



Centre College
Executive Director of Development
Danville, KY
www.centre.edu

Send Nominations or Cover Letter and Resume to:

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The Opportunity:

Centre College, a nationally ranked liberal arts college, is seeking an Executive Director of Development to build and oversee a major gifts program focused on raising six- and seven-figure commitments from alumni, parents, and friends of the school. Founded in 1819, Centre is a small, selective college with a mission to prepare its approximately 1,400 students for lives of learning, leadership, and service. The College is poised for excellence under new President Milton Moreland and Vice President for Development and Alumni Relations Kelly Knetsche, along with the deeply dedicated and ambitious Board of Trustees.

Centre College enjoys a strong tradition of philanthropy, having successfully raised over \$210 million from 11,533 community members in the *Third Century* campaign, completed in 2018. Centre's annual fund raises more than \$2.5 million from over 2,000 alumni, family members, and friends of the school. This tradition of philanthropy paired with strong levels of alumni affinity position Centre well for even greater success, as Kelly and her team prepare to lead the community into a historic and comprehensive campaign.



At this pivotal moment in the College's history, Milton, Kelly, and the Centre community are seeking a highly knowledgeable and experienced fundraiser and manager with a demonstrated passion for liberal arts education and the role philanthropy plays in supporting its mission. The Executive Director of Development will help to build and oversee a team of six development officers who will be pivotal in realizing the potential of Centre's philanthropic community. This individual must possess superior communications skills and emotional intelligence, and have the ability to inspire and mentor staff and volunteers to support Centre's mission. The best-matched candidate will demonstrate integrity and maturity in the industry through strong leadership/management practice and proven major gift experience.

Overview

Centre is a four-year private institution offering top academics, nationally acclaimed [study abroad](#) options, [campus life](#) filled with a variety of social and leadership opportunities, and a [200-year](#) record of achievement. Focusing on high-quality undergraduate education as its primary mission, Centre offers more than [50 majors, minors, pre-professional and dual-degree programs, and graduate partnerships](#).

Centre's [mission](#) is to prepare students for lives of learning, leadership, and service. Centre nurtures transformative relationships and prepares students to be part of the global community. It enables students to develop their abilities to the fullest and leads to extraordinarily successful outcomes in post-graduate study, careers, and life.



As one of America's leading liberal arts colleges, Centre has a core of academic excellence. Faculty take a keen interest in the academic and personal growth of their students. Centre professors support students' scholastic and social endeavors, bring students into their research, and take pride in students' progress.

Centre has been named a top value among liberal arts colleges and is committed to making education affordable for students from a variety of socio-economic backgrounds. Both *U.S. News & World Report* and *Forbes* continuously rank among the nation's top 50 liberal arts colleges.

Centre was [founded](#) by Presbyterian leaders and officially chartered by the Kentucky Legislature on January 21, 1819. The name reflects the College's location in the geographic center of Kentucky; British spellings were common at the time. The historic, picturesque 150-acre campus is 30 miles from Lexington, in the famed Bluegrass region of Central Kentucky. Centre accomplishes its goals in an atmosphere of caring and respectful relationships among faculty, student, and staff.

The College has an endowment in excess of \$300 million and an operating budget of more than \$65 million.

Diversity at Centre

As an institution, Centre College values and embraces students, faculty, and staff from all ethnic, racial, religious, and political backgrounds, gender identities, and sexual orientations. In order to successfully support those within the campus community, a set of goals guide Centre's actions and lead the College towards a more inclusive, empathetic, and knowledgeable community. Find out more about Centre's [commitment to diversity](#).

The Centre Commitment

Centre backs its promise of a deeply engaging and intensely personal education with a guarantee: If they meet regular academic and social expectations, all students will study abroad, have an internship or research opportunity, and graduate in four years, or Centre will provide up to an additional year of study tuition-free. Find out more information about the [Centre Commitment](#).

The Role

Reporting to and working closely with the Vice President for Development and Alumni Relations, the Executive Director of Development (ED) is responsible for elevating the School's major gift program and building a robust pipeline of gifts at the six-figure and seven-figure levels. In addition to managing their own portfolio, the ED will have primary responsibility for the management of six development officers. The ED will plan and implement strategies for identification, cultivation, solicitation, closure, and stewardship of major prospects and donors; will help establish fundraising goals and objectives; and will play a strategic role in strengthening the relationship between Centre and its constituencies. The ED sits on the VP's leadership team, working collaboratively to advance the goals of the Office of Development and Alumni Relations.

