



## **Director of Development**

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SOUTH CAROLINA INSTITUTE ON THE  
**PREVENTION**  
OF SEXUAL VIOLENCE  
ON COLLEGE CAMPUSES



# Director of Development

**The South Carolina Institute on the Prevention of Sexual Violence on College Campuses (SCIP) seeks an experienced Director of Development. Applications and nominations are being accepted.**



## ABOUT THE INSTITUTE

**In 2022, the Governor and General Assembly of South Carolina authorized the creation of the South Carolina Institute on the Prevention of Sexual Violence on College Campuses (SCIP). Lander University (LU) President Dr. Richard Cosentino requested the chartering of the Institute to solidify a more unified and collaborative approach by higher education institutions across the state to end and respond effectively to interpersonal violence. The Institute is chartered at Lander University, which has campuses in Greenwood and Greenville, SC. The Institute's offices are located in Greenville, SC.**

**The goal of the Institute is to reduce the prevalence of interpersonal violence on college and university campuses in South Carolina and introduce best practice standards for the successful care of survivors accessing intervention and support services. These standards and practices will be available to all participating institutions through educational programming, informational materials, online resources, an annual conference, and the option for individualized campus support.**

**The Institute's participants will be comprised of university leaders from around the state. The Institute's multi-day summer conference will be hosted annually for all participating South Carolina colleges and universities. The conference will include national and state subject-matter experts and focus on current trends, legislation, and best practices for topics/issues related to interpersonal violence on college campuses (e.g., domestic violence, dating violence, sexual assault, stalking, sexual exploitation, sexual harassment, etc.); victim support services; standardization of reporting, continuity of care; Title IX; Violence Against Women Act (VAWA); Jeanne Clery Act; Tucker Higgs Transparent Act; and more. This conference will provide clarity and insight into best practices while preparing participating institutions for students and the year ahead. The Institute will also be instrumental in facilitating research opportunities for participating institutions relative to the prevention of sexual and interpersonal violence on college campuses.**

## THE OPPORTUNITY

**SCIP seeks a dynamic and visionary major gifts officer. The position will be responsible for identifying, cultivating, soliciting, and stewarding constituents to generate major gifts in support of The Institute. The individual will be donor-focused and committed to enhancing relationships that will result in the advancement of the Institute's long-term goals.**

**This position reports directly to the Executive Director of The Institute, who in turn reports directly to the President of Lander University and Chair of the Institute and National Advisory Board. A key priority of this position is to close major gifts from \$25,000 to \$500,000.**



## **SCIP & Lander University**

### *Working Together to End Sexual Violence on College Campuses in Our State*

SCIP aims to play a vital role in the coordination and collaboration of strategic development of best practice standards across higher education campuses to (1) prevent interpersonal violence and (2) introduce protocols for the successful care of survivors accessing intervention and support services.

### **Director of Development Duties and Responsibilities**

- **Identify and qualify new prospects to be added to the existing portfolio**
- **Move prospects through the stages of identification, qualification, cultivation, solicitation, and stewardship**
- **Document engagement to ensure that meaningful contacts and giving data are appropriately captured in institutional records**
- **Initiate and build philanthropic relationships with prospective donors, and interact via telephone, digital platforms, and in-person to secure donations**
- **Apply fundraising principles and experience to the development of prospect relationships**
- **Develop and present proposals to prospects/donors for funding**
- **Close major gifts from \$25,000 to \$500,000**
- **Travel, as necessary**
- **Utilize Blackbaud Raiser's Edge experience or similar CRM software to manage data**
- **Available for nights and weekends, as needed**

### **Qualifications**

**Candidate must have a bachelor's degree and a minimum of 3-6 years of fundraising experience, preferably in higher education or other non-profits and/or foundations. and a proven record of closing major gifts.**

## Lander University Leadership

### President Richard E. Cosentino



Richard E. Cosentino, Ph.D., began his tenure as Lander University's 12th president on July 1, 2015. He has over 30 years of experience in higher education as a senior administrative and financial executive and a background in fundraising, enrollment management, and governmental relations.

Dr. Cosentino came to Lander from the University of North Carolina at Pembroke (UNC-P), where he was the Vice Chancellor for Finance & Administration. He was responsible for strategic management and leadership in over a dozen areas, including budget and financial planning, information technology, human resources, risk management, procurement, and facilities management. A native of Baltimore, Md., Dr. Cosentino has a Bachelor of Science in business administration with a major in finance and a Master of Business Administration with a major in strategic financial planning from the University of Baltimore in Maryland. He earned a Ph.D. in engineering from The George Washington University (GWU) in Washington, D.C.

