



**VICE PRESIDENT FOR INSTITUTIONAL ADVANCEMENT
WENTWORTH INSTITUTE OF TECHNOLOGY
Boston, Massachusetts
[Wentworth Institute of Technology](http://www.wentworth.edu)**



The Aspen Leadership Group is proud to partner with Wentworth Institute of Technology in the search for a Vice President for Institutional Advancement.

The Vice President for Institutional Advancement will strategically engage and support Wentworth leaders, Trustees, faculty, volunteers, community leaders, alumni, colleagues, and staff to identify, cultivate, solicit, and steward individuals, foundations, and corporations in order to achieve Wentworth's fundraising goals. The Vice President will advance Wentworth's interests by strengthening and expanding alumni networks, encouraging increased involvement and support. As a principal Wentworth spokesperson in the community and among stakeholders, the Vice President will communicate Wentworth's vision and achieve maximum visibility among its various audiences and diverse markets.

Wentworth Institute of Technology (WIT), a recognized leader in STEM and design and management education, was founded in 1904 as post-civil war industrial expansion, urbanization, and immigration created the need for new economic and employment opportunities. WIT is known for its co-operative education opportunities for students and its focus on career and resume building through hands-on learning in the field. The nationally ranked institute offers bachelor's and master's degrees aligned with the needs and demands of the 21st century workforce.

WIT enrolls approximately 4,516 students, of which 4,341 are undergraduates, in three dynamic colleges: Architecture, Design, and Construction Management; Arts and Sciences; and Engineering and Computer Science. The institute is one of five colleges forming the Colleges of the Fenway. This collaboration with the Massachusetts College of Art and Design, Massachusetts College of Pharmacy and Health Sciences, Emmanuel College, and Simmons College expands academic opportunities and choices through cross-registration, and enhances the student and faculty environments of the individual institutions while retaining the unique and special qualities of each of the five colleges.

While hands-on, action-oriented learning is a relatively recent addition to many college curricula, it has been the powerful, pervasive, and professionally relevant core of Wentworth's programs for more than a century. Today WIT offers the educational programs for which there is strong labor market demand; integrates applied learning through curricular and co-curricular engagement; serves as a school of opportunity for first-generation college students, men and women from lower-income and working-class families, veterans of war, urban youth, and women breaking barriers in technical fields; attracts and retains highly dedicated faculty and staff; and creates and sustains strong institutional and community partnerships.

All these factors enable Wentworth to produce graduates who consistently bring extraordinary value to their organizations and to the world.

REPORTING RELATIONSHIPS

The Vice President for Institutional Advancement will report to President Dr. Mark A. Thompson as well as serve on the President's Advisory Council. The Vice President oversees a total staff of 27, including six direct reports: the Associate Vice President for Advancement, Executive Director of Corporate and Foundation Relations, Director of Alumni Relations, Director of University Events, Director of Advancement Services, and the Executive Assistant.

PRINCIPAL OPPORTUNITIES

Wentworth Institute of Technology is uniquely positioned to thrive in a rapidly evolving higher education landscape. A STEM university with a long history of serving greater Boston communities as a college of opportunity, Wentworth's mix of academic programs and location in the heart of Boston remain appealing in a crowded market. The successful candidate will have a unique opportunity to join a newly forming senior management team working toward a shared vision. The Vice President will enjoy working in an environment that supports innovative thinking and approaches to engagement and fundraising, as well as the resource commitment required to be successful. With support of the Board of Trustees, the university underwent a strategic planning process focused on four key areas: inclusive excellence, high-value learning, transformative student experiences, and next-generation partnerships. As Wentworth prepares to enter a first ever capital campaign, the successful candidate will play a key role in identifying strategic priorities and developing the resources necessary to pursue them.

–Dr. Mark A. Thompson, President

PRIMARY RESPONSIBILITIES

The Vice President for Institutional Advancement will

- oversee the administration of Institutional Advancement including the hiring, evaluating, counseling, and leading of the staff to achieve advancement goals;
- develop a comprehensive long-range fundraising strategy including goal-setting for individual staff members and the creation of a staffing plan;
- manage the departmental budget;
- provide professional, mature consulting to the development staff;
- guide, motivate, and mentor staff members, while maintaining best practices, camaraderie, shared accountability, and clearly defined goals;
- partner closely and communicate regularly and consistently with the President, the Board of Trustees, and the Finance Office;
- establish a set of clear, realistic, and ambitious, but achievable fundraising goals for the Annual Fund, Major Gifts, and Planned Giving programs, in partnership with the President, the Board of Trustees, and the Finance Office;
- develop an integrated institutional and philanthropic case for support that incorporates the Campus Master Plan, Strategic Plan, and fundraising objectives;
- engage, involve, and create a strategic cultivation and solicitation plan for the top 100 prospects;
- maintain best fundraising and operational practices, utilizing clearly defined goals, objectives, and moves management;

