



## Vice President for University Advancement

SUNY Oswego, a highly regarded, public, regional, comprehensive university in central New York, invites nominations and applications for its next Vice President for University Advancement. The University is on a growth trajectory and seeks applications from individuals who will bring an entrepreneurial and collaborative approach to fundraising through securing resources, fostering relationships, and enhancing SUNY Oswego's already strong reputation and impact within the community and beyond.

**The Position:** The Vice President for University Advancement (VPUA) will lead SUNY Oswego's accomplished University Advancement team toward continued and enhanced philanthropic and engagement success in advancing the university's mission and priorities. Reporting directly to the new **President**, the VPUA serves as the chief advancement officer of the university and is a member of the President's leadership team and cabinet. Building upon SUNY Oswego's mission to contribute to the common good, the VPUA will work collaboratively to advance the goals of **Vision 4040: Expanding SUNY Oswego's Promise**. Vision 4040 establishes a pathway for SUNY Oswego to award 4,000 degrees and credentials per year, or 40,000 per decade, by the year 2040 to meet the needs of the Central New York region. The growth agenda will expand SUNY Oswego's promise to provide access to higher education, increase social mobility, positively impact the economy, and contribute to a vibrant democracy.

The VPUA provides the overall strategic leadership and direction for the University Advancement division, including Alumni Engagement; Annual Giving; Career Services; Communications; Finance and Advancement Operations; Major Gifts (Campaigns, Corporate and Foundation Relations, Research and Prospect Management); Stewardship; and Donor Relations. University Advancement is responsible for interacting and communicating with the more than 94,000 alumni worldwide; engaging alumni with current students to encourage mentorship and build institutional pride and affinity; raising annual funds to support institutional priorities; managing the endowment; and providing career services and professional development for students and alumni. University Advancement most recently incorporated Career Services into the unit to strengthen the outreach and impact on students and alumni.

The VPUA serves as the President of the Oswego University Foundation, Inc. (Foundation) whose chief goal is to raise and manage private philanthropic support to advance SUNY Oswego's mission. The Foundation's operations include servicing more than 800 active accounts in support of academic priorities, maintaining over 120,000 alumni/development records, processing and stewarding all gifts, and fiduciary responsibility of nearly \$70 million in assets.

Over the years, SUNY Oswego has surpassed goals on two comprehensive campaigns, \$23 million and \$43 million respectively, and conducted three bridge campaigns, two focused on scholarship support and the third, in progress, focused on endowment growth for the School of Communication, Media and Arts. SUNY Oswego is strongly situated for continued success in future campaigns.

The VPUA is a key partner with members of the president's cabinet, president's council, as well as internal and external stakeholders to meet the goals of Vision 4040, engage in strategic planning, and implement strategies that increase philanthropic giving to, and alumni engagement with the University. In addition, the VPUA works closely with the deans of the College of Liberal Arts and Sciences; the School of Business; the School of Communication, Media and the Arts; the School of Education; Graduate Studies; and Extended Learning to provide philanthropic endowed and current-use support through programs and scholarships.

**Qualifications:** The ideal candidate will be a strategic, inspirational, enthusiastic, accessible, and inclusive leader with a record of cultivating, soliciting, and stewarding significant gifts from individuals, foundations, and corporations in a metrics-driven culture. The position requires a leadership style that will motivate team members and foster meaningful internal and external relationships to accomplish organizational mission and goals. This position also requires excellent written, oral, interpersonal, and presentation skills and the ability to effectively interface with senior administration, staff, and external stakeholders. A commitment to collaboration, transparency, students and their success, as well as to diversity, equity, and inclusion in all its forms is vital. The successful applicant will bring an entrepreneurial spirit and support for innovation and change to directing an effective program in fundraising and leading a division that includes development, alumni engagement, and career services. The Vice President must have the expertise to set innovative, clear, and achievable goals and to empower others to meet or exceed those expectations. The Vice President must have the ability to build respect and broad-based credibility across the university and among external communities by demonstrating a strong work ethic and passionate advocacy for the university and its mission. A bachelor's degree is required, advanced degree preferred.

**The Institution:** For 163 years SUNY Oswego has inspired educators and learners to push traditional higher-education boundaries. The campus community cares deeply about its students, providing the facilities and resources, award-winning faculty and dedicated staff, in-demand academic programs, and applied learning opportunities to meet ever-evolving needs. Recognized for its overall excellence and value, SUNY Oswego is also known for its extraordinary faculty, its welcoming atmosphere, its embrace of diversity, equity and inclusion as a core value, and its reputation for producing fiercely loyal alumni. SUNY Oswego works continuously to create an inclusive environment which respects, embraces, and promotes cultural safety, belonging, civil discourse, cultural humility, and other values and goals outlined in SUNY Oswego's [Strategic Diversity and Inclusion Plan](#).

SUNY Oswego currently enrolls nearly 6,000 undergraduates and over 900 graduate students and boasts a 16:1 student-to-faculty ratio. Thirty-one percent (31%) of the students are culturally diverse and 43% reside on-campus. The university offers more than 70 undergraduate majors, over 70 minors, and over 40 graduate programs. Academic programs are organized into one college and three schools: the College of Liberal Arts and Sciences; the School of Business; the School of Communication, Media and the Arts; and the School of Education. Students attend classes on SUNY Oswego's 700-acre main campus on the

shores of Lake Ontario, on its downtown Syracuse campus, and through its online and extended learning platforms. Known for its incredible natural beauty and spectacular sunsets, the campus has experienced a facilities renaissance with an investment of nearly \$1 billion in campus renovation and construction over the past 25 years.

SUNY Oswego has purposefully worked to increase academic and student success, sustain the university, and position its graduates to live ethical and meaningful lives and build a better world for future generations. Ranked among the top public master's-level universities in the 2023 "Top Regional Universities in the North" by U.S. News and World Report, SUNY Oswego is also recognized among Princeton Review's Best Regional Colleges in the Northeast, an honor bestowed on SUNY Oswego every year since 2003. To learn more about SUNY Oswego, please visit <https://www1.oswego.edu>.

**Location:** Located along the Oswego River on the southeastern shore of Lake Ontario, the City of Oswego, New York, is a waterfront community home to approximately 18,000 residents. A port city in the midst of an exciting transformation, Oswego is building upon its strengths, embracing its rich history and natural assets, and developing and restoring healthy, vibrant neighborhoods in and around Oswego's revitalized downtown. Situated in Central New York, Oswego is a 40-minute drive from Syracuse, 80 minutes from Rochester, and 2.5 hours from both Buffalo and Albany.

**Salary:** \$200,000 – \$210,000

**Application:** Interested candidates should submit (1) a cover letter, (2) a resume/CV, and (3) a separate statement describing your commitment to diversity, equity, and inclusion to RPA Inc. at [SUNYOswegoVPUA@rpainc.org](mailto:SUNYOswegoVPUA@rpainc.org). For a confidential discussion about this opportunity or to make a nomination, please email Kendra Mozug, Search Consultant, or Dana John Cohick, President, at the email address listed above. The first review of candidates will begin on August 30, 2024, and first-round interviews will commence thereafter.

*Oswego is committed to enhancing its diversity. SUNY Oswego is an Affirmative Action/Equal Opportunity Employer and is actively engaged in recruiting, supporting, and fostering a diverse community of outstanding faculty, staff and students. We encourage applications from qualified applicants regardless of race, color, national origin, religion, creed, age, disability, sex, gender identity or expression, sexual orientation, familial status, pregnancy, predisposing genetic characteristics, military status, domestic violence victim SUNY status, or criminal conviction. Please click here to see our full non-discrimination policy.*



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