



IPTAY

Chief Executive Officer

About IPTAY

IPTAY – an acronym for “I Pay Ten A Year” – is the athletic fundraising organization for Clemson University and is widely regarded as one of the oldest and most successful booster clubs in the United States. Founded in 1934, IPTAY began with a simple goal: to provide financial stability to Clemson athletics at a time when resources were scarce. Its early supporters believed that even small, consistent contributions could make a meaningful impact, and that philosophy helped build a strong culture of loyalty among Clemson fans.

Over the decades, IPTAY has grown into a major force behind Clemson’s athletic success. The organization provides over \$80 million dollars annually to support scholarships, athletic facilities, and operational budgets for all Tiger sports. Its contributions have helped Clemson build nationally competitive programs, where IPTAY funding has supported stadium expansions, training complexes, and recruitment efforts. The organization also emphasizes the development of student-athletes, ensuring they receive academic support and resources to thrive both on and off the field.

Position Overview

Reporting to the Board of Directors, the Chief Executive Officer (CEO) is responsible for providing strategic leadership for IPTAY by working with the Board, Clemson Athletics, and other University leaders to establish long-range goals and strategic priorities. In addition to reporting to the Board of Directors of IPTAY, the CEO reports, within the Clemson enterprise, directly to the President of Clemson and the Board of Trustees of Clemson. Leading a team of fundraising professionals, IPTAY consistently raises over \$80 million annually in gifts and pledges through an annual fund, major gifts, and principal gifts from over 20,000 supporters. IPTAY strives to continue with scholarship, academic support, and capital project fundraising while growing recent success with unrestricted gifts to provide coaches with the flexibility to support their programs.

Duties and Responsibilities

The CEO has primary responsibility for the supervision of IPTAY staff and oversight of IPTAY operations. Specific duties include, but are not limited to:

- Leading the organization with the highest level of integrity and maintaining a dedication to teamwork and behavior consistent with the values of IPTAY and that promotes cooperation and builds trust amongst the various IPTAY constituents.
- Understanding of and commitment to achievement of goals, values, and mission of IPTAY, including responsibility for growth and development of membership, philanthropic activity, and brand development.
- Recruiting, developing, managing, and holding accountable high-performing development and support teams.

- Fostering a collaborative, results-driven environment that encourages professional growth and supports university-wide initiatives.
- Soliciting transformational gifts from a group of impactful donors in an individual portfolio.
- Leading efforts to secure major gifts and overseeing the cultivation, solicitation, and stewardship of individual and corporate donors in partnership with university advancement and Clemson Ventures.
- Utilizing data analytics to assess donor trends and improve campaign performance. Tracking key metrics and reporting regularly on progress toward fundraising goals.
- Providing timely information to the Board about key issues for discussion, analysis, and decision making that allows the Board to set the agenda for the organization.
- Ability to cast and communicate vision, mission, and strategy internally, across campus, to IPTAY membership and other external constituencies.

Qualifications

- A bachelor's degree is required; advanced degree is preferred.
- Previous decision-making or executive experience in fundraising, philanthropy, college athletics, and/or similar industries or fields.
- A proven ability to lead, mentor, and manage a team, drive strategic initiatives, and achieve financial goals.
- Exceptional interpersonal skills with the capacity to interact with a broad range of stakeholders and business partners, both internally and externally.
- Demonstrated knowledge of and familiarity with issues relating to the ever-changing landscape of intercollegiate athletics.
- Strong strategic and analytical thinking skills, with the ability to develop and implement innovative fundraising solutions.
- A track record of compliance with all regulations and policies for philanthropic organizations and good working knowledge of guidelines and regulations affecting and governing college athletics.
- Adherence to high moral principles including honesty, loyalty, and integrity.
- Proficient in financial management as it pertains to goal setting, revenue forecasting, and budget oversight.
- Exceptional verbal and written communication skills, with an ability to articulate a compelling case for support.

Application Process

IPTAY invites nominations and applications or expressions of interest to be submitted to the search firm assisting IPTAY. Applications should include a cover letter, current resume or curriculum vitae, and a list of professional references. For full consideration, application materials should be submitted to Parker Executive Search's [website](#) by **January 30, 2026**. Confidential review of materials will begin immediately and continue until the appointment is made.

For additional information, please contact:

Daniel Parker, Vice President and Managing Director

Grant Higgison, Principal

Gray McGee, Associate

danielparker@parkersearch.com | ghiggison@parkersearch.com | gmcgee@parkersearch.com

Parker Executive Search

770-804-1996 ext. 116 | 770-804-1996 ext. 118 | 770-804-1996 ext. 132

IPTAY is an Equal Employment Opportunity employer.