- strategically engage the President, Trustees, faculty, alumni, and other key stakeholders in fundraising activities, providing meaningful and valuable engagement opportunities and effective support;
- implement a consistent, structural approach to the advancement process, including a recurring calendar of events, communications, and activities spread consistently throughout the year;
- build a discrete, branded Leadership Annual Giving Program with differential levels of gift recognition for individual and corporate donors;
- create an annualized plan for cultivation and stewardship events and execute the plan in a regular and consistent manner;
- adjust and strengthen a multi-faceted Alumni Program to better engage alumni across different ages, colleges, academic programs, professions, and special interest-cohorts;
- grow the number of alumni donors to the Annual Fund by building a more robust Annual Fund program through appropriate segmentation of mailings to alumni throughout the year;
- fully engage the Student Affairs Office with approaches to student engagement in philanthropy;
- partner with the President and the Chairman of the Board of Trustees to develop a plan to increase philanthropic support from the board members via direct gifts and by activating board members as ambassadors and fundraisers for Wentworth; and
- staff the Board of Trustees Development and Trusteeship & Governance Committee meetings.

KEY COLLEAGUES



Mark A. Thompson, Ph.D.

President

Mark A. Thompson, Ph.D., became the fifth president of Wentworth Institute of Technology on June 1, 2019.

His career in higher education spans more than 25 years—from teaching and advising students at Marshall University and Morehouse College to serving in senior-administration roles at Quinnipiac University.

Thompson was at Quinnipiac for 21 years (beginning in 1998) before accepting the presidency at Wentworth. He served there as associate dean of the school of business and later as executive vice president and provost. Among other accomplishments at Quinnipiac, Thompson led the establishment of engineering and medical schools. He earned a reputation as a popular advocate for students and valued, progressive member of the university community.

Earlier in his career, Thompson directed the Center for Business and Economic Research and was an assistant professor of economics at Marshall University’s Elizabeth McDowell Lewis College of Business.

He has a bachelor’s degree in economics-finance from Bentley University, an M.B.A. from Western New England University, and Ph.D. in economics from Georgia State University.

His expertise includes urban and regional economics, and economic development. He has worked on regional economic initiatives with many private and public constituents and, as part of those efforts, completed more than 100 technical reports—ranging from economic impact assessments and strategic plans, to feasibility studies and business proposals.

Thompson’s academic research has focused on the consequences of residential housing segregation, issues related to labor market discrimination and assessing the impact of intellectual property rights on

the economic growth rates of developing countries. His work appears in academic journals including Economic Development Quarterly, Journal of Economic Development, Journal of Enterprising Culture, and Journal of Economics and Finance. He has also written a book chapter under a grant from the Russell Sage Foundation and made numerous conference presentations.



Ian Lapp, Ph.D.

Provost

Ian Lapp, Ph.D. is an experienced academic leader with a track record of building diverse teams around innovative initiatives. Lapp has held positions at Babson College, Harvard University, and Columbia University, and worked on public health education programs in Africa, Asia, and Europe.

Lapp comes to Wentworth from Babson, where he served as dean of the Undergraduate School for four years. During that time new records for enrollment, selectivity, yield, retention, and graduation rates were achieved. He partnered with faculty and staff to advance career education and professional development efforts for students and fostered creation of a new undergraduate curriculum for fall 2021. Lapp earned a reputation at Babson for supporting women's entrepreneurial leadership and promoting diversity, equity, and inclusivity across the institution. He helped to expand corporate and non-profit partnerships, engaged actively with alumni and families, and was a prolific fundraiser for the college.

Before his Babson tenure, Lapp was recruited to the Harvard T.H. Chan School of Public Health to lead a multi-year strategic planning process. There, as associate dean for Strategic Educational Initiatives, he led the "Roadmap to 2013," which resulted in the introduction of four new or redesigned degree programs. Lapp began his career at the Columbia University Mailman School of Public Health and Center for Education Research and Evaluation. He rose to the level of associate dean of Academic Affairs and Education, where he co-led the transformation of the nation's largest accredited master of public health degree.

On a national level, he has chaired several significant committees for the Association of Schools & Programs of Public Health, was the president of the Council on Education for Public Health, and served as a board member for the National Board of Public Health Examiners. He also serves as a consultant and advisor to leadership in higher education, non-profits, and non-government organizations across the United States and around the world. He has worked extensively with public health education programs in Africa, Asia, and Europe, including playing a key role in the launch of the James P. Grant School of Public Health in Bangladesh.

Lapp received a bachelor's degree in sociology from the University of Wisconsin-Madison, and master's and doctoral degrees in sociology from Syracuse University's Maxwell School of Citizenship and Public Affairs. He also received a master's degree in television, radio, and film from the Syracuse University's Newhouse School of Communications.



Robert Totino
Vice President and Chief Financial Officer

Robert Totino was appointed Vice President of Finance and Assistant Treasurer at Wentworth Institute of Technology in 2010. He joined Wentworth in 1993 as a senior accountant and has served at the Institute in various financial positions. Prior to joining Wentworth, Totino was employed in private industry at Downey & Company LLP, a certified public accounting practice located in Braintree, Massachusetts.

