



**VICE PRESIDENT FOR INSTITUTIONAL ADVANCEMENT**  
**MINNEAPOLIS COLLEGE OF ART AND DESIGN**  
**Minneapolis, Minnesota**



The Aspen Leadership Group is proud to partner with Minneapolis College of Art and Design in the search for a Vice President for Institutional Advancement.

The Vice President for Institutional Advancement will oversee the institutional advancement activities of Minneapolis College of Art and Design (MCAD), including fundraising, communications, and broad and meaningful relationship-building with donors, prospective donors, sponsors, alumni, volunteers, city and community representatives, and the general public. The Vice President will work in concert with the President and senior leadership to refine and implement a comprehensive advancement program for MCAD, including oversight of the work of all institutional advancement staff while supporting the goals of the College's recently approved strategic plan, *Forming and Transforming MCAD's Adaptive Strategy*.

MCAD emboldens creative, cultural leaders to collaboratively transform society through equity, empathy, and imagination. MCAD provides a transformative education within a community of support for creative students of all backgrounds to work, collaborate, and lead with confidence in a dynamic, interconnected world. MCAD students become accomplished makers and scholars; equity-minded problem solvers; critical, conceptual thinkers; inclusive, collaborative partners; empathic listeners; creative storytellers; and engaged citizens within a global context.

Founded in 1886, MCAD is recognized nationally and internationally for its innovative approaches to art and design education. MCAD is located in the heart of the rich art and design community of the Twin Cities and is home to more than 800 students. A four-year, nonprofit, private college with the highest level of accreditation for a school of its kind, MCAD offers bachelor's degