DEERFIELD ASSOCIATES is conducting a national search on behalf of the University of New Haven, located in West Haven, Connecticut, for a Vice President for Advancement.

University of New Haven

The University of New Haven, founded on the Yale campus in 1920, is a private, coeducational university that has been recognized by The Princeton Review and U.S. News & World Report for academic excellence. Located between New York City and Boston in the shoreline city of West Haven, the University is a diverse and vibrant community of nearly 7,000 students from across the globe.

Within the University of New Haven’s colleges and schools, students immerse themselves in a transformative, career-focused education across engineering, health sciences and healthcare, business, law enforcement and public service, the liberal arts and sciences, and the fine arts.

More than 100 academic programs are offered, all grounded in a longstanding commitment to collaborative, interdisciplinary, project-based learning.

The University of New Haven ranks among the top universities in the Northeast and boasts nationally ranked programs in a number of majors across business, criminal justice, health sciences, engineering, cybersecurity, forensic science, and the liberal arts and sciences.

Here, the experience of learning is both personal and pragmatic, guided by a distinguished faculty who care deeply about individual student success. As leaders in their fields, faculty members provide the inspiration and recognition needed for students to fulfill their potential and succeed at whatever they choose to do.

Under the leadership of President Steven H. Kaplan, who was named the sixth president in 2004, the University has experienced significant growth — both in enrollment and in the expansion of the University’s West Haven campus. Full-time undergraduate enrollment has more than doubled, and first-year applications have nearly quadrupled.

Over the last decade, the University has completed more than $300 million in major capital projects while launching 26 new academic programs. The University has also added campuses in Tuscany, Italy, and Orange, Conn.

For more background on the University of New Haven please visit: www.newhaven.edu

The University of New Haven: Campus tour given by students and an overview message from President Steve Kaplan
Vice President for Advancement

The University of New Haven seeks a high-profile, experienced and dynamic advancement professional to be responsible for guiding and leading the strategic and tactical efforts of the University Advancement. This is an excellent opportunity for the right advancement professional who wants to have an impact on a most important mission. The position serves on the senior management team and, through the representation and communication of the University’s image, leads a cohesive effort to build sources of revenue and support. The Vice President is responsible for overseeing the University's comprehensive fund-raising programs and the offices of alumni relations and special events.

The President of the university values a highly respected and accomplished advancement professional who can excel both as a superb front-line fund-raiser and in the leadership of the advancement office. The ability to build relationships, cultivate, ask and close both 6- and 7-figure gifts is important. The new hire will also be expected to continue to create a culture of philanthropy among the university's loyal alumni, parents and friends.

The successful candidate will have the ability to translate strategic intent into effective friend and fundraising efforts. The candidate of choice will have the proven ability to create and guide development and alumni relations efforts that incorporate best practices in stewardship. We seek a front-line development professional who excels in promoting positive donor relations including frequent and high quality contacts with high level donors. The Vice President will work closely with the President and the senior administrative and academic staff, and will have the proven ability to build a broad base of alumni and non-alumni support for both unrestricted and restricted gifts to annual, special, and capital fundraising priorities. The Vice President will assume responsibility for a comprehensive campaign in progress and work closely with the President and Board of Governors in adjusting the campaign’s strategies and execution, as necessary, and leading the campaign towards and into its public phase and successful conclusion.

A Bachelor’s degree is required as well as a successful track record of fundraising and management within a complex organization, preferably in an educational setting. Experience with campaign planning and execution are necessary. 10+ years’ experience and accomplishment with the front-line solicitation of major and principal gifts, management and leadership of a successful alumni and annual fund office, and a track record of engaged stewardship are all necessary. Experience and knowledge of strategic campaign management, annual and planned giving programs, corporate and foundation relations, alumni relations and prospect management is required. Significant budget, personnel and staff management experience is essential. The new Vice President should be able to mentor, inspire and motivate colleagues across the University, including those that report directly and indirectly within the Advancement Division. Excellent interpersonal communication and team building skills are necessary. The ability to understand and enthusiastically articulate the University of New Haven’s mission and the undergraduate and graduate level programs is essential. A sense of leadership and an orientation to excellence and continuous improvement are all highly valued.
Vice President for Advancement  
University of New Haven

Position Responsibilities

The Vice President for Advancement reports directly to the President and is responsible for leading and managing all aspects of a comprehensive advancement program including establishing, planning and implementing an advancement vision for fund-raising, communications, and constituent relations. The Vice President for Advancement serves as the liaison to the Board of Governors’ Advancement and Development Committee and as an advisor to the President on matters affecting the University’s advancement program. Primary responsibilities and relationships with others in the University are outlined below.

Core Duties:

- Craft a vision for the advancement program appropriate to the institution and its strategic plan.
- Serves as a senior management member of the University’s leadership team, focusing on the advancement of institutional goals and objectives.
- Prepare, with the assistance of other program directors, an annual plan for advancement which includes goals, action plans, means of accountability and a budget.
- Develop and maintain a five-year plan for the advancement program which is updated annually.
- Direct, and have the principle responsibility for, the advancement program’s major gifts initiatives. Identify, cultivate and solicit an individual portfolio of major gifts. Support and service the President, the Board of Governors’ Advancement Committee and other key volunteers in their major gifts roles.
- Direct the University’s major gifts officers and staff.
- Collaborates with the major gift and annual fund staff to be sure that the team has the training and necessary skills to maximize time and efficiency in cultivating top prospects, identifying new prospects and developing an ongoing program of major gift fundraising.
- Direct the organization and management of the comprehensive advancement program through supervision of advancement staff.
- Work closely with the Board of Governors both through the Advancement and Development Committee and by providing support for individual Board members who are assigned to major gift prospects for the purpose of cultivation and solicitation.
- Responsible for advising the President on all issues pertaining to the advancement program, as well as the leadership gift prospects best serviced by him.
- Provides strategic direction and creative thinking for the annual giving program and alumni relations program as related to the University’s strategic plan goals to increase alumni participation and increase support for budgeted operations.
The University of New Haven seeks the following educational, professional experiences and personal qualities in the new Vice President for Advancement.