Totino received his Bachelor's degree in Accounting and Management from Northeastern University in 1990 and his MBA degree with a concentration in Non-Profit Management from Suffolk University in 2015. He is a licensed CPA in the Commonwealth of Massachusetts.



Gregory B. Janey, '04
Principal Owner, Janey Construction Management and Consulting, Inc.
Chair, Board of Trustees

Gregory Janey is the President & CEO of Janey Construction Management. As a professional he has been actively working in the industry for over 30 years overseeing a variety of complex construction and institutional programs. His mission has stayed consistent throughout his career—to use his education, advocacy, and deep professional industry experience to provide opportunities for residents in and around the neighborhoods where he grew up.

His professional activities include: Chair of the Board of Trustees for Wentworth Institute of Technology, Industrial Advisory Boards for Northeastern University College of Engineering, and Madison Park High School. Board of Directors; Boston Chamber of Commerce, Year Up Greater Boston, Trustee Boys & Girls Club of Boston, National Vice-Chairman Construction Management Association of America, and founding officer of the Massachusetts Minority Contractors Association. Janey is also a program evaluator for ABET, which accredits college and university programs in STEM.

Janey holds a B.S in Construction Management from Wentworth Institute of Technology, an M.S in Civil Engineering from Northeastern University, and an Honorary Doctor of Engineering from Wentworth Institute of Technology.

PREFERRED QUALIFICATIONS

Wentworth Institute of Technology seeks a Vice President for Institutional Advancement with

- a demonstrated record of successful fundraising management and meeting challenging fundraising goals;
- deep knowledge of all facets of charitable giving;
- a proven track record of success in soliciting gifts from individuals, corporations, and foundations;
- an ability to think in creatively conceptual ways as well as analytically and quickly under pressure, and to evaluate complex issues and ideas;
- the professional credibility, maturity, and leadership skills required to effectively motivate, engage and leverage the President, board members, faculty, key staff members, volunteers, and other key stakeholders in building a culture of philanthropy;
- experience identifying, hiring, motivating, and managing staff;
- a commitment to mentoring gift officers and contributing to the development profession;

- a commitment to operational efficiency and the optimal use of resources including the ability to plan, monitor, and tightly manage a budget and the competency with information systems necessary to accomplish these goals;
- excellent organizational skills and attention to detail with strong interpersonal and communication (oral, presentation, written) including the ability to use tact and sound judgment in all activities;
- sensitivity, diplomacy, flexibility and adaptability to balance diverse fundraising demands, goals, needs, and staff;
- an ability to manage multiple projects simultaneously and independently;
- a commitment to creating an inclusive, respectful, and safe environment; and
- a commitment to empowering, inspiring, and innovating through experiential learning.

A bachelor's degree is required for this position as is at least eight years of fundraising and volunteer management experience.

DIVERSITY, EQUITY, AND INCLUSION

In order to achieve its greatest potential and fulfill its responsibilities as an institution of higher education, Wentworth Institute of Technology is committed to reflecting the diversity of the City of Boston, the region, and the larger society. Inclusive excellence is the bedrock of Wentworth's campus culture, a culture in which every member of the university community is included, engaged, and valued. To grow and reach its full potential as a 21st century university, Wentworth must achieve inclusive excellence in every aspect and at every level of university life.

Within the larger context of diversity, equity, and inclusion, Wentworth is pursuing many ongoing initiatives including examining gender equity; improving retention and graduation rates of Black and Hispanic students; increasing enrollment of women students and the hiring of women faculty and staff; providing supportive environments for veterans, students with disabilities, and international students; joining the Leading for Change Higher Education Consortium (2013); opening the Center for Diversity and Social Justice Programs (2015); and creating the Women's Caucus (2017).

Wentworth will achieve inclusive excellence by intentionally embedding inclusion in every policy, practice, and individual behavior. This will help ensure that every member of the Wentworth community can reach their full potential. Specifically, Wentworth will build organizational structures that support inclusive excellence; integrate inclusive practices; and improve access and demographic representation.

SALARY AND BENEFITS

Wentworth Institute of Technology offers a competitive salary and benefits package.

LOCATION

This position is located in Boston, Massachusetts.

APPLICATION INSTRUCTIONS

All applications must be accompanied by a cover letter and résumé. ***Cover letters should be responsive to the mission of Wentworth Institute of Technology.*** Review of applications will begin immediately and continue until the successful candidate has been selected.

To apply for this position, visit:

[*Vice President for Institutional Advancement, Wentworth Institute of Technology.*](#)

To nominate a candidate, please contact Don Hasseltine:

[*donhasseltine@aspenleadershipgroup.com.*](mailto:donhasseltine@aspenleadershipgroup.com)

All inquiries will be held in confidence.