

**JAX
STATE**
Jacksonville State University



DIRECTOR OF THE JAX STATE ATHLETIC FOUNDATION



ABOUT JACKSONVILLE STATE UNIVERSITY

Founded in 1883, **Jacksonville State University, also known as Jax State**, is a learning-centered comprehensive public university in Jacksonville, Ala., committed to providing distinctive educational, cultural and social experiences for a diverse student population.

Nestled in the Appalachian foothills of northeast Alabama, midway between Birmingham and Atlanta, Jax State is **home to nearly 10,000 students from more than 60 countries**. As a learning-centered university, it strives to challenge students academically in a responsive environment and supports them in achieving their educational, career and personal goals. As an institution of higher

learning, it seeks to produce broadly educated graduates prepared for global engagement while promoting scholarly research and service activities that align with its academic and professional strengths.

Jax State is recognized as a top-tier regional university, climbing steadily in the *U.S. News & World Report* Best Colleges Rankings over the past four years. It is ranked #55 among Best Regional Universities in the South and #25 among Best Public Universities in the South for 2025. The University is also a top producer of Fulbright Scholars, recognized by the U.S. Department of State's Bureau of Educational and Cultural Affairs.

Jax State, known as **“the friendliest campus in the South,”** offers a diverse and comprehensive range of academic programs designed to prepare students for successful careers and lifelong learning. The University provides 46 undergraduate degree programs, 12 undergraduate microcredentials and certificates, 64 master's programs, three doctoral programs, seven Educational Specialist (EdS) programs and 15 graduate certificate programs and microcredentials. Many of these programs are available entirely online, offering flexibility to accommodate students' schedules and learning preferences. The University maintains a student-to-faculty ratio of 18:1, ensuring personalized instruction and mentorship in a supportive learning environment.



With one of the highest percentages of accredited programs among universities nationwide, Jax State is committed to academic excellence and student success. Reinforcing its dedication to high academic standards, Jax State received a 10-year reaffirmation of accreditation from the Southern Association of Colleges and Schools Commission on Colleges (SACSCOC) in 2024. This distinction demonstrates the University's commitment to institutional integrity, academic quality and continuous improvement in higher education.

On June 23, 2020, **Dr. Don C. Killingsworth, Jr. was named the 13th president of Jax State** after serving as acting president for seven months. A two-time Jax State graduate, Dr. Killingsworth has dedicated his entire career to the University, previously holding leadership roles in student affairs, academic advisement and government relations. In addition to his role as president of the University, Dr. Killingsworth serves in leadership roles among his peers. He is president of the Council of Colleges and University Presidents and vice chair of the Conference USA (CUSA) Board of Directors.

Jax State boasts a vibrant and engaging student experience, **offering more than 100 student organizations, cultural experiences and leadership opportunities.** The University is home to the award-winning Marching Southerners and Ballerinas, a world-renowned marching band organization. It also hosts the International House Program, which fosters global cultural exchange by pairing American and international students to promote cross-cultural understanding. Additionally, students





can participate in competitive academic teams, esports and student government, providing diverse opportunities for involvement and personal development.

On March 19, 2018, an EF-3 tornado caused more than \$100 million in damage to campus. The University community came together under the “Gamecock Strong” spirit to rebuild and revitalize its facilities. Since then, Jax State has made significant investments in campus restoration, creating state-of-the-art learning spaces and athletic venues.

Jax State has risen from the debris and is **experiencing a transformational era with major campus developments enhancing academic facilities, student life and athletics.** In Fall 2024, Jax State opened the North Village Housing Project, providing modern residential spaces designed to enhance student living, along with a new dining hall, offering expanded meal options in a dynamic, student-friendly setting. In athletics, the Loring and Debbie White Football Complex was completed in the summer of 2024, reinforcing the University’s dedication to elevating its athletic programs. Meanwhile, construction began in 2024 on the Randy Owen Center for the Performing Arts. This state-of-the-art facility will serve as a hub for the arts along the West Village Residence Housing Project. This dynamic facility will replace outdated housing on campus and provide students with an unparalleled place to connect, collaborate and grow.



