



IMG Academies, located in Bradenton, Fla., is the world's largest and most advanced multi-sport training and education complex dedicated to developing the TOTAL ATHLETE. For more than 30 years, IMG Academies has helped countless youth, adult, collegiate and professional athletes reach their full potential in sport and life, by providing expert coaching, tailored programs and world-class facilities within an energetic environment across a 400-acre campus.

Today the campus attracts more than 20,000 athletes from 100 countries annually. The Academies consist of the IMG Bollettieri Tennis Academy, IMG Leadbetter Golf Academy, IMG Madden Football Academy, IMG Baseball, Basketball, Lacrosse and Soccer academies – all supported by the IMG Pendleton School and IMG Performance Institute's multi-faceted training disciplines.

**Job Title:** Director of Development

**FLSA Status:** Exempt

**Department:** Athletics

**Position Summary:** Responsible for the fundraising activities for IMG Academies. Provides donors, alumni and other key constituents with superior attention and service. Continuously seeks private fundraising opportunities to benefit IMG Academies.

**Position Responsibilities**

- Responsible for the strategic planning, organization, implementation and assessment of all aspects of development opportunities for IMG Academies, including scholarships, endowments, major gifts, campaigns, grants, planned giving, alumni association, special events and reunions
- Creates long-range development plans and updates them frequently
- Coordinates and develops all scholarship programs and major gifts, including donor research, stewardship and communication
- Continuously seeks and develops opportunities to increase private giving
- Plans and develops brochures, web pages and other publications related to development initiatives
- Coordinates with compliance staff the education of donors on NCAA regulations
- Plans and coordinates on-campus and off-campus development-related events
- Develops and coordinates alumni and donor databases
- Coordinates donor recognition related to events and publications
- Performs other related duties as assigned by the Vice President/Director of Athletics
- Adheres to all company policies, procedures and business ethic codes

**Knowledge, Skills and Ability**

- Bachelors Degree
- Successful fundraising experience
- Demonstrated belief in the educational value of athletics
- Extensive knowledge of high school, intercollegiate and professional sports
- Excellent written, verbal and interpersonal communication skills
- Ability to inspire and motivate groups and individuals
- Ability to balance competing priorities and complex situations
- Excellent computer skills and working knowledge of donor and alumni databases
- Desire to work collaboratively with colleagues

**Preferred Skills**

- Master's Degree
- Fundraising experience in an educational institution

IMGA Athletics: Director of Development (October 2011)



- Experience as a collegiate student-athlete
- Bilingual

**Physical Demands and Work Environment**

- Ability to lift, move, push and pull equipment or boxes in excess of 40lbs.
- Must be able to move around campus which includes gym, turf, fields, etc.
- Ability to work flexible hours to include nights, weekends and holidays is required