The Executive Director will be a proven leader who values traditions, collaboration, innovation, and creativity, and is well versed in current relationship-driven fundraising and alumni engagement strategies and tactics. Successful candidates will bring significant experience in a management role in a fundraising program and possess an authentic commitment to a liberal arts education and the capacity to articulate passionately its value and relevance.



Essential Job Functions

- Manages approximately 50 key major gift prospects, with a goal of shepherding these prospects through the donor cultivation cycle to a successful six- or seven-figure gift solicitation. Designs and implements strategy for donor cultivation, solicitation, and stewardship.
- Collects and analyzes data on donors' patterns of engagement and philanthropy at Centre College and uses this information to guide decision-making regarding the deployment of staff and volunteer resources.
- Manages six direct reports with focus on fundraising success; establishes individual and team metrics and goals; ensures progress towards goal via consistent staff check-ins, reporting, and support.
- Institutes portfolio management best practices; ensuring that high-priority prospective donors are the focus of the major gifts team.
- Creates and cultivates a work environment that celebrates diversity and promotes equity and inclusion.
- Enhances operational efficiency for Centre's major giving program and helps ensure that all systems and processes—from gift documentation to systems reporting—are accurate and tailored to align with the needs of the Office of Development.
- Completes administration work related to the budget, performance reviews, managing the office, pipeline development, and benchmarking performance metrics.
- Works collaboratively with other members of the Development and Alumni Relations team for strategic planning and advancing the goals of the division.
- Develops appropriate stewardship for significant donors.
- Frequently staffs Development and Alumni Relations events, both on campus and off campus.

Marginal Job Functions

- Contribute to the overall success of the department by performing all other essential duties and responsibilities as assigned.

Required Qualifications and Experience

- Bachelor's degree from an accredited college.
- Seven to 10 years of development experience is required.
- Demonstrated knowledge of the donor cultivation cycle is required.
- A proven track record as a front-line fundraiser and manager.

Preferred Qualifications and Experience

- Extensive experience in the field of higher education.
- Excellent written and oral communication skills.
- Experience staffing and collaborating with donors and volunteers.
- Experience in managing staff with a compassionate, clear, and decisive leadership and management style.
- Possession of the highest ethical standards, an entrepreneurial spirit, and creativity.

- Demonstrated success with cultivating, soliciting, and closing six-figure and seven-figure gifts from alumni, parents, and friends.
- Expertise in comprehensive fundraising planning, implementation, and completion.
- Experience developing and articulating a strategic vision with measurable goals using data and metrics.
- Outstanding relational skills, including an ability and commitment to listening and problem-solving; a desire and ability to earn respect and trust across all levels of the institution.
- Demonstrated commitment to diversity and inclusion, especially in the efforts to successfully recruit, develop, and retain top-tier talent.
- Appreciation of, a sensitivity to, and respect for a diverse academic environment, inclusive of students, faculty, and staff of many social, economic, cultural, ideological, racial, and ethnic backgrounds.
- The skill to advocate for the mission and priorities of the institution and Development.
- Knowledge of current best practices in Development and Alumni Relations for incorporating technology into fundraising and donor engagement strategies as well as leveraging strategic communications efforts.
- Experience in Blackbaud, Raisers Edge, or Millennium database management for donor and solicitation records.
- Ability to travel regularly.

Physical Requirements:

- Limited pushing, pulling, lifting. Lifting would not exceed 20 lbs.
- Mobility on campus and ability to travel necessary.

Leadership



Milton C. Moreland
President

[Milton C. Moreland](#) is the 21st President of Centre College. A native of Boise, Idaho, he earned his undergraduate degree in history with honors from the University of Memphis, where his mentor, Dr. Marcus Orr, introduced him to the joy of studying ancient texts, languages, and artifacts. Moreland wrote his honors thesis on the Nag Hammadi Library, a set of early Christian texts discovered in Egypt in 1945. He continued his study of archaeology, ancient history, and religion at the Claremont Graduate University in California, where he earned his M.A. and Ph.D. degrees.

