

**Henderson State University**  
**Director of University Development**  
**Division of Advancement**

**Description:** The Director of University Development is responsible for increasing the participation rate of annual giving among alumni and friends and seeking mid-level major gifts. The successful candidate will develop and execute an annual acquisition, cultivation and retention program for annual gifts that will involve personal solicitation, direct mail, e-solicitation, and phonathon. The Director will be motivated and goal-oriented, as well as passionate about telling the story of Henderson State through multiple channels in a way that inspires alumni and friends to provide financial support. The Director of University Development reports to the Associate Vice President for Development & Alumni Relations. Active alumni and friends include approximately 24,000 nationwide.

**Qualifications:** Henderson State University is an Equal Opportunity Employer/Affirmative Action employer with a significant commitment to the achievement of excellence and diversity among its faculty, staff and students. In pursuit of this commitment, the successful candidate will possess a bachelor's degree from an accredited college or university, a minimum of three years of experience in fundraising, sales or a related field with demonstrated accomplishment in establishing productive relationships with prospective donors/customers; gift solicitation; excellent communication and interpersonal skills; as well as the ability to work collaboratively with a diverse audience. Other qualifications include strong writing, planning and organizational skills; high professional and ethical standards for handling confidential information; prioritization to meet deadlines; and the ability to travel and work evenings and weekends as needed. The successful applicant must possess a valid driver's license and a driving's record that is acceptable to the university.

**Salary:** Commensurate with education and experience. Benefits include university supplemented health insurance and retirement through TIAA.

**University:** Henderson State University is located in Arkadelphia, a charming, family-centered community of 11,000 residents situated one hour south of Little Rock on Interstate 30. Nestled in the foothills of the Ouachita Mountains, the community is home to two universities, a strong public school system, a thriving medical community, two recreational rivers, the iconic Lake DeGray, and is approximately 30 miles from historic Hot Springs National Park, one of the great American treasures.

**Application:** Email a letter of application, resume, three references from current and former employers/colleagues to:  
Dr. Gary Bouse, Associate President for Development & Alumni Relations  
[bouseg@hsu.edu](mailto:bouseg@hsu.edu)

A review of applications will begin after May 15, 2019. Finalists will be asked to provide official transcripts. The final applicant for this position will be required to submit to a background screening including financial history, driver's history and criminal background check, pursuant to university policy.