



Assistant Vice President for Major Gifts

SUNY Oswego, a highly regarded, public, regional, comprehensive university, seeks an Assistant Vice President for Major Gifts who brings an entrepreneurial approach to the development of engagement strategies and will collaboratively advance the mission and vision of SUNY Oswego while furthering the institutional priorities of Student Success, Academic and Creative Excellence, Inclusive Community, Sustainable Institution, and Partnerships.

The Position: The Office for University Advancement works closely with the Oswego College Foundation to raise and manage philanthropic dollars for the University and its students, and to cultivate meaningful relationships with donors, corporate partners and friends, as well as with the Oswego Alumni Association to keep more than 93,000 alumni informed, engaged, proud, and supportive of the University, strengthening their lifelong connection to Oswego students and each other. Reporting to the Vice President for University Advancement, the Assistant Vice President for Major Gifts provides strategic leadership and direction to a team of two frontline major gift fundraisers as well as a prospect manager, secures philanthropic support from new and existing donors, serves as a member of the University Advancement leadership team, and plays a key role in sustaining and expanding a robust major gifts program.

The Assistant Vice President for Major Gifts is responsible for executing a major gifts fundraising strategy that supports both current-use and endowed fundraising objectives, while integrating planned giving and annual support strategies.

Responsibilities include:

- Secure six- and seven-figure philanthropic gifts and manage a portfolio of 100-150 major gift donors and prospects.
- Manage and lead a team of frontline major gift fundraisers, including mentorship, supporting professional development, onboarding, ongoing training and education in best practices, developing, deploying and monitoring performance metrics for all team members. Oversight includes leadership annual support (\$1,000+), major gifts (\$25,000+), and planned gifts.
- Lead regular in-depth prospect strategy sessions, ensuring that philanthropic potential is enhanced through moves management.
- Provide regular reports to the Vice President on staff performance, fundraising progress, and progress against goals.
- Possess a strong commitment to alumni and student programming and the ability to identify major gift prospects through a lens of inclusion.

Over the years, SUNY Oswego has surpassed goals on two comprehensive campaigns, \$23M and \$43M 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. Currently raising approximately \$5M annually, with a focus on growing the pipeline, SUNY Oswego is strongly situated for continued success in future campaigns.

Qualifications: The successful candidate will have experience securing significant philanthropic gifts. The position requires a leadership style that will motivate team members and coordinate effectively with key stakeholders across campus to achieve the shared programmatic and philanthropic objectives of the university's mission and strategic plan. This position also requires strong interpersonal, communication, writing, and analytical skills. The successful candidate will be able to collaborate in discussions around new thoughts and fresh ideas, think innovatively, and maintain an inquisitive mindset throughout their work. In addition, the candidate should be detail oriented and able to manage multiple, simultaneous, and deadline-driven tasks. 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](#). As such, the incumbent is expected to contribute to these efforts and possess communication and interpersonal skills necessary to engage effectively with an increasingly diverse community of students and colleagues.

The Institution: For 161 years SUNY Oswego has been inspiring those who desire to push traditional higher-education boundaries. The campus community cares deeply about its students by providing the best facilities and resources, award-winning faculty and dedicated staff, in-demand academic programs, and applied learning opportunities. 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 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://ww1.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.

Application: Interested candidates should submit (1) a cover letter, (2) a resume, and (3) a separate statement describing your commitment to diversity, equity, and inclusion to the SUNY Oswego jobs portal at [this link](#).

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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