His scholarly work appears in leading journals and focuses on Roman archaeology and religious traditions in the Mediterranean region. Moreland has also edited several books, including *Between Text and Artifact: Integrating Archaeology into Biblical Studies Teaching*.

Prior to joining the Centre community in 2020, Moreland served for six years as the Provost and Chief Academic Officer at Rhodes College. He first joined the Rhodes campus community in 2003 and was promoted to associate and full professor, serving as the R.A. Webb Professor of Religious Studies, and Chair of the Archaeology Program.

During that time, Moreland directed the Rhodes Institute for Regional Studies, and was the founding director of the Lynne and Henry Turley Memphis Center. Outside of the classroom, his field work with students has involved travel to sites in Jordan, Turkey, Greece, and Germany, including collaboration with the Duke University Field School in Israel. Moreland was on the senior staff of the Sepphoris Regional Archaeological Project in Galilee for over 20 years.

Moreland is joined at Centre by his wife, Dina, a native of Chesterfield, Indiana, and a former national champion racquetball player who competed on the US Olympic team. She attended the University of Memphis, completing her Bachelor's and Master's degrees in gerontology and educational studies, and began her career as a pharmaceutical salesperson in southern California, while touring as a professional racquetball player in the 1990s. Since 2003, she has been an elementary school teacher in Memphis.

The Morelands have two grown children: Marcus, a 2016 graduate of Rhodes College, who majored in business and now works as a manager for a logistics company in Memphis, and Micah, a 2020 graduate of Rhodes College, who was an international studies major and Asian studies minor and now works as a consultant in digital marketing in Memphis. Both of their sons were student athletes, Marcus in baseball and Micah in football.



Kelly Knetsche
Vice President for Development and Alumni Engagement

Kelly Knetsche joined Centre College in August 2020. A native Californian, she spent the last 25 years in North Carolina, serving in a variety of key fundraising roles at Davidson College and Lenoir-Rhyne University.

Her career in fundraising started in 2006, when Knetsche began work as a major gift officer at her alma mater. Within a year, she transitioned to oversee parent programs, an area she directed for six years. Then in 2013, Knetsche was promoted to manage Davidson's \$550 million *Game Changers Capital Campaign*, overseeing a portfolio of approximately 100 major gift prospects and leadership donors. Additionally, she served as one of the lead fundraisers for the E. Craig Wall, Jr. Academic Center, helping to secure \$74 million in new commitments.

In 2017, Knetsche accepted the position of Associate Vice President for Development at Lenoir-Rhyne. Highlights of her tenure there include strengthening overall fundraising efforts, best seen in increasing total annual fundraising commitments from \$9.5 to \$14.5 million from 2018 to 2019, and increasing overall total fundraising commitments by 40%.

While earning her B.A. in English from Davidson, Knetsche was a member of Kappa Delta Pi and the National Education Honor Society. She also studied abroad in 1994 at Cambridge University. Knetsche later pursued professional development through the Duke University Nonprofit Management Program, earning certification in nonprofit management.

Knetsche taught high school English for two years just after graduation from Davidson in 1996, followed by eight years at the global branding agency Addison Whitney.

In her free time, Knetsche enjoys reading, volunteering, hiking, biking, kayaking, and exploring the vast natural beauty of the Kentucky region.

Location

[Danville](#) is a wonderful place to live and work. [Named](#) one of the best small towns in America, with all the charm and security of a historic small town, Danville has much to explore.

Outdoor activities abound, from kayaking on local lakes and rivers to spending time at the Central Kentucky Wildlife Refuge to study, learn more about conservation, and observe nature in unspoiled surroundings. Shaker Village of Pleasant Hill is a landmark destination, home to what was once the third-largest Shaker community in the United States. Community members regularly hike, bike, horseback ride, or paddle board through 3,000 acres of trails, streams, forests, and wide-open spaces.

Background Checks:

Prior to submitting your resume for this position, please read it over for accuracy. Lindauer does verify academic credentials for its candidates, and our clients frequently conduct background checks prior to finalizing an offer.

**To learn more, call
Christian Myers, Senior Consultant at
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or send nominations or cover letter and resume to
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All inquiries will be held in confidence.



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