

University of Louisiana at Lafayette Vice President for University Advancement

The University of Louisiana at Lafayette is seeking a dynamic, resourceful leader as Vice President for University Advancement. This individual will join a strong executive leadership team committed to continuing the institution's rise in national ranking and recognition for its outstanding academic, research and athletic achievements. With more than 18,000 students, its programs in education, computer sciences and engineering have been rated as some of the best in the country.

The Vice President, reporting to the President, will lead a division that includes Development, Alumni Relations, Advancement Services, and Communications and Marketing. The Vice President also has coordinating responsibility over the UL Lafayette Alumni Association, the University Foundation, and the Ragin' Cajuns Athletic Foundation. In addition, the Vice President will enable, plan and coordinate all advancement-related activities for the institution and carry a significant major gifts portfolio.



Heritage and Environment

Founded in 1898, UL Lafayette has a proud heritage of empowering young men and women to serve and lead. This world-renowned research institution spreads across a 1,500-acre campus of natural beauty and handsome red brick buildings. A unique feature that connects generations and attracts many alumni and families is the historic "Walk of Honor" that encircles the central quadrangle. This campus landmark contains approximately 115,000 bricks bearing the inscribed names of every graduate, starting with the first graduating class of 1903.



Today, UL Lafayette is the second largest university in the state and boasts 95,000 living alumni. The budget is \$251 million, its growing research programs attract another \$75 million per year and total giving was approximately \$13 million in 2013 with documented capacity for growth. The academic programs are listed among the top 15% nationally, and Louisiana Ragin' Cajuns sports teams are consistently among the most competitive in the country. The Ragin' Cajuns had a record-setting 2013-14 year and was the lone athletics program in the country to: win a football bowl game, send a team to the NCAA Men's Basketball Championships, host NCAA Regionals and Super Regionals in both baseball and softball, and send a team to the Women's College World Series. Overall, the Ragin' Cajuns captured Sun Belt Conference regular-season championships in football, baseball and softball, while claiming SBC tournament titles in men's basketball, baseball, softball and men's tennis.



Additionally, the University is committed to "access." It has been ranked for three consecutive years in the top 30 in the United States at helping lower-income students earn degrees and it stands among the top 10% of affordable four-year public universities in the nation. The faculty and the student body are diverse and friendly. Students represent over 100 countries and are enrolled in more than 120 undergraduate and graduate degree program options. Students love Lafayette - and why not? Recently, the city was noted by the Wall Street Journal as "the happiest town in America."



The city of Lafayette is the hub of the Acadiana region, noted for its unique Cajun and Creole cultures. The bustling area is one of America's booming economic zones. Not only are the traditional oil and gas sectors strong, Lafayette is poised for continued success by expanding investments in health care and technology. Todd Park, the US Chief Technology Officer tweeted after a visit to campus, "Silicon Bayou - aka Lafayette, Louisiana - is the best kept secret reservoir of innovation mojo in America." The prospects are bright.



Opportunities for Leadership

The Vice President will have a unique and exciting opportunity to reshape the division and the extended fundraising capacity of the institution around its new vision and emerging priorities. He or she will work with the President, University and community leaders to select big ideas that will energize and inspire donors.

The President is seeking a partner who can envision and build philanthropic capacity for the University through improved strategies and systems, engage deans and involve constituent leaders in building more compelling cases for support, and expand the potential for an evolving culture of philanthropy.



The Vice President for University Advancement will be expected to:

- Provide leadership as a member of the President's leadership team in advising the President in formulating and setting strategy, priorities and direction.
- Serve as a partner to the President to advance strategic thinking and relationship building with selected individuals, corporations and foundations.
- Serve as Chief Advancement Officer and manage and coordinate all of the University's advancement and fundraising-related programs.



Build and Lead the Advancement and Development Teams

- Lead and grow the University Advancement Division into a high performing team through motivational coaching and goal setting with a focus on productivity measured by appropriate metrics.
- Retain and develop top-flight talent within the division and among the advancement-related programs through open communications, training and development programs, fostering a collegial supporting environment and providing opportunities for professional growth and development.
- Begin a process that empowers deans and engages multiple academic units in identifying "big ideas," and create an infrastructure and staffing to support University-wide priorities and projects.
- Build the capacity to effectively engage and motivate a broad spectrum of individuals, corporations and foundations with the capacity to make major gifts through appropriate staffing, guidance and strategies.



Cultivate a Culture of Philanthropy

- Strengthen advancement communications, internally and externally, that underscore the critical role of philanthropy in fulfilling UL Lafayette's mission and the impact of gifts to change lives and the future.
- Strengthen the role and quality of engagement with Foundation boards, as well as other department-based advisory groups.
- Oversee the work of the Communications and Marketing Office to connect strategic priorities to philanthropic opportunities and convey these messages to key stakeholders internally and externally.
- Engage senior leaders, deans, faculty, staff and key volunteers to increase their understanding of the roles they play in growing a philanthropic culture.

Strengthen Fundraising Practices

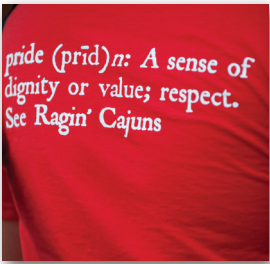
- Under the leadership of the President, design and execute a fundraising plan that is aligned with UL Lafayette's strategic directions and priorities.





