



Executive Director of Development

Lock Haven University—a leading institution within Pennsylvania’s State System of Higher Education—seeks an experienced and donor-centric fundraiser as its next **Executive Director of Development**.

The Position: As Lock Haven University (LHU) celebrates its 150th anniversary year, a seasoned and successful fundraising leader is needed in the role of Executive Director of Development. The Executive Director is charged with building and overseeing all development activities and will articulate high-profile fundraising initiatives to Lock Haven University’s most capable donors through highly collaborative relationships. The Executive Director will bring vision and experience to this role and serve as a front-line fundraiser responsible for managing relationships with and soliciting major gifts from prospects and donors on behalf of Lock Haven University. Reporting directly to the Vice President for University Advancement, the Executive Director will work with University leadership and across University departments to generate significant philanthropic support from individual donors, alumni, parents, corporations, and other friends of the University who have the capacity to invest in the students and mission of LHU. The Executive Director will play a critical role in the design and development of the University’s next comprehensive campaign. This position will supervise additional fundraising staff and will serve as a key member of the University’s Advancement team.

University Advancement works closely with the Lock Haven University Foundation, a separate 501(c)(3), whose mission is to manage resources for the benefit of Lock Haven University and its students. The LHU Foundation administers more than 350 individually named scholarships. The Foundation’s endowment totals nearly \$13 million, and overall Foundation assets total more than \$30 million. In the 2018-19 fiscal year, nearly \$700,000 in scholarships & aid were distributed to over 470 students. To learn more about the Foundation, please visit <https://www.lhufoundation.org>.

Qualifications: The Executive Director of Development will have demonstrated achievement in securing major gifts; an outgoing, independent, and adaptable personality with the capability to interact successfully and confidently with a wide range of constituents; strong ability to manage relationships; knowledge of principles and techniques of development/fundraising; creativity in planning cultivation strategies to engage prospects; effective communication and negotiation skills; superior verbal and written communication skills; and ability to maintain good interpersonal relationships. Knowledge of, or interest in, planned giving will be helpful. S/he will have significant, demonstrated experience in higher education or non-profit development, including work achieving success with corporate and foundation relations and strategic partnerships. The successful candidate will exhibit experience working within a campaign environment. A bachelor’s degree is required, with a master’s degree preferred.

The Institution: Since its founding in 1870 as Central State Normal School, Lock Haven University, one of 14 institutions in Pennsylvania’s State System of Higher Education, has been a leader in public higher education. Long-recognized for its academic rigor and its excellence in teacher preparation, “The Haven” now offers a full array of 60 degree programs, including 49 undergraduate majors and certifications, 47 minors, and eight graduate programs, on its attractive 175-acre main campus and its branch campus in Clearfield, PA. More than 3,200 undergraduate students and nearly 350 graduate learners enroll annually, and the University employs 280 staff members and 219 full-time faculty, of whom 83% hold earned doctorates. All courses are taught by faculty, and the student-faculty ratio is 18:1. Fully accredited as a University and holding prestigious discipline-specific accreditations for many of its programs, LHU is respected throughout the Commonwealth for its commitment to international learning and friendship through the LHU Institute for International Studies, a study abroad and exchange program. The University ranked first among Pennsylvania State System universities in the 2017-18 academic year for performance outcomes in the areas of student success, comprehensive access to opportunity, and stewardship of PASSHE and Commonwealth resources. In 2017-18, private giving exceeded \$1.5 million. To learn more about the University, please visit <https://www.lockhaven.edu>.

Location: Lock Haven University’s main campus is located on the West Branch of the Susquehanna River in the scenic mountains of central Pennsylvania. The historic town of Lock Haven is home to approximately 10,000 residents and boasts a vital downtown with tree-lined streets and beautiful Victorian homes in a safe and quiet environment. The University and local Millbrook Playhouse offer many cultural amenities. Experiencing four distinct seasons, the Susquehanna Valley region offers numerous, year-round outdoor activities, including hiking, camping, fishing, hunting, kayaking, photography, skiing, and sightseeing. Lock Haven is located within 30 miles of the diverse, small city of Williamsport (home of the Little League World Series) and the quintessential college town of State College (Penn State University). Central Pennsylvania combines the luxury and cost of living of a rural lifestyle with easy access to urban environments. Lock Haven is four hours from Baltimore, New York City, Philadelphia, Pittsburgh, and Washington, DC.

Application: Interested candidates should submit a cover letter and resume through Lock Haven University’s job portal at: <https://jobs.lhup.edu/postings/5204>. The search process is confidential until public on-campus interviews, and candidates progressing to public stages of the search will be notified before reference calls begin. The review of candidates will take place as candidate materials arrive.

Lock Haven University is profoundly dedicated to cultural diversity and supports the integration of diverse and international perspectives within the working and learning environment. Lock Haven University is an equal opportunity/affirmative action employer and encourages applications from people of color, women, veterans, and persons with disabilities.



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