



**ASSISTANT VICE PRESIDENT FOR PRINCIPAL GIFTS**  
**LOYOLA UNIVERSITY CHICAGO**  
Chicago, Illinois  
[Loyola University Chicago](https://www.loyola.edu)



The Aspen Leadership Group is proud to partner with Loyola University Chicago in the search for the Assistant Vice President for Principal Gifts in the Advancement Division.

The Assistant Vice President for Principal Gifts will provide leadership for an active portfolio of individuals capable of making gifts of at least \$1 million and up to Loyola University Chicago. The Assistant Vice President will guide the development of cultivation and solicitation strategies for this select group of high-capacity donors and prospects, including those assigned to fundraising colleagues, while working to align donor interests and university aspirations. The Assistant Vice President will partner with the Chief Development Officer to coordinate the principal gifts activities of the President and Trustees, as well as prospect research, donor relations, and collaborating partners across the university to support and advance program goals and secure transformational gifts.

Founded in 1870, Loyola University Chicago—one of the largest Catholic universities in the nation—is Chicago's Jesuit Catholic university, a diverse community working to expand knowledge in the service of others. Loyola's mission is grounded in a commitment to the dignity of every person, the dynamic between faith and reason, and the responsibility to care for those who are suffering most in the world. Loyola invites those of all faith traditions who share this outlook to join in pursuing its goals.

**PRIMARY RESPONSIBILITIES**

The Assistant Vice President for Principal Gifts will

- provide vision for and oversee all aspects of developing, building, and growing the principal gifts program, in partnership with the Chief Development Officer and others;
- in partnership with fundraising colleagues, develop overall institutional strategies to identify, cultivate, solicit, and steward prospects with the capacity to make gifts of \$1 million and up with particular focus on gifts of \$5 million and up;
- personally manage (cultivate, solicit, and steward) a select portfolio of high capacity alumni, parents, and friends of the University for transformational commitments regardless of geographic location;
- provide support for the President, Vice President for Advancement, and Chief Development Officer in their work with principal-level donors;
- partner with fundraisers across the division to identify and meaningfully engage the next generation of principal gifts donors;
- create the meeting structures, processes, and communications necessary to firmly establish the program and support its growth;
- determine and implement best practices for managing this elite group of donors and prospects;

- maintain comprehensive engagement and stewardship strategies for all principal gifts prospects, in collaboration with the primary relationship manager, donor relations/stewards, and prospect management; and
- continuously reengage existing principal gifts donors in authentic and innovative ways, to encourage future philanthropy and investment in the institution.

### **PREFERRED QUALIFICATIONS**

Loyola University Chicago seeks an Assistant Vice President for Principal Gifts with

- an appreciation for higher education and an understanding and respect for Loyola's Jesuit principles and traditions;
- strong knowledge of best practices in principal gifts fundraising and an ability to secure transformational philanthropic commitments;
- a commitment to embracing diversity in hiring, managing, and collaborating with staff;
- an ability to work successfully in a complex, fast-paced organization serving multiple stakeholders and managing varied agendas;
- exceptional interpersonal communication skills and the ability to write persuasively and effectively for a variety of voices to a variety of audiences;
- an ability to handle sensitive matters with tact, discretion, and humanity;
- an ability to build consensus and make difficult decisions; and
- project management and organizational skills.

A bachelor's degree and at least six years of relevant fundraising experience are required.

### **LOYOLA UNIVERSITY CHICAGO'S COMMITMENT TO DIVERSITY AND SOCIAL JUSTICE**

Loyola University Chicago fosters an academic and employment environment that honors diversity and social justice. This commitment comes from the Jesuit belief in and practice of core principles that embrace inclusivity, mutual respect, inherent freedoms, and the value of varying perspectives and lived experiences. Loyola is committed to hiring practices that exemplify these principles. Learn more about Loyola University's shared commitment to diversity, equity, and inclusion [here](#).

### **REPORTING RELATIONSHIPS**

The Assistant Vice President for Principal Gifts will report to the Chief Development Officer and Senior Associate Vice President, Sean Campbell.

### **ADVANCEMENT DIVISION LEADERSHIP**

**Karen Paciero**

**Vice President for Advancement**

Karen Paciero joined Loyola University Chicago as Vice President for Advancement in October 2019. She is leading an ambitious plan to help build and reinvigorate the Advancement Division, including preparing for the most ambitious comprehensive fundraising campaign in Loyola's history.

Karen has a successful record of facilitating philanthropic investments and building strong and innovative teams to drive excellence in research, education, social justice, and patient care at a variety of institutions. Karen's philosophy on philanthropy centers on building a community of volunteers and supporters from diverse backgrounds to develop innovative ideas and practices toward a common goal. She is passionate about the role philanthropy plays in solving complex problems, educating future leaders, and transforming lives and communities.

Karen began her professional life as a social worker helping children and families navigate the juvenile justice, child protection, and social welfare systems. Her grounding in service to marginalized people is a primary motivation for joining Loyola's mission to advance Jesuit education, social justice, and collaboration with communities.

Karen has worked at several exceptional organizations, including the University of Chicago Medicine, Feeding America, and St. Jude Children's Research Hospital. She earned a bachelor's degree from Michigan State University and a Master of Social Work in public policy and administration from the University of Michigan.

