

ASPEN LEADERSHIP GROUP

DIRECTOR OF PHILANTHROPY
PRINCETON THEOLOGICAL SEMINARY
Princeton, New Jersey
[Princeton Theological Seminary](https://www.princeton-theological-seminary.edu/)



The Aspen Leadership Group is proud to partner with Princeton Theological Seminary in the search for a Director of Philanthropy.

The Director of Philanthropy will act as an ambassador in support of the mission of Princeton Theological Seminary and play an instrumental role in increasing donor support through building authentic, strong relationships with friends and alumni of the Seminary. In partnership with the Advancement team, the Vice President for External Relations, and the Seminary President, the Director of Philanthropy will have primary responsibility for identifying and building relationships with new donors, developing cultivation and solicitation strategies with existing donors, and implementing effective stewardship and carefully nurturing ongoing relationships. The Director of Philanthropy will oversee the planned giving program and the development of a comprehensive major gift program.

Princeton Theological Seminary prepares women and men to serve Jesus Christ in ministries marked by faith, integrity, scholarship, competence, compassion, and joy, equipping them for leadership worldwide in congregations and the larger church, in classrooms and the academy, and in the public arena.

Princeton Seminary is a Presbyterian school in the Reformed tradition, an identity it embraces proudly and believes to be an essential source of wisdom and strength for its mission. At the same time, Princeton Seminary is an ecumenical, international, and intercultural community that holds Jesus Christ as the center of life together. True to its Reformed heritage, Princeton Seminary promotes academic excellence as a faithful expression of loving God. This community of learning nurtures intellectual curiosity and fosters theological research. In response to Christ's call for the unity of the church, the Seminary embraces in its life and work a rich racial and ethnic diversity and the breadth of communions represented in the worldwide church. In response to the transforming work of the Holy Spirit, the Seminary offers its theological scholarship in service to God's renewal of the church's life and mission.

A vital part of the learning experience at Princeton Seminary is its residential community. Learning is not only confined to the Princeton campus. The world itself is the classroom, and students extend their learning in many locations throughout the globe with field education experiences, travel courses, and academic exchange programs. The essence of the Reformed tradition is an impulse towards innovation: "the church once reformed always being reformed in accordance with the word of God." The Seminary is strengthening its core commitment to preparing pastors for parish ministry while providing room in the curriculum for new forms of Christian ministry and service to which its students feel called.

REPORTING RELATIONSHIPS

The Director of Philanthropy will report to the Vice President for External Relations, Anne W. Stewart.

FROM THE VICE PRESIDENT

At a time when society is increasingly fragmented and polarized, Princeton Theological Seminary is committed to fostering community that holds us together in Jesus Christ. Today's global context demands leaders who can navigate difference with compassion and generosity, while being grounded in their convictions. This capacity cannot be learned in a textbook, but only in the context of authentic relationships with those who are different from each other. As students encounter perspectives or experiences that are different than their own, they must engage them in the context of face-to-face relationships as fellow members of a community. Residing in this community cultivates in our students the capacities of Christian hospitality, generous listening, a gracious spirit, and the ability to face complexity with intellectual honesty and rigorous thinking.

The stakes for our vision are high. The church and the world hunger for faithful and effective leaders who are capable of embracing the complex challenges of our era with intelligence, imagination, and love. Princeton Seminary is called to engage the world around us with a compelling Christian witness consistent with our Reformed identity, to love and serve our neighbors, to address challenging issues that confront the church and society, and to encourage the intellectual life that sustains a deep faith.

In 1812, the founders of Princeton Seminary created the school with a bold vision and a faithful prayer that rigorous theological education coupled with faith formation in Christian community would benefit not only the church but society at large, for its graduates would become learned contributors to the common good. Today more than 11,000 living alumni are engaged in a variety of ministries around the world, carrying on the legacy of generations of alumni who have come before them.

As the Seminary looks towards the future, we are committed to an innovative way of thinking about our curriculum that spans the entire student experience and continued devotion to scholarly excellence in order that our students grow in their capacities for critical thinking and engagement of global perspectives. We must renew our campus so that it is designed to encourage the formation of community. And we must ensure that this education is affordable for all who are called here, allowing them to fully invest themselves in this learning community without having to incur excessive debt that will cripple their future ministries. This vision will also require deep engagement with congregations, so that our efforts are relevant to the nature of pastoral leadership in the 21st century.

The Director of Philanthropy will have an important role in working with the leadership team to build a major gift program in a way that is consistent with the Seminary's mission and commitment to fostering deep and authentic relationships. We think about philanthropy as an expression of our mission, connecting alumni, donors, and new friends to the community of faith and scholarship that is Princeton Seminary. Accordingly, we are seeking a candidate who is gifted in building relationships, who will bring creativity and vision to developing the connections that will inspire philanthropic support, and who will work as a collaborative partner with colleagues on the advancement team, other campus partners, and trustee and alumni volunteers to engage donors in the Seminary's mission.

—Anne W. Stewart, Vice President for External Relations

LIVING TOGETHER AT PRINCETON THEOLOGICAL SEMINARY

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Because God creates and loves all human beings and has acted in Jesus Christ to reconcile people to God and to each other, the people of God, are called to embody reconciliation in the community that is Princeton Theological Seminary. It rejoices in the gifts which particular ethnic histories and cultures bring to its total life, and it recognizes as departure from God every attitude and action that is based on the assumption that one racial or ethnic group is innately superior to others. In Christ, diversity is understood as a gift to be celebrated rather than as a problem to be solved.

