

Vice President for University Advancement

Leadership Profile

University Overview

Founded in 1886, John Carroll University is a private, co-educational, Jesuit Catholic university focused on programs in liberal arts, sciences, and business. The university is located on a beautiful 60-acre campus in University Heights, a suburb of Cleveland, Ohio. John Carroll University's College of Arts and Sciences and the John and Mary Jo Boler College of Business support a talented full-time faculty of 164, approximately 300 full-time staff, 2700 undergraduate students, and 700 graduate students.

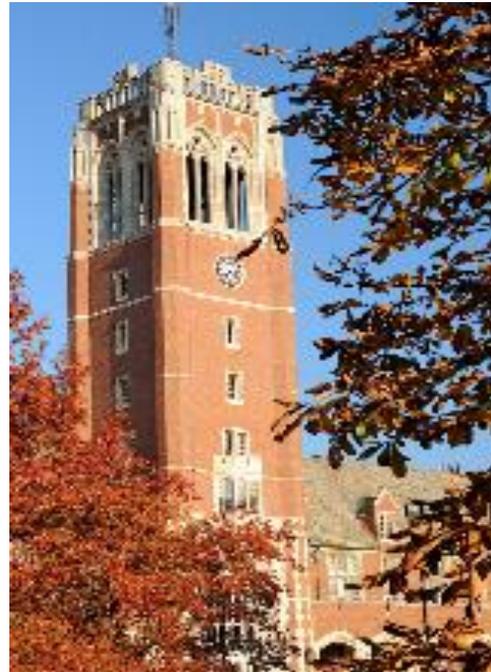
John Carroll inspires individuals to excel in learning, leadership, and service in the region and in the world.

The Opportunity

John Carroll University seeks an outstanding leader to serve as its next Vice President for University Advancement (VPUA). The mission of University Advancement is to advance John Carroll University's resources and reputation through relationship building, strategic communications, and providing outstanding service to all of our clients and constituents. The University Advancement Division is responsible for managing the institution's long-term reputation, building relationships, and securing the resources needed in support of John Carroll University's Jesuit Catholic mission.

John Carroll University's promise is to develop the intellect, character, leadership, and service potential of every single one of our students so they will become the thought leaders, change agents, community builders, and ethical thinkers needed for the future. The selected candidate reflect Jesuit values with outstanding skills to promote the vision, mission, and achievement of the strategic goals of the institution.

The VPUA is functionally responsible for alumni relations, philanthropic development and fundraising, the annual fund, corporate and foundation relations, advancement services, and government and community relations.





The Role of the Vice President for University Advancement

The Vice President for University Advancement is the chief advancement officer for the University and advises the President and the Board on all matters pertaining to the management and operations of development, alumni relations, advancement services, and community and government relations. This includes oversight of all policies and programs related to major and planned giving, annual giving, special campaign, alumni and parent engagement events and online activities, the alumni magazine and the alumni medal awards, donor stewardship and annual donor reports, and serving as the chief fundraiser for the institution along with the President.

The VPUA is a member of the Senior Leadership Team (SLT), which also includes of the provost and academic vice president, the vice president for finance and administration, the vice president of enrollment management, the special assistant to the president, the vice president for mission and identity, the vice president of diversity, equity, and inclusion, the vice president for student affairs, the assistant vice president of human resources, the assistant vice president of marketing and communications, the senior director for athletics, and the general counsel. The VPUA will work with the SLT and other University leaders to develop and implement institutional advancement strategies in accordance with the University's strategic plan.

