

Oakland University
Vice President for University Advancement

Oakland University in Rochester, Michigan announces a search for a Vice President for University Advancement. Oakland University is recognized as a student-centered doctoral research institution with a global perspective. Established in 1957, the University enrolls approximately 20,000 students, has more than 110,000 alumni, and offers more than 250 degree and certificate programs.

The new Vice President will join Oakland University at an exciting time. President Ora Pescovitz, appointed July 1, 2017, is engaging all constituencies of the University in its strategic plan to guide the institution's continuing forward progress. The successful candidate will have a unique opportunity to join a leadership team committed to ensuring the next era of excellence and achievement in advancement and alumni engagement in support of the University's strategic vision, aspirations, goals, and programs.

Position Description

Oakland University seeks an experienced professional to lead and coordinate the University's strategy in advancement. Under the direction of the President, this individual will bear the responsibility for performance management and organizing, executing, reporting and evaluating all University fundraising initiatives, such as the annual fund, major gifts, planned giving and special purpose fundraising and comprehensive fundraising initiatives.

Reporting to the President, the Vice President for University Advancement will be the University's chief advancement officer, and will develop and implement a comprehensive advancement program for the University that includes an operating plan with targeted priorities, annual goals, and strategies for fundraising and engagement that will expand the University's visibility and importance among targeted philanthropic constituencies. The Vice President for University Advancement will serve as the primary strategist for all University fundraising activities, and work closely with the President, Provost, Deans and Directors to appropriately balance centralized and decentralized operations to ensure that the goals of the University are met, and that individual units are successful in both the short and long terms. Concentrating on both campus-wide priorities and needs that fall outside individual units, the Vice President for University Advancement will provide direction for the entire University's advancement operation.

The Vice President for University Advancement will lead dynamic development and engagement teams that understand the importance and urgency of exceeding expectations for raising funds from alumni, friends, corporations, foundations and other organizations needed to achieve University goals. He/she will also actively manage a portfolio of major and principal gift prospects and donors by personally participating in their cultivation, solicitation, stewardship and retention, and will articulate the case for support for the University's priorities as well as coordinate and leverage the efforts of the college, schools and other academic units. He/she will also plan and manage alumni programs and activities to impact alumni engagement and alumni fundraising.

Accomplishing this ambitious task will require an advancement professional of considerable skill and expertise. The successful candidate must be a visionary leader capable of harnessing the momentum and excitement of others, effectively engaging the time and talents of all stakeholders, and be a superior strategist and relationship builder able to inspire a high level of initiative, creativity and passion. The successful candidate will also have a strong personal resonance for the intellectual environment of a teaching and research university, its faculty, students and staff. The successful candidate should possess a minimum of ten years of successful, progressively responsible managerial

experience in an advancement discipline, along with substantive and successful experience creating collaborative opportunities between advancement, alumni engagement, and the campus community. Strong leadership experience in the successful completion of comprehensive fundraising campaigns of considerable scope and complexity that secured transformational gifts from new sources is desired. Along with a demonstrated ability to plan, execute and successfully close significant major and principal gifts and building long-term donor relationships, the successful candidate must have a proven track record of mentoring effectively across an organization, including working collaboratively with unit leaders to enhance their fundraising efforts. This position requires an individual with exceptional problem solving abilities and people skills, a proven track record of executing plans and strategies, successful change management experience, and experience with budget preparation, planning and resource management. The successful candidate must possess honesty, integrity, enthusiasm, perspective, and a strong work ethic supported by commitment and follow-through, and a demonstrated ability to communicate clearly and effectively both in writing and orally. Graduation from an accredited college or university with an advanced degree or training and work experience at a level commensurate to an advanced degree is required. Certified Fund Raising Executive credentials are strongly preferred. Travel and ability to work weekends and evenings when necessary is required. Salary is commensurate with the qualifications of the successful candidate.

Review of applications will begin on November 27, 2017. To apply, visit <https://jobs.oakland.edu>