As part of the agreement of living together at Princeton Theological Seminary, the Seminary promises to practice hospitality and seek understanding and integrity in its relationships. With graciousness and generosity of spirit, it will seek out God's gifts in its neighbors. It will engage in unceasing prayer for the reconciliation of differences and for mutual edification through honest encounters.

Princeton Theological Seminary also agrees to not overlook or tolerate harassment and discrimination. It pledges to speak up and speak out when a sister or brother is belittled or when the behavior of a community member fails to reflect the reconciliation and acceptance it knows in Christ. It asks God to grant the wisdom and courage to confront these situations and its sins, and the failures of the community, in love and with a spirit of humility and compassion.

Members of the seminary community are entitled to freedom from harassment, intimidation, and violence or threats of violence. This freedom is attained by respecting members of the Seminary community individually and collectively, treating one another fairly, listening well, and doing no harm.

PRIMARY RESPONSIBILITIES

The Director of Philanthropy will

- build strong relationships with donors in a manner consistent with the Seminary's identity as a Christian community, through extending care in authentic, meaningful engagement;
- maintain a personal portfolio of major gift prospects while serving as the primary relationship manager for a portfolio of prospects, developing and implementing a written donor strategy and relationship record of all interactions;
- communicate with donors through face-to-face cultivation, solicitation and stewardship meetings, and written strategies;
- ensure that each donor and prospect has a clear strategy and timeline for cultivation, solicitation, and stewardship;
- develop solicitation strategies in support of the organization's annual fund, planned giving, and project-based fundraising initiatives;
- create opportunities for donors to experience direct engagement with the Seminary's mission;
- engage and involve students, faculty, and other campus partners;
- leverage digital platforms for outreach;
- implement strategic communications plan to reach donors and congregations of influence;

- support volunteer engagement in relationship building, including facilitating the work of trustees, former trustees, and other peers to participate actively in building relationships with potential donors;
- utilize data analysis and research capacities to guide strategy and decision making;
- in partnership with the Director of Advancement Services, screen and prepare profiles of current and prospective donors;
- establish and refine benchmarks for department research processes as needed; and
- develop a strategy for outreach to and stewardship of planned giving prospects and donors.

LEADERSHIP AND KEY COLLEAGUES



Anne Whitaker Stewart

Vice President for External Relations

Anne Stewart is Vice President for External Relations at Princeton Theological Seminary. She has taught at Agnes Scott College and Candler School of Theology. She holds the M.Div from Princeton Theological Seminary and the Ph.D. in Old Testament from Emory University. She is a minister in the Presbyterian Church (USA) and the author of *Poetic Ethics in Proverbs: Wisdom Literature and the Shaping of the Moral Self* (Cambridge, 2015), winner of the 2019 Manfred Lautenschlaeger Award for Theological Promise.



M. Craig Barnes

President and Professor of Pastoral Ministry

M. Craig Barnes is the seventh President of Princeton Theological Seminary. He began his presidency in January 2013, and also serves as Professor of Pastoral Ministry. Barnes earned his Master of Divinity degree from Princeton Seminary in 1981 and his PhD in church history from the University of Chicago in 1992.

Before becoming President of Princeton Seminary, Barnes was a chaired professor at Pittsburgh Theological Seminary while also serving as the pastor and head of staff of Shadyside Presbyterian Church. He previously served pastorates in Madison, Wisconsin, and at the National Presbyterian Church in Washington, D.C. He is a frequent lecturer and preacher at conferences, academic gatherings, and in congregations across the country. He is the author of nine books.

His writing and academic work reflect his deep commitment to the theological formation of pastors to lead the church in changing times.

PREFERRED COMPETENCIES AND QUALIFICATIONS

Princeton Theological Seminary seeks a Director of Philanthropy with

- a commitment to the mission, vision, and values of Princeton Theological Seminary;
- exceptional communication and relational skills;
- an ability to understand different cultural contexts and viewpoints and demonstrate respect for others;
- strong analytical and research abilities;

- demonstrated success in developing and executing cultivation and solicitation strategies;
- experience with non-affiliate fundraising models (preferred); and
- familiarity with higher education and ecclesial contexts (preferred).

A bachelor's degree is required for this position as is at least five years of experience closing gifts of \$10,000 and above.

SALARY AND BENEFITS

Princeton Theological Seminary offers a competitive salary and benefits package.

LOCATION

This position is located in Princeton, New Jersey.

APPLICATION INSTRUCTIONS

All applications must be accompanied by a cover letter and résumé. ***Cover letters should be responsive to the mission of Princeton Theological Seminary as well as the responsibilities and qualifications stated in the prospectus.*** Review of applications will begin immediately and continue until the successful candidate has been selected. All inquiries will be held in confidence.

Princeton Theological Seminary is an equal opportunity employer and does not discriminate in employment with regard to race, creed, color, ancestry, age, gender, marital status, military status, national origin, religious affiliation (except as religion may be a bona fide occupational qualification for certain positions at the seminary), disability, sexual or affectional orientation, atypical hereditary cellular or blood trait of an individual, or any other characteristic protected by law.

To apply for this position, visit:

[Director of Philanthropy, Princeton Theological Seminary.](#)

To nominate a candidate, please contact Don Hasseltine:

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