

ACCOUNTABILITY

We stake our personal and professional reputations on the quality, accuracy, and integrity of our work.

Mission, Vision, and Values

The mission of Augusta University is to provide leadership and excellence in teaching, discovery, clinical care, and service as a student-centered comprehensive research university and academic health center with a wide range of programs from learning assistance through postdoctoral studies.



The vision of Augusta University is to be a top-tier university that is a destination of choice for education, health care, discovery, creativity, and innovation.

The values of Augusta University include:

- / Collegiality
- / Compassion
- / Excellence
- / Integrity
- / Leadership

Living in Augusta

Georgia's second oldest and second-largest city, Augusta, is home of the The Masters Golf Tournament and Augusta National Golf Club. Located on the state line with South Carolina and the Savannah River, Augusta provides many amenities to its residents. Augusta is a thriving community built on a solid foundation of local pride and artistic eccentricity.

Richmond County, where Augusta is located, is the site of Fort Eisenhower, the recently designated National Cyber Security Headquarters. Several private cyber companies have located in the region providing employment. Augusta University, a merger of the former Augusta State University and the Medical College of Georgia, is a major institution and employer. Business and industry is diversified with education, medicine, biotechnnology, and cybersecurity being among the larges sectors.

Climate in Augusta is mild in the winter and warm in the summer. Downtown Augusta has several performance venues including the Bell Auditorium and James Brown Arena, an homage to the late Augusta native and soul singer. A minor league baseball affiliate of the Atlanta Braves makes its home downtown. The Augusta Regional Airport provides easy access to numerous hubs.



How To Apply

Applicants should be submitted to Chesley Bolick to cbolick@looprecruiting.com and must include:

- Curriculum vitae/resume
- A letter of interest describing relevant experience and interest in the position.



CHESLEY BOLICK

(706) 432-1344

cbolick@looprecruiting.com