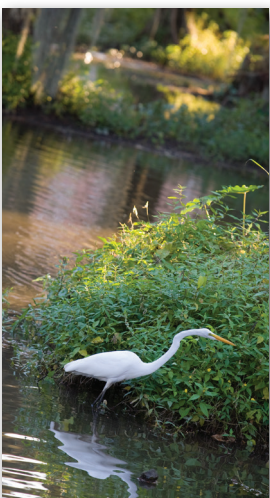
- Upgrade the data and management systems to support best practices related to strategy development and execution of a strategically focused and high-performing development operation from the identification of prospects through stewardship of donors and communications concerning the impact of gifts on individuals and the institution.
- Lead by example through strategic support of the President and modeling professional best practices for staff, deans and volunteers.

Specific Responsibilities



The Vice President is the senior fundraising professional for the University. He or she will manage a portfolio of the institution's most capable prospects and enlist the active involvement of the President and senior campus and volunteer leaders to maximize the philanthropic support for priority needs. In this role, the Vice President will:

- Assess and align the staffing model within the division to better support a more vigorous development presence and support expanded engagement from deans and other key individuals.
- Upgrade and build highly productive initiatives in annual giving, major gifts and planned giving with appropriate metrics for accountability.
- Carry a personal major gift portfolio, cultivate and solicit gifts, and meet regularly with the President for prospect management and update sessions.
- Guide the preparation and planning for campaigns and special projects that advance the University's mission and priorities.
- Actively participate in the President's senior leadership team, providing professional insight and advice based on depth and breadth of knowledge and experience.
- Ensure that the President, senior staff and volunteer leaders are effectively and professionally staffed for advancement activities.
- Oversee a strong Advancement Services program that integrates University and Foundation resources to assure timely and accurate gift records that follow CASE Standards; monitor institutional compliance with donor restrictions for gifts and endowments; provide donor reports for endowments and grants from foundations; offer relevant prospect research; and track alumni effectively.
- Be responsible for overseeing the establishment of the strategic direction and goals for the comprehensive institutional fundraising plan, and managing the component parts, including timelines, budget, staff and outside counsel.
- Establish and maintain strong and mutually beneficial relationships with external constituents and organizations related to the University.
- Develop close working relationships with the boards and leaders of the Alumni Association, the University Foundation, and the Ragin' Cajuns Athletic Foundation that generate productive and collaborative partnerships to optimize the University's development capacity.
- Become an effective catalyst to engage and assist university- and school-based advisory groups.
- Travel, as necessary, representing the University in building relationships with alumni, donors, prospective partners and investors in UL Lafayette's future.
- Accept and execute other duties as assigned.



Professional Experience and Personal Attributes

The Vice President will be a dedicated and capable communicator to internal and external audiences, and one who reaches out to build productive relationships among senior staff, academic leaders, volunteers and key members of the supporting foundations. He or she will



establish a collective appreciation for the development process and connect philanthropy directly to the success of the institution. In addition, the Vice President will demonstrate the following:

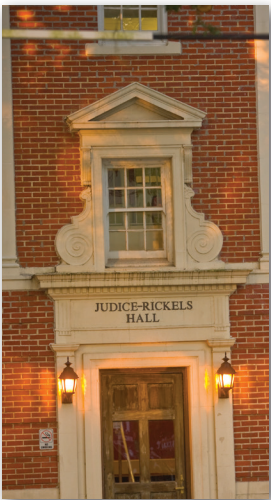
Knowledge and Skills

- Demonstrated successful experience cultivating, soliciting and stewarding significant (six and seven figure) donors
- Compelling personal qualities of integrity, commitment to mission, a sense of humor, outstanding communications skills (verbal, written and listening), sound judgment, executive presence, vision and entrepreneurial spirit
- Professional credibility and maturity necessary to effectively engage and leverage University and volunteer leadership in the development and advocacy process
- Capacity to analyze, understand and optimize the operational efficiency and use of resources, both human and capital, and the ability to plan and tightly manage budgets
- An understanding, respect and appreciation for the unique culture of the University and the region
- Intellectual depth required to understand and translate academic and technical data and ideas for a variety of audiences crisply and concisely
- Honesty, enthusiasm, persistence and passion for UL Lafayette's mission



Experience

- Demonstrated ability to plan, successfully close and steward significant major gifts (six and seven figures) within a complex organization
- Experience in leading and building high productivity fundraising teams; and planning and executing a major campaign
- Experience in analyzing organizations and reshaping them to maximize effectiveness within nationally recognized best practices
- A track record of success in leading a development operation along with the ability to lead and motivate teams to work collaboratively in new and innovative ways toward ambitious goals in ways that build ownership and pride of achievements among staff and volunteers
- Required – a Bachelor's degree, with a minimum of 10 years' experience in complex fundraising and advancement settings
- Preferred – an advanced degree
- Preferred – experience in a complex higher education environment
- Preferred – knowledge of, or familiarity with, the region



Applications, Nominations and Inquiries

The search committee will begin to review applications immediately and continue their work until the appointment is made. To assure full consideration, applications should be received by October 6, 2014, and must include a letter of interest, résumé, and the names, email addresses and phone numbers of five professional references (references will not be contacted without prior authorization from the applicant).

Applications and nominations should be sent electronically (MS Word or PDF) to:
LafayetteAdvancement@agbsearch.com

The search is being assisted by:
Jim Lanier
Senior Consultant • AGB Search
jll@agbsearch.com • 202.580.5194