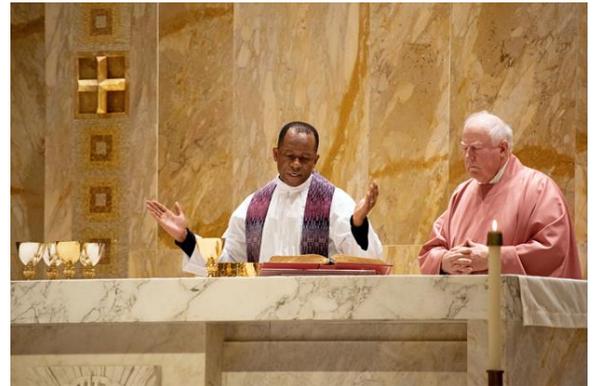
Key Duties and Responsibilities

- Establish and implement strategic and operational goals for all philanthropic programs including the annual giving, major gifts, endowment funding and planned giving.
- Coordinate strategies for identification, cultivation, solicitation and stewardship of donors and prospects.
- Work closely with the President in all phases of advancement and campaign leadership activities.
- Work closely with the Board of Directors and specific committees of the board including the Advancement Committee and the Corporate Governance & Nominating Committee.
- Prepare and execute comprehensive capital campaigns.
- Utilize best practices in annual, major, and planned gift programs to meet fundraising goals.

- Maintain a dynamic portfolio of principal gift level prospects.
- Work with Athletics and the academic deans or department chairs to develop strategic and operational goals for major gift funding.
- Develop annual budget recommendations.
- Ensure the operation of the division, which includes 24 staff, meets the needs of the University.
- Serve as an exemplary advocate for the university in the community, religious organizations, businesses, and corporate partners.
- Actively build relationships with the community that closely link the community with the university.

Collaboration

Academic Affairs and Faculty: Collaboration and transparency with the academic leadership including the provost and academic vice president, academic deans, faculty council, academic department chairs, and other faculty are essential in order to fully realize and enhance the academic mission. Communication across the campus on philanthropic development and revenue growth opportunities is important to our success.



Enrollment: As a tuition-driven institution with institutional funds being the principal source of student financial aid, the VPA must work closely with the enrollment division to achieve division goals for class sizes and retention. John Carroll University supports a robust, need-based awarding strategy aligned with its mission while also managing merit-based scholarships to attract a more diverse and academically superior student body.

Student Experience: In order to maximize students' campus experiences, the university sponsors twenty-three NCAA Division III varsity sports, an athletics and recreation facility and program, student activities, counseling and health centers, career services, student diversity and inclusion, campus police, student orientation, and food service. The VPUA works collaboratively to leverage relationships to support our efforts.

Mission and Identity: As a Jesuit Catholic university, John Carroll welcomes students, faculty, and staff from all faith traditions. Together, we inspire individuals to excel in learning, leadership and service in the region and in the world. The vice president for mission and identity helps lead the campus in understanding and supporting its Jesuit Catholic identity and works closely with the other vice presidents to ensure that the mission inspires and animates all JCU does. Funded through operating and endowed budgets, the mission office and campus ministry support faith programs and justice education in collaboration with other offices and endowed programs.

Board of Directors: The Board of Directors is the governing body of John Carroll University, with responsibility for advancing the university's mission and providing oversight and overall stewardship of its resources. The Board of Directors is comprised of alumni and friends of the university and includes several committees with responsibilities relating to specific areas. The Board of Directors meets regularly throughout the year, typically in September, December, March, and May. A link to committee members and governing documents can be found here: <http://sites.jcu.edu/boardofdirectors/> The VPUA staffs the Advancement Committee of the board.



Leadership Opportunities and Goals

Year One Critical Success Factors:

- Working with the president, develop a plan for a seamless transition as viewed by faculty, staff, students, board of directors, direct reports, academic leaders, and other key constituents.
- Grasp the culture and current challenges of JCU related to advancement and alumni relations.
- Proactively establish a professional relationship with each member of the senior leadership team.
- Ensure an operation that is fully committed to ethnic, gender, and cultural diversity, access to a quality education for all qualified learners, and an inclusive, welcoming environment that values a diverse faculty and staff.
- Outline and maintain a streamlined and transparent routine of processes and procedures that welcomes and encourages open dialogue and communication. Be focused on results, decisions and next steps forward to improve performance.

