

The Morehead-Cain Foundation

Director of Development

The Morehead-Cain Foundation seeks a development professional to lead its fund-raising program. The Foundation is a private educational foundation that supports the **University of North Carolina at Chapel Hill** through the Morehead-Cain — the oldest, most prestigious undergraduate merit scholarship program in the United States. The primary constituents are the 2,800 alumni of its undergraduate scholarship program.

The Director of Development will be responsible for managing the strategic direction and tactical implementation of a comprehensive fund-raising program with annual fund, endowment support, and planned giving objectives. The director works closely with the Foundation's executive director and the board of directors of the Morehead-Cain Scholarship Fund in gift solicitation and stewardship. The director also serves as the Foundation's liaison to the many development efforts of UNC-Chapel Hill. The development team currently includes one other employee, the annual fund manager, and is supported by two communications professionals.

Core competencies for the position are:

- Personal authenticity, dignity, and an ability to build sincere relationships with Foundation constituents and colleagues
- Willingness and ability to travel extensively
- Proven ability to solicit and close leadership gifts
- Ability to establish strategic objectives and manage multiple priorities
- Commitment to a high degree of professionalism
- A great sense of humor
- Excellent organizational skills and absolute attention to detail
- Ability to handle sensitive information and maintain confidentiality
- Ability to motivate and manage a team of staff and volunteers
- Ability to respond to challenging situations with problem-solving skills and a positive attitude
- Initiative and creativity
- Superior communication skills, both written and verbal
- Superior technology skills, including facility with Microsoft Office

Established in 1945, the Morehead-Cain Foundation is renowned for identifying, investing in, and inspiring promising leaders. At its most basic, the Morehead-Cain is a full four-year merit scholarship to the University of North Carolina at Chapel Hill that provides funds for the Scholar's entire undergraduate experience, as well as four summer enrichment experiences, both international and domestic; personal mentoring by experienced staff advisors, networking opportunities with accomplished Morehead alumni; and a remarkable group of motivated Morehead-Cain peers. Morehead-Cain Scholars are selected based on four criteria — leadership, moral force of character, scholarship, and physical vigor — and are expected to be leaders of impact, both at UNC-Chapel Hill and after they graduate. The achievements of Morehead-Cain Scholars, both in and out of the classroom, add immeasurably to the prestige and diversity of the University. (<http://www.moreheadcain.org/>)

This is an exciting opportunity for a development professional who is motivated by the educational mission of the Morehead-Cain Foundation and ready to assume major responsibility for its continued success. Minimum requirements are a bachelor's degree, professional development experience, and a

willingness to travel extensively. Salary will depend on experience and ability. Please send a résumé and cover letter to the executive director of the Morehead-Cain Foundation at moreheadcain@unc.edu.