This period of progress and growth continues into the future, as Jax State remains committed to expanding opportunities and advancing its mission. In February 2025, the University launched its most ambitious fundraising effort to date—**"It's A Jax State of Mind,"** a historic \$100 million comprehensive campaign designed to support scholarships, academic programs, facility enhancements and student success initiatives. This transformative campaign ensures that Jax State will continue to evolve as a premier institution, providing cutting-edge resources, top-tier facilities and unparalleled student experiences for generations to come. To learn more about the campaign go to, **IT'S A JAX STATE OF MIND.**



For more information, visit:
www.jsu.edu



ABOUT THE JAX STATE ATHLETIC FOUNDATION

The **Jacksonville State Gamecocks compete in 18 NCAA Division I sports**, demonstrating a long-standing tradition of excellence and competitive success. Jax State joined Conference USA on July 1, 2023, elevating its football program to the Football Bowl Subdivision (FBS), the highest level of college football. Since the transition, the Gamecocks have continued to build on their championship legacy, earning multiple conference titles, NCAA postseason appearances and national recognition across various sports.

To further enhance the success of its athletic programs, Jax State launched the Jax State Athletics Foundation in November 2024. This **foundation serves as the primary fundraising and donor engagement arm**

for the University's athletic programs, providing critical financial support to ensure continued growth and success. The foundation plays a vital role in securing scholarships, facility upgrades and program enhancements, helping to position Jax State Athletics as a premier mid-major Division I program. As part of the "It's A Jax State of Mind" Campaign, one of the primary themes is winning championships with a goal of securing \$33 million for a new Football Performance Center, Indoor Practice Pavilion and increasing annual support for all athletic programs.

In December 2024, **Jax State also established the Jax State ERA (Excellence, Revenue and Administration) initiative**, designed to support student-athletes in the evolving landscape of college athletics.

Jax State ERA, the in-house Name, Image, and Likeness (NIL) operation, will focus on opportunities, career development and holistic athlete support, which ensures that Gamecock athletes are well-positioned for success both on and off the field. Through strategic partnerships, professional networking and financial education, this initiative helps student-athletes navigate the changing collegiate sports environment while maximizing their potential.

With a commitment to academic and athletic excellence, **Jax State continues to invest in the growth and development of its student-athletes**, ensuring that the Gamecock legacy remains strong in Conference USA and beyond.



ABOUT THE POSITION

Jacksonville State University invites applications and nominations for the position of Director of the Jax State Athletic Foundation beginning **no later than July 1st, 2025**.

Under the general direction of the Associate Vice President for Philanthropy and in collaboration with the Vice President of Athletics, the **Director Of The Jax State Athletic Foundation** leads a comprehensive development program to secure major gifts supporting athletic programs. This includes funding for operations, endowments and capital projects.

The Director is responsible for developing and executing a strategic plan to enhance engagement, commitment and philanthropic support from alumni, parents, friends and community partners. The role focuses on increasing annual unrestricted contributions, as well as capital and endowment gifts aligned with Athletics priorities. At least 60% of the position's responsibilities involve direct engagement with qualified prospects and donors for cultivation and solicitation. Employment in this role is contingent upon compliance with university policies, NCAA regulations and conference affiliation guidelines.



ESSENTIAL RESPONSIBILITIES

- Develops a detailed program-specific fundraising plan in coordination with the Associate Vice President for Philanthropy, outlining the organizational structure, volunteer duties needed, time schedules and method of operation
- Manages a caseload of no more than 100 major gift donors and prospects at the \$25,000+ level
- Executes strategies for identification, cultivation, solicitation and stewarding of major donors and key volunteers for Athletics and Academics
- Conducts prospect research and identification that will lead to the solicitation of individual major gifts
- Develops and keeps current a database of major gift prospects while executing strategies

to ensure that newly identified prospects are contacted in a timely manner

- Prepares and presents major gift proposals
- Cultivates and manages relationships with donors
- Develops support materials, presentations and correspondence for major gift requests
- Communicates progress toward development goals with the Associate Vice President for Philanthropy
- Provides leadership and support for major gift volunteers and solicitation committees
- Provides orientation and guidance to volunteers

- Encourages qualified prospects to consider the benefits of including JSU in their estate plans
- Monitors a timely system of gift acknowledgement, including the mailing of receipts, the advising of appropriate University officials and reporting to donors for memorials and similar projects
- Manages a team of athletic philanthropy officers to include Football, Men's Sports and Women's Sports
- Develops and manages the Jax State Athletic Foundation Advisory Board, which consists of former athletes from each sport
- Provides oversight and direction for the Jax State NIL ER
- Other duties as assigned



REQUIREMENTS

Knowledge of:

