

ASPEN • LEADERSHIP • GROUP

VICE PRESIDENT FOR ADVANCEMENT

WELLS COLLEGE

Aurora, New York

<http://wells.edu>



The Aspen Leadership Group is proud to partner with Wells College in the search for a Vice President for Advancement.

The Vice President for Advancement is the chief administrator and advisor to the President of the College for fund raising and alumni relations. As a member of the senior management team, the Vice President will be expected and encouraged to provide vision and insight on issues affecting the entire College. The Vice President will also serve as the chief architect and director of the upcoming comprehensive campaign for Wells College.

Under the leadership of 18 presidents, Wells has grown from a small seminary catering to the young women of New York to a nationally-recognized college drawing a diverse study body from many states and several countries. In 2004, after 136 years in women's education, the college opened its doors to students of all genders.

The mission of Wells College is to educate students to think critically, reason wisely, and act humanely as they cultivate meaningful lives. Through Wells' academic programs, residential atmosphere, and community activities, students learn and practice the ideals of the liberal arts. The Wells experience prepares students to appreciate complexity and difference, to embrace new ways of knowing, to be creative, and to respond ethically to the interdependent worlds to which they belong. Committed to excellence in all areas of its reach, Wells College equips students for lifelong learning and for sharing the privileges of education with others.

Wells has a total full-time enrollment of close to 600 students. Students come to Wells from all over the country and the world. Three percent of Wells' student body is international; 24 percent of students are people of color. Wells was included in the Princeton Review's list of best northeastern colleges and placed at #14 on their list of best schools for encouraging class discussion.

Wells College nurtures the interests and strengths of each and every student, ensuring that their courses, hands-on experiences, and student activities create a path toward a successful and fulfilling future. Students who enjoy small class discussions, internships, rigorous academics, global opportunities—and some unique traditions—thrive at Wells. The College's exceptional graduates, in all walks of life, are a testament to the strength of Wells. This small and deeply connected community values curiosity, diversity, and service to society. Wells College evolves and expands its programs to support international experiences, experiential learning opportunities, and curricula that equip students for an ever-changing world.

LOCATION

Situated on more than 300 scenic acres in Aurora, New York, overlooking Cayuga Lake, Wells College offers the simplicity and safety of village living and easy access to metropolitan and educational centers: ½ hour from Ithaca (home of Cornell University and Ithaca College), 1 hour from Rochester and Syracuse, and 5 hours from New York City. The Finger Lakes are known for vast cultural and outdoor recreational opportunities and for a high concentration of outstanding colleges and universities.

The village of Aurora has undergone a renaissance in recent years. The pristinely restored destination village offers small town living with several excellent restaurants, nearby wineries and specialty shops. The Village will soon be home to a “world class spa” and conference and events center.

REPORTING RELATIONSHIPS

The Vice President for Advancement reports to the President and is a member of the President’s senior administrative team. The other members of the President’s Cabinet include the Provost and Dean of the College, Chief Financial Officer, Director of Marketing and Communications, Dean of Students, and Director of Admissions and Financial Aid.

PRINCIPAL OPPORTUNITIES

With the appointment of Dr. Jonathan Gibraltar as Wells College’s 19th president, the College is poised for a future that builds upon the areas of continued excellence in the liberal arts with the addition of professional programs, growth in enrollment, and a commitment to preserving the historic significance of the campus. The focus is on helping students to explore the possibilities that exist at a small, liberal arts college where they will come to know themselves and their faculty very well. An admired and gracious leader with a deep commitment to education, Dr. Gibraltar is recognized as a national spokesperson in higher education. He believes deeply in the holistic approach to improving the lives of young people. Perhaps said best by his predecessor, President Thomas E.J. de Witt, “Jonathan Gibraltar is well suited to the task of fully restoring Wells’ greatness. His education and wide-ranging experience make him an ideal president to complete the transformation of this wonderful College.”

Since arriving in July of 2015, the president has focused on creating a collaborative, caring, and respectful environment. His commitment to seeing Wells’ next campaign through completion, providing the necessary resources to build the advancement program, and willingness to fully partner with the Advancement operation, makes this a very attractive position.

The Vice President for Advancement will play a critical role in shaping the College’s success in the preparation and execution of the next comprehensive campaign as well as having a transformational impact on the institution as a whole.

PRIMARY RESPONSIBILITIES

The Vice President for Advancement provides executive leadership to the Advancement function of the College in advancing the fundamental mission of a residential liberal arts college. Within the Office of Advancement, the Vice President is responsible for providing leadership to department professionals and support staff members. As currently configured, those who report directly to the Vice President are the

Director of Leadership and Planned Giving, the Director of Annual Giving and Alumni Relations, the Coordinator of Corporate and Foundation Relations, the Coordinator of Stewardship and Constituent Communications, and an administrative assistant.

In addition, the Vice President for Advancement will

- serve as the College's foremost professional fundraiser, building important relationships and making key solicitations as appropriate;
- work strategically with the President, Trustees, and volunteer leaders on major gift solicitations;
- build and train an effective team of Advancement professionals;
- lead rigorous planning for long range, annual, and special campaign programs;
- provide support and guidance to Trustees and trustee committees with regard to high level fundraising;
- help create a coordinated institutional advancement effort in support of the College through close collaboration with the offices of communications, academic affairs, and student life, among others;
- help recruit and provide support to volunteers in support of the campaign and alumni and fundraising activities;
- oversee all Advancement-related infrastructure (processes, systems, data management, technology, social media, stewardship) in support of Advancement;
- strengthen the relationship between the College and its various constituencies, especially alumnae/alumni, volunteers, parents, other donors and prospective donors, foundations and corporations;
- implement creative strategies to engage a changing donor base;
- support and encourage faculty and staff involvement in securing gifts and grants for College programs, and for teaching and research;
- serve as a liaison with faculty, staff and other administrators to ensure close linkages between academic priorities and institutional advancement goals;
- oversee the Advancement budgets and financial reporting of contributions and division expenditures in a timely and effective manner in collaboration with the Chief Financial Officer and business office;
- assist the President in identifying and cultivating potential members of the Board of Trustees; and
- participate as an advisor to the President and as a key officer of the College through membership on the President's Cabinet.

