



Senior Director of Development

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

The Position: Reporting to the new Vice President for University Advancement, the Senior Director of Development serves as a front-line fundraiser and is responsible for managing relationships with and soliciting major gifts from prospects and donors on behalf of Lock Haven University. This position will supervise additional fundraising staff; will serve as a key member of the University’s Advancement team; and will be responsible for identifying, qualifying, cultivating, soliciting, and stewarding prospects and donors typically with the capacity to make major gifts of \$25,000 and above. In this role, the Senior Director of Development will generate significant philanthropic support from individual donors, alumni, parents, corporations, and other friends of the University who have the capacity to support the priorities of the University at a major-gift level. The Senior Director of Development will work collaboratively across all University departments to promote priorities that serve the mission and students of LHU. S/he will create and manage a comprehensive program approach to raising funds for University priorities.

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 \$12 million, and overall Foundation assets total more than \$30 million. In the 2017-18 fiscal year, nearly \$850,000 in scholarships & aid were distributed to over 550 students. To learn more about the Foundation, please visit <https://www.lhufoundation.org>.

Qualifications: The Senior 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 vehicles that include assets such as securities, insurance, real estate, trusts, bequests, and business and personal property 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 with all phases of fundraising campaigns. 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 3,400 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/4889>. 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.



www.rpainc.org