



## Vice President for University Advancement

The **Lock Haven University**—a leading institution within Pennsylvania’s State System of Higher Education—seeks a passionate, experienced, and successful advancement and administrative professional as its next **Vice President for University Advancement**.

**The Position:** Reporting to the University President and working closely with the Foundation Board of Directors, the Vice President serves as the Chief Advancement Officer and directs a dedicated team in the areas of alumni relations, development, marketing, communications, and sports information. The Vice President serves as a member of the President’s Executive Staff and Administrative Council, working with senior administrative leaders and deans to advance the mission and strategic goals of the University and provide leadership as a senior campus administrator. Developing and executing fundraising plans, the Vice President sets the direction for the University’s development programs, including annual gifts, major gifts, corporate and foundation gifts, planned gifts, donor relations, alumni relations, as well as research and prospect management—including designing and implementing ongoing and future campaigns. The Vice President directs and coordinates strategies for internal and external communications, public relations, and marketing within Institutional Advancement and strategically across other divisions of the University, including recruitment, social media, sports information, and other institutional-wide marketing efforts. The Vice President represents the University to a broad range of constituencies, including Foundation Board of Directors, Alumni Association Board of Directors, Parents Council, faculty and staff, government officials, and other groups as appropriate.

**Qualifications:** The successful candidate will have significant professional advancement experience in higher education organizations and should possess the demonstrated ability to provide management oversight, organizational efficiency, program administration, a strong sense of financial accountability, and management of resources with prudence and efficiency. A thorough knowledge of fundraising programs, ranging from annual giving, major and principal gifts, corporate and foundation relations, and planned giving will be key. The new Vice President must possess knowledge of effective communication, marketing, and engagement strategies. Superior communication skills, the ability to write and speak clearly and effectively, and the ability to build relationships and rapport with a wide range of individuals are imperative. A substantial track record of cultivating, soliciting, and stewarding major gifts is necessary. Highly valued characteristics include integrity, sound judgement, and strong ethics. A bachelor’s degree is required.

**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 PASSHE 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. To learn more about the University, please visit <https://www.lockhaven.edu>.

**About the Foundation:** The LHU Foundation has been in existence since 1967 and administers more than 350 individually named scholarships. The Foundation's endowment totals nearly \$13 million and overall Foundation assets total more than \$29 million. In the 2016-17 fiscal year, private giving exceeded \$2.2 million, and nearly \$1 million in scholarships & aid were distributed to more than 700 students. The LHU Foundation's mission is to generate and manage resources for the benefit of Lock Haven University and its students. Alumni Affairs provides programs and services for over 31,000 graduates, which support the philanthropic goals and mission of Lock Haven University. To learn more about the Foundation, please visit <https://www.lhufoundation.org>.

**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 accessibility to urban environments. Lock Haven is four hours from New York City, Philadelphia, Baltimore, Washington DC, and Pittsburgh.

**Application:** Interested candidates should submit only a cover letter and resume to RPA Inc. at [LockHavenVPUA@rpainc.org](mailto:LockHavenVPUA@rpainc.org). For a confidential discussion about this opportunity or to make a nomination, please call Amanda O'Donnell, Search Manager, or Dana John Cohick, Executive Vice President and Senior Consultant at 800-992-9277. The review of candidates will begin on October 26, 2018, and first round interviews will commence thereafter.

*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.*