KEY COLLEAGUES



Dr. Jonathan Gibraltar
President

Dr. Jonathan Gibraltar assumed the presidency of Wells College in July, 2015. An experienced president and accomplished scholar, Dr. Gibraltar's leadership is marked by a deep understanding of the current climate for higher education and the undergraduate experience, a demonstrated commitment to student well-being and environmental sustainability, the creativity and courage to pursue innovative solutions, and financial acumen. He brings many years of higher education leadership to the position as well as national recognition with a leading voice on preventing dangerous college-age drinking and related harms.

Dr. Gibraltar earned his B.A. in Psychology from the State University of New York at Binghamton, an M.A. in Counseling Psychology from New York University, a Ph.D. in Human Development from Syracuse University, and an M.B.A. from the University of Maryland, University College. He came to Wells from the presidency

of Frostburg State University where he turned around an institution facing serious enrollment and financial challenges. He began his career in higher education with the State University of New York system.



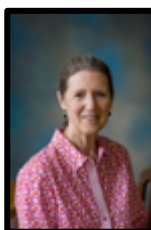
Dr. Cindy Speaker
Provost and Dean of the College

Dr. Speaker came to Wells in June, 2006, and served as Associate Dean of the College and then Associate Provost for Academic and Student Life, in which she helped to lead a successful transition to the more deliberate integration of the work of academic affairs and student life, improving both the function of the offices and the experiences of students. In July 2011, after a national search, Dr. Speaker was named Provost and Dean of the College. Dr. Speaker's academic background is in developmental psychology and includes curricular development, assessment of student learning outcomes, program management, and academic policy development. Dr. Speaker's responsibilities as chief academic officer include programs and staff in athletics, library, advising, the registrar's office, experiential learning and career services, and international study.



Carrie A. Bolton
Board Chair

Ms. Bolton received her B.A. in History from Wells College and a Master's in Government Administration from the University of Pennsylvania. She is a senior manager at The Vanguard Group, Inc. Prior to Vanguard, she held various management positions at Ally Financial, GMAC, and AAA. Ms. Bolton has served the Wells Board of Trustees as Vice Chair and Enrollment Committee chair, as well as being involved with the Wells College Association (WCA) as president, Reunion chair, and FARGO Board liaison.



Fiona Morgan Fein
Advancement Committee Chair

Ms. Fein received her B.A. in Art History from Wells College. She was the Photograph and Slide Librarian of the Clark Art Institute in Williamstown, MA, before moving to New York City. There she switched fields, working until her retirement in classical music, primarily in concert production. She was on the administrative staff or a special project coordinator for the following organizations: New School Concerts; New York String Orchestra Seminar; Lincoln Center for the Performing Arts: Mostly Mozart Festival, Great Performers, Mozart Bicentennial at Lincoln Center; The Marlboro Music Festival; the Lincoln Center Institute; and the Harlem School for the Arts.



Betty Rodriguez Vislosky
President, Alumnae/Alumni Association

Ms. Vislosky received her B.A. in Psychology from Wells and her M.A in Human Resources and Management Development from The Milano Graduate School of Management. She is a Partner and Managing Director in the consulting firm, Vital Point Partners, LLC., and has experience in multiple industries, including human resources, financial services (with Dean Witter, Lehman Brothers, AIG, GE Capital and UBS Investment Bank), healthcare, technology and manufacturing. She is actively involved in professional and non-profit organizations as a member of the National Society for Hispanic MBAs, as Director of the EMA Foundation Board and member of SHRM (Society for Human Resources Management).

CANDIDATE QUALIFICATIONS AND QUALITIES

The ideal candidate for the position of Vice President for Advancement will have

- significant, successful experience in the Advancement field, including demonstrated leadership, motivational, and management capabilities, preferably with a proven track record in leading and executing campaigns;
- capability to work strategically with the President and Board on Advancement activities;
- experience working with young alumnae/alumni using strategies/best practices to enrich their relationship with the College;
- excellent writing, oral, and public speaking skills;
- ability to work with all constituencies of the College, including faculty, staff, students, parents, alumni, friends, and Trustees;
- ability to think strategically and articulate reasonable courses of action consistent with the College's mission, ability to plan steps to accomplish goals, and assess results;
- ability to communicate effectively within the institution, as well as to external audiences;
- ability to cultivate, solicit, and steward major donors;
- decisiveness, but also effectiveness in a consensus-building and participatory model of organization;
- personal integrity, common sense, and good will creating a trusting environment;
- a commitment to diversity and equity;
- a commitment to higher education and specifically to private undergraduate education; and
- energy, enthusiasm, a sense of humor, optimism, pragmatism, the ability to motivate others, and a desire to make team efforts succeed.

Candidates will have a bachelor's degree and a minimum of seven years of progressively responsible professional experience. Strong candidates will have an advanced degree and fifteen or more years of professional experience in higher education advancement.

SALARY & BENEFITS

Wells College offers an excellent and competitive benefits and compensation package.

APPLICATION DEADLINE

Before sending your résumé for this position, please read it over for accuracy. Review of applications will begin immediately and continue until the successful candidate has been selected.

To nominate a candidate, contact Shelley Semmler: shelleysemmler@aspenleadershipgroup.com.

All inquiries will be held in confidence.