

# SEWANEE

THE UNIVERSITY OF THE SOUTH

**Director of Research/ Senior Analyst  
University Relations  
Exempt, Full-Time, Regular Appointment**

The University of the South seeks a Director of Research/Senior Analyst. The Director of Research/Senior Analyst will develop and implement objectives for strategic research and prospect development in support of fundraising goals, informing fundraising efforts with research on leadership and principal level prospects and serve as primary liaison to and researcher for the University Relations department.

The Director of Research/ Senior Analyst must have a Bachelor's degree and will need a minimum of 4-6 years in prospect/development research (or an equivalent amount of professional experience in an analytical, research, investigative, paralegal or similar role). Experience with analysis of alternative asset firms (hedge fund, private equity, venture capital) for determining personal worth and with valuations of private companies and stocks/option holdings strongly preferred. Experience with web-based research and database operations/usage required. The ideal candidate must possess strong analytical, interpretive and communication skills required to analyze complex materials found in multiple sources and effectively articulate result. The candidate must also be highly skilled formulating advanced online search strategies, have exemplary computer skills, be proficient with business terms, Wall Street/finance, and compensation practices. The candidate must also possess the ability to locate and analyze complex financial disclosures, possess a sound understanding of stock, stock splits, dividends, options, options vesting, and strike prices; The candidate must be able to prioritize and manage multiple assignments, consistently meet tight deadlines and be adept at working independently and collaboratively with people at all levels. Comprehension of fundraising fundamentals, goals, and the prospect giving cycle, along with attention to detail and commitment to accuracy is a must.

The University of the South comprises a highly-regarded College of Liberal Arts and Sciences and a distinguished School of Theology. It is an institution of the Episcopal Church that welcomes individuals of all backgrounds. It is located on a striking, 13,000-acre domain on Tennessee's Cumberland Plateau.

Eligibility for employment at the University is contingent upon satisfactory completion of a background screening. Salary and benefits will be commensurate with qualifications.

The selection process will begin immediately. Interested individuals should send a cover letter, resume, and the names, addresses and telephone numbers of three references to:

<https://www.sewanee.edu/site/j9UB9e/application>

Christy Owens  
Human Resources Coordinator  
931-598-1381  
[ctowens@sewanee.edu](mailto:ctowens@sewanee.edu)

***The University of the South is an Equal Opportunity Employer.  
Minorities and women are encouraged to apply.***