### **Sean Campbell**

#### **Chief Development Officer and Senior Associate Vice President**

Sean Campbell joined Loyola University Chicago in September 2020 in a role that brings together the majority of Loyola's donor-facing fundraising staff and programs. With a deep-seated commitment to social justice and to the people of his adopted hometown of Chicago, Sean is honored to be part of the Loyola Advancement team at this exciting time in its development and growth.

With 23 years of experience in fundraising, alumni relations, and communications in higher education, Sean has built and led fundraising teams across all advancement functions. Prior to Loyola, he served as Vice President for Advancement at Skidmore College, where he led a \$200M campaign that resulted in \$229M in new gifts. Before Skidmore, he worked for 10 years at the University of Chicago, first managing major gifts fundraising and alumni programs in Chicago and 26 states across the Midwest and South. Later, he managed a fundraising unit at UChicago Medicine, leading a team responsible for raising millions of dollars annually for biomedical research and clinical care, the Pritzker School of Medicine, the Kovler Diabetes Center, and community health programs. Sean began his career at Bates College, where he worked for 10 years as Director of the Parents and Family Association, Leadership Giving Officer and finally as Director of Leadership Giving and Donor Programs. He holds a BA in journalism and communications from the University of Maine.

## **LOYOLA UNIVERSITY CHICAGO'S HISTORY AND PRESIDENTIAL LEADERSHIP**

### **Overview**

Founded in 1870 as St. Ignatius College by the Society of Jesus, Loyola is one of the largest Catholic universities in the country and Chicago's only Jesuit, Catholic university. Since 2000, Loyola has experienced tremendous growth in virtually every dimension, including undergraduate enrollment, measures of student success, research, commitment to environmental sustainability, academic programs and service to the community. Motivated by its Jesuit commitment to social justice and transformative education, Loyola has earned recognition at the national level for its robust, mission-centered undergraduate experience, an array of quality graduate and professional programs and the University's research initiatives and engagement with the Chicago community.

Loyola enrolls approximately 17,000 students across four campuses: Lake Shore Campus (LSC), Water Tower Campus (WTC), Health Sciences Campus (HSC) and the John Felice Rome Center (JFRC) in Italy. The University is home to 14 schools, colleges and institutes, including the Quinlan School of Business, Marcella Niehoff School of Nursing, Stritch School of Medicine, College of Arts and Sciences, School of Communication, School of Continuing and Professional Studies, School of Education, School of Law, School of Social Work, Arrupe College and our newest school, the School for Environmental Sustainability.

*U.S. News & World Report* consistently ranks Loyola among the top national universities, and many of Loyola's schools and programs rank among the best in the nation. Loyola is among a select group of universities recognized for community service and engagement by prestigious national organizations such as the Carnegie Foundation and the Corporation for National and Community Service. The University has received the Presidential Award for Community Service and been named to the President's Community Service Honor Roll. Loyola is a national leader in graduating women in STEM fields, ranking #7 overall in the number of STEM graduates. Its holistic approach to sustainability and environmental issues has led it to be named a "Top 20 Green" university by the Sierra Club, and it is highly ranked as a university serving veterans. Loyola is also among 10 percent of all American colleges and universities to have a Phi Beta Kappa honor society chapter.

### **Presidential Leadership**

Jo Ann Rooney, J.D., L.L.M., Ed.D., has led the University as its 24th president since August 2016, the first lay president of Loyola University Chicago. Under Dr. Rooney's leadership, Loyola continues to experience substantial growth in undergraduate enrollment and to position itself as a leading institution in Chicago, the nation and internationally.

Bringing a broad portfolio of experience in higher education, government, law and business to the presidency, Dr. Rooney is consolidating the gains of recent years, strengthening Loyola's position in environmental sustainability, business and entrepreneurship, law, education and social work. She is leading innovations in programs and curricula that work to address societal needs, as well as trends in the market.

She advocates on behalf of students and families to keep college affordable and accessible, and is engaged externally to build new and important relationships with religious and civic leadership in Chicago and with philanthropic and programmatic partners across the nation.

In the spirit of the Jesuit value of *cura personalis*, Dr. Rooney and Loyola are deeply committed to offering an education rooted in caring for the whole person — intellectually, morally, physically and spiritually. Loyola continues to live its Jesuit mission by translating ideals into actions, expanding knowledge in the service of humanity, and embracing diversity in all aspects of its work.

### **SALARY AND BENEFITS**

Loyola University Chicago offers a competitive salary and comprehensive benefits package.

### **LOCATION**

This position is based on Loyola's Water Tower Campus, in downtown Chicago, Illinois.

## APPLICATION INSTRUCTIONS

All applications must be accompanied by a cover letter and résumé. ***Cover letter should be responsive to the mission of Loyola University Chicago and the responsibilities and qualifications stated in the position prospectus.*** Review of applications will begin immediately and continue until the successful candidate has been selected.

*To apply for this position, visit:*

[Assistant Vice President for Principal Gifts, Loyola University Chicago.](#)

*To nominate a candidate, please contact Tim Child:*

[timchild@aspenleadershipgoup.com.](mailto:timchild@aspenleadershipgoup.com)

*All inquiries will be held in confidence.*