Stephen J. Evans

228 Pond View Ln, Fort Mill, SC 29715

sevans6@utk.edu

(703) 201-9933

OBJECTIVE

Advance UT Law School by obtaining the position of Senior Director of Development and leading a team of professionals to secure transformational philanthropic investments to accomplish the Law School's Strategic Priorities.

WORK EXPERIENCE

Chief Development Officer (Carolina Region) – University of Tennessee, Knoxville (Oct. 2011 – present)
Raised more than $12,600,000 in gift commitments to the University of Tennessee while leading the university's major gift program in a region of more than 13,000 alumni, friends and corporate partners.

- Average annual performance: $3,125,000 raised, 225 visits and 37 major gift proposals
- Led efforts to identify, cultivate, solicit and steward major gifts for 13 campus units
- Served as lead development officer on complex gifts involving faculty and staff from multiple colleges
- Worked with a diverse constituency of prospects facilitating meaningful, long term connections to UT
- Worked directly with Chancellor, Deans, Department Heads, Faculty and Senior Development Staff to develop proposals that address campus, college and department priorities
- Planned Development trips in the region for the Chancellor, Deans and Department Heads
- Assisted in successful recruitment of 13 board members across 7 different academic units
- Developed performance management tool adopted by regional development teams
- Experience with Endowments, Capital Gifts, Gifts In Kind, Planned Gifts, Donor Advised Funds and Securities.

Leadership Roles: *****Mentor for new staff members; *Member – Search Committee for Coordinator of Annual Giving; *Member - Talent Management Task Force and Chair – Sub-Committee on new employee orientation; *Member - Annual Giving & Alumni Relations Task Force

Senior Director of Alumni Development – Pi Kappa Phi Foundation (Dec. 2009 – Oct. 2011)
Raised $500,000 to support student leadership education and scholarships while overseeing Foundation operations.

- Led Annual Giving, Donor Research, Stewardship and Major Gift Programs
- Increased annual gifts and number of donors by more than 30%

Director of Alumni and Volunteer Services – Pi Kappa Phi Fraternity (May 2008 – Dec. 2009)
Led alumni relations program for more than 80,000 alumni including a comprehensive marketing and communications plan, regional and national alumni events and alumni chapter program

- Managed more than 60 alumni chapters
- Executed 80 regional alumni and 15 national alumni events
- Recruited, hired, trained and supervised all interns (about 1.5 full time equivalents)

Director of Volunteer Services – Pi Kappa Phi Fraternity (May 2006 – May 2008)
Increased alumni involvement by 20 percent and led volunteer management, identification, recruitment, training and support for local and national volunteers.

EDUCATION

- Master's in Business Administration - University of Tennessee, Martin (2016) (*anticipated*)
- B.S. Communications; Political Science Minor - University of Tennessee, Knoxville (2006)
- 70 hours of professional fundraising training and continuing education (2011 – 2015)

HONORS and VOLUNTEER EXPERIENCE

- Chairman, Alumni Engagement –Pi Kappa Phi National Strategic Planning Committee (2013-2014)
- President, President-Elect & Philanthropy Chair – Univ. of Tennessee Young Alumni Council (2008 – 2011)
- Eagle Scout

TECHNOLOGY SKILLS

- Proficient with Multiple Database Management Platforms, Donor Research Programs and MS Office