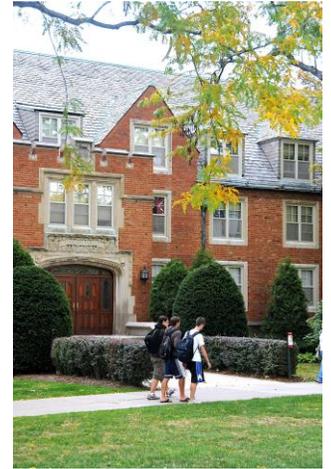
Long Term Critical Success Factors:

- Ensure the university's advancement division is flexible, accountable, and in alignment with the strategic plan.
- Develop and lead the university's capital campaigns.

Qualities and Qualifications

Experience and Qualifications

The VPUA will be an innovative, experienced advancement leader with superior and proven analytical, communication, and interpersonal skills. Professional experience should include ten or more years of progressive experience in fundraising with exposure to all aspects of development, but with specific emphasis on major and planned gifts. Experience in an academic setting is preferred, but not required. The successful candidate will be a strong leader of people and processes, with the capacity to oversee the varied and diverse functions in the university advancement departments. We are looking for a leader with a proven track record of success in gift cultivation and campaign success. The ideal candidate will be a creative, energetic self-starter with a broad institutional perspective, demonstrably effective staff management, and administrative experience who exudes a clear vision of the future.



The ideal candidate will have a bachelor's degree and ten or more years of progressive experience in fundraising with exposure to all aspects of development, but with specific emphasis on major and planned gifts. Strong leadership ability, effective interpersonal skills, and a track record of achievement of goals are essential qualifications for this role.

Other qualifications include:

- Strong interpersonal and communication skills, both written and verbal
- Working knowledge of the principles and practices of a centralized development program in a private university.
- Articulate and persuasive presenter to large and small groups
- Ability to balance multiple priorities in a fast-paced organization
- Enthusiastic commitment to advancing the University's mission and support for its Jesuit Catholic roots
- Interest in understanding and supporting John Carroll's mission to inspire individuals to excel in learning, leadership, and service in the region and in the world.
- Knowledge of technology and commitment to its use in prospect management, research and information systems
- Highest level of integrity, initiative, creativity, and energy

John Carroll University Statement of Diversity

In keeping with our Jesuit mission of fostering inclusion, compassion, and respect, John Carroll University commits to a welcoming climate in which all can live more fully a 'faith that does justice' through genuine encounter, solidarity, and care for the whole person.

We welcome individuals of all identities and experiences including, but not limited to, age, (dis)ability, ethnicity, gender identity or expression, nationality, race, religion or spiritual

affiliation, sex, sexual orientation, socioeconomic background, veteran status, and other forms of human difference.

We seek to enable all members of the John Carroll community to fully realize their potential in an environment that recognizes both the distinctiveness of each person's experience and the common humanity that unites us all.

Our pursuit of inclusive excellence embraces the richness of ideas and experiences that each person brings to the University, taking full advantage of everyone's talents, skills, and perspectives. We seek to reflect and respect all dimensions of diversity in our leadership; our recruitment, retention, and employment practices; our curriculum, co-curriculum, and training programs; and in our climate across all campus activities.

As a Jesuit Catholic University, we respect the dignity of the human person and expect all members of our community to do the same by honoring the values expressed here and by demonstrating a genuine willingness to move from an awareness and tolerance of difference towards empathy, acceptance, and advancement.

About the President

President Alan R. Miciak, Ph.D.

Dr. Alan Miciak became President of John Carroll University on June 1, 2021. Prior to his appointment, Dr. Miciak led the John M. and Mary Jo Boler College of Business at John Carroll University as Dean.

Under Dr. Miciak's leadership, the Boler College of Business developed new programs and facilities and led the successful Inspired Lives capital campaign for the college. He also led an effort to increase engagement with regional employers and to connect students' academic success with the future of work.



More information about President Miciak's vision and goals can be found at <https://jcu.edu/president>

Procedures for Candidates

Nominations and questions about the opportunity are invited by contacting Paul Hulseman, Special Assistant to the President, at phulseman@jcu.edu.

Interested applicants will fill out an application and upload a personal curriculum vitae/resume and a cover letter. Review of applications will begin immediately. Please visit our website via this link to apply: <https://jcu.peopleadmin.com/postings/2517>