



**HOWARD**  
**UNIVERSITY**

**Director of Development,**  
**Athletics**  
**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, bolstered by an active and energetic alumni base, is experiencing historic and unprecedented institutional and philanthropic growth. With a more visible profile in elite higher education, the University has embarked on a significant expansion of and investment in its Advancement efforts. If you are an enthusiastic 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, these 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.
- ❖ Since 2019, Howard University has received **eight of its nine largest gifts** in its 153-year history.
- ❖ In March 2022, Howard announced the construction of **a new STEM complex, a new Health Sciences Complex, and a Center for Arts and Communications**, all slated for a 2026 completion date.

# Veritas et Utilitas.

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

Since 1867, Howard has awarded more than 130,000 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 dismantle systems and processes that marginalize and harm people 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 engines 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 is nearly 10,000 undergraduate, graduate, and professional students representing 45 states and territories, and 9 nations. The University continues to prepare Black scholars in every field and across the globe.



## Director of Development, Athletics



The Director of Development, Athletics provides leadership for the athletics program/office for their major gift fundraising initiatives. This position works directly with the athletic director, coaches, and members of the athletic community leadership to develop fundraising priorities and goals, and leads philanthropic revenue generation. Reporting to the Assistant Vice President of Individual Giving, this position will work with both internal contacts, including deans, directors, faculty, and staff; and external contacts, including alumni, corporations, foundations, and non-degree holding donors.

## Principal Accountabilities

The **Director of Development, Athletics** will:

- Work closely with AD, Bison Express Leadership, and coaches to develop fundraising priorities that align with the vision of the President and Senior Vice President of Development and Alumni Relations.
- Develop a plan for identification, cultivation, solicitation, and stewardship for a portfolio of 100-130 donors and prospects, to land at 75 actively engaged prospects that have the capability of making gifts of \$100K+ with focus on alumni and friends of the University while being responsible for meeting annual revenue targets.
- Partner closely with Howard University Annual Giving team to strengthen engagement and build a pipeline of donors.
- Coordinate programming for alumni with the Director of Alumni Relations.

# The Candidate

## Minimum Requirements:

- Bachelor's degree with five years of relevant experience.
- A minimum of five (5) years of relevant experience in fundraising and building long-term fundraising relationships.
- Demonstrated, successful experience in major gift fundraising or marketing and planned giving experience highly desired.
- Experience in an academic setting preferred.

## Core Competencies:

- Demonstrated proficiency and experience in managing relationships with high-level prospects to secure major gifts.
- Experience with the concepts of moves management as well as a mastery of the fundamentals of major gifts fundraising.
- 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 others, 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 and vision of Howard University.

# Director of Development, Athletics Washington, DC



To learn more and apply, please visit:  
<https://waterstonehc.com/driwaterstonehc/position/Howard-DOD-Athletics>

DRi/Waterstone Human Capital 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.

**DRi Waterstone**  
HUMAN CAPITAL