- 10+ years of progressive leadership experience managing a complex environment responsible for revenue generation, operations, budget, and large numbers of advancement professionals preferably in education.
- Significant experience in the fundraising and development arena preferred.
- Bachelor’s degree required, and a Master’s degree preferred, both from a recognized and accredited college or university.
- Ability to engage, interact effectively with and earn the respect of all the constituencies of the University community: the President, the administration, staff, faculty, students, corporate and foundation trustees, alumni/ae, parents, and friends of the University.
- A sophisticated advancement professional who possesses superb front-line fundraising skills.
- Demonstrated ability to lead, motivate and inspire Alumni and Advancement staff.
- Proven track record of success in soliciting major gifts from individual prospects.
- Experience working in a multi-year comprehensive campaign environment that includes thoughtful interaction with high-level fundraising volunteers.
- Ability to identify, cultivate, solicit and close major gift prospects, planned gift and annual fund leadership prospects. Knowledge of and experience with planned giving vehicles and tax codes.
- An orientation toward results and an ability to work in a team-oriented environment.
- Strong organizational, interpersonal, writing and communication skills required.
- Travel regularly to cultivate relationships and solicit gifts from major donors as well as attend special events on and off campus with the President of the University.
- Ability to synthesize and articulate the priorities of the University and match them with the values and interests of individual prospects.
- Possess intellectual skills necessary to articulate institutional needs to various constituencies and to talk broadly about higher education and the world today.
- Excellent communication skills, both oral and written. Ability to address various-sized groups.
- Knowledge and experience in prospect tracking, stewardship and reporting procedures and all aspects of annual giving programs.
- A high level of ethical standards, integrity, concern for confidentiality.
- Knowledge and experience with successful major gift and planned giving solicitation for alumni/ae, parents and friends of a higher educational institution.
- The ability to embrace and leverage technology to advancement the University Advancement initiatives.
Since becoming the sixth president of the University of New Haven in 2004, Steven H. Kaplan, Ph.D., has created a bold vision for the University, leading it through a period of remarkable growth and development.

Under his leadership, enrollment has grown more than 65 percent to nearly 7,000 undergraduate and graduate students, hailing from 47 states and some 59 countries. Full-time undergraduate enrollment has more than doubled, and first-year applications have quadrupled. Over the last decade alone, the University has completed $300 million in construction projects and has launched 26 new academic programs.

In 2016, Dr. Kaplan spearheaded the creation of The Charger Challenge: The Campaign for the University of New Haven. Launched as a precursor to the University’s historic centennial in 2020, The Charger Challenge endeavored to raise $100 million to help shape the University’s next 100 years. The centerpiece of the comprehensive campaign is the new Bergami Center for Science, Technology, and Innovation, a state-of-the-art academic facility.

On April 2, 2019, the University announced that the campaign had exceeded its original goal more than 18 months before the conclusion of its centennial year. President Kaplan increased the goal to $120 million by the end of 2020. In early 2020, the new goal of $120 million was surpassed. In total, the campaign raised $167 million, including $32 million in grants and contracts.
In 2015, in recognition of his many achievements, Dr. Kaplan was presented with the Chief Executive Leadership Award by the Council for Advancement and Support of Education (CASE) District I. He also was named "Businessman of the Year" by Business New Haven magazine in 2008.

In 2011, Dr. Kaplan was awarded the William M. Burke Presidential Award for Experiential Education by the National Society for Experiential Education. The award recognizes his efforts to make the University a national leader in experiential education, requiring every undergraduate student to complete an internship, an academic service learning experience, international study, or a faculty-mentored research project before graduation.

Previously, Dr. Kaplan was chancellor and professor of English at the University of Virginia's College at Wise, the only four-year branch campus of the University of Virginia and one of the nation’s best public colleges, according to U.S. News & World Report.

Equal Opportunity Statements

The University of New Haven is committed to achieving a diverse and pluralistic community that reflects the multiracial and culturally diverse society in the United States through strict non-discrimination in admissions, educational programs and employment. The commitment to Affirmative Action is also a commitment to be proactive in the continuing effort to diversify the faculty, staff and the student body at the University. The University will base decisions on employment so as to further the principle of equal employment opportunity.

University of New Haven Diversity, Equity, Inclusion, and Belonging Vision

The University of New Haven is a diverse institution that celebrates, respects, and values individuals of all social identities. We believe that as members of the university community, our socio-cultural differences ignite intellectual growth and foster a culture of understanding that embraces our ever-changing society.

The University of New Haven is an Equal Opportunity, Affirmative Action Employer
Search Description

Vice President for Advancement
University of New Haven

Contact Information

To explore this superb career opportunity on a highly confidential basis, please send your resume, letter of interest and list of 4 references (which will only be contacted if mutual interest is determined) to:

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