- University policies, rules and regulations
- Division/Department and University policies, procedures, functions and related regulations, as well as organizational relationships, mission, goals and expectations
- Database Management software (i.e. Blackbaud Raiser's Edge)
- Microsoft Office (Outlook, Word, Excel, and Power Point), Adobe Acrobat, and social media web platform
- NCAA rules as they apply to marketing athletics programs
- Financial management and fundraising, preferably in a higher education setting
- Corporate sponsorship and sales trends

Skills:

- Effective time management skills
- Strong analytical skills
- Aptitude for working with numbers and reconciling activity
- Organized, attentive to detail and customer-focused
- Excellent interpersonal skills
- Monitoring and assessment skills to help ensure necessary enhancements and/or corrective action is taken
- Active listening skills to help ensure the needs of all parties are considered and represented
- Quick thinking and solutions oriented

Ability to:

- Lead, supervise and evaluate employees
- Work and communicate effectively with diverse populations
- Use diplomacy and discretion when giving out information and referring callers and visitors
- Work independently and maintain confidentiality
- Meet schedules and deadlines related to the role
- Manage budgets
- Determine work priorities, plan and organize a variety of work duties, and delegate effectively to others
- Develop and maintain professional work relationships with administrators, co-workers, faculty, students and the general JSU community
- Make effective presentation to large and small groups
- Communicate orally and in writing, with co-workers, administrators, public officials, employees, national organizations and students from a variety of backgrounds
- Cultivate, develop and maintain sales relationships and partnership
- Gather and analyze information in order to make recommendations
- Work with minimum supervision and as part of a team
- Work successfully under deadlines and goals; manage multiple projects simultaneously and effectively, to exhibit energy and strong interpersonal skills in the accomplishment of goals



REQUIRED QUALIFICATIONS

- Bachelor's degree in marketing, public relations, communications or a related field
- Minimum five (5) years' experience in fundraising, sales, marketing and/or promotions
- Prior management experience

PREFERRED QUALIFICATIONS

- Two (2) to Four (4) years of management experience, preferably in a fundraising setting
- Master's Degree



ABOUT JACKSONVILLE, ALA.

Nestled in the foothills of the Appalachian Mountains in Northeast Alabama, Jacksonville is a charming small southern town with a historical past and promising future.

Once a centerpiece in the American Civil War, **Jacksonville is the epitome of peaceful, small-town life today,** complete with a

friendly, family-oriented atmosphere, beautiful historic churches, restored antebellum homes, unique Public Square, and safe, attractive neighborhoods. The city offers its **12,500 residents low cost of living, excellent education and healthcare,** abundant natural resources, as well as a plethora of cultural opportunities, including world-class museums

such as the Anniston Museum of Natural History and Berman Museum, historical sites, one-of-a-kind restaurants and specialty shops.

Historic structures grace Jacksonville, and many Civil War aficionados take particular interest in the city. One of the most sought-after attractions is the Gallant Pelham Statue and



grave located in Jacksonville City Cemetery. Additionally, the Jacksonville Train Depot in Calhoun County was built in 1860 but not used until 1868 because of the Civil War. It was restored and reopened in 2010 as a multi-use community facility and resting place for outdoor cycling enthusiasts enjoying the Chief Ladiga Trail.

The area's vast natural beauty has made it a recreational haven. **Surrounded by the foothills of the Appalachian Mountains & Talladega National Forest**, Jacksonville offers breathtaking scenery, as well as numerous outdoor activities including hiking, swimming, hunting, fishing, camping and biking. It's also a birding paradise, with the North Alabama Birding Trail encompassing 50 viewing sites in 11 counties.

Jacksonville is located halfway between Birmingham, Ala., and Atlanta near Interstate 20, providing easy access to major urban areas. Additionally, two federal highways (431, 78) and one state highway (21) run through the city, which is served by three airports: Anniston Regional in Anniston, Ala. (15 miles away); Birmingham-Shuttlesworth International in Birmingham, Ala. (60 miles away); and Hartsfield-Jackson International in Atlanta (80 miles away).

For more information, visit:
jacksonville-al.org
calhounchamber.com





To apply for this position, visit:

highereducationleadershipsearch.com/candidate-portal-form

To nominate someone for this position, e-mail:

nominations@highereducationleadershipsearch.com

Bill Meehan, Ed.D. will be assisting Jacksonville State University with the search. If you have questions or would like to have a confidential conversation about the position, call **256-239-2305** or e-mail:

billmeehan@highereducationleadershipsearch.com

Jacksonville State University is an Equal Opportunity Employer and specifically invites applications from women, minorities, veterans and people with disabilities.

Candidates for this position will be considered through **March 24th, 2025.**



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