Prior to UNC-P, Dr. Cosentino was an Assistant and Associate Vice President for Finance and Administration at GWU and Vice Dean for Finance and Administrative Affairs in the university's School of Engineering and Applied Science. He also worked as a Senior Budget Manager at Johns Hopkins University School of Medicine and as a Senior Administrator and Director of Budget and Finance at the University of Maryland School of Medicine. He has presented at national conferences, addressing contemporary issues affecting higher education. His particular interest is the fielding of complex enterprise class systems in higher education environments.



### Greenville, South Carolina

America's "Next Big Small Town" according to *People* magazine is also a top-ranked spot for foodies and travel, and it's one of America's fastest-growing cities. Discover all that is burgeoning and much-bragged-about downtown has to offer. Downtown Greenville is just 60 minutes from Lander's main campus, and its home to concert venues, the Greenville Symphony Orchestra, more than 1,000 restaurants, several minor league sports teams, the Swamp Rabbit system of multiuse trails, and much more.

### Upstate South Carolina is Growing

The Upstate of South Carolina is home to some of the most beautiful natural resources in the country - including beautiful Lake Greenwood. Greenwood is located centrally and provides easy access to hiking, biking, waterfalls, and a wide variety of events, festivals, and concerts that provide exceptional quality of life along untouched natural beauty.

## Lander University



Established in 1872, Lander University is experiencing unprecedented growth, as evidenced by a 26 percent increase in freshman enrollment over the previous fall, and over 60% increase since Dr. Cosentino's arrival. More than 91 percent of Lander's students are South Carolina residents, with every county in the state represented.

Ranked third among regional public colleges in the South by *U.S. News and World Report*, Lander offers more than 60 areas of study, including 16 signature academic programs in fields that are emerging and in high demand. In addition to its academic programs in Arts & Humanities; Behavioral & Social Sciences; Business; Education; Science & Mathematics; and Nursing, the University has an Honors College that offers academically accomplished students challenges both inside and outside the classroom.

A robust selection of pre-professional programs is offered in dentistry, law, medicine, occupational therapy, optometry, pharmacy, physician assistant, and veterinary medicine. Students also can participate in a variety of study abroad opportunities, from Central and South America to Europe, Asia, and beyond.

The University has more than 500 full- and part-time faculty and staff. The campus is a close-knit community of professionals who work together toward the same goal of providing the best educational experience for students.

Lander's athletic teams are continually ranked in the top 25 in the country and are highly competitive in the Peach Belt Conference and NCAA Division II. Lander student-athletes also score high in the classroom, as many are listed on the Peach Belt Conference Presidential Honor Roll.

For additional information, visit the University's website at [www.lander.edu](http://www.lander.edu).

Lander University is located in Greenwood, a beautiful, thriving city of some 25,000 residents nestled in South Carolina's Upstate region. The city has a high quality of life with affordable quality housing and public and private schools. The area offers 100-plus restaurants, shopping malls, an art center, community theatre, movie theaters, parks, festivals, golf courses, fitness centers, and museums.

Greenwood is home to a number of regional festivals, including the nationally acclaimed Festival of Flowers and the Food Network-featured Festival of Discovery. The area also offers plenty of recreational options, including the beautiful 11,000-acre Lake Greenwood. The mild winter weather permits year-round outdoor recreation.

Larger cities, Atlantic coast beaches, and the mountains are easily accessible with three major roadways serving the city.



**AGB Search is pleased to assist Lander University with this search.**

**To apply:**

**Candidates are requested to submit the following materials online to: <https://bit.ly/4eGRbpb>**

- 1) a curriculum vitae or resume**
- 2) a letter of interest that addresses the leadership opportunities and desired experiences and attributes in this profile, and**
- 3) contact information for five references (to be contacted at a later date with candidate's permission)**

**Review of materials will begin immediately, and the search will remain open until an appointment is made.**

**Nominations and expressions of interest are encouraged. Please direct them to [LanderDoD@agbsearch.com](mailto:LanderDoD@agbsearch.com) or to one of the AGB search consultants:**

**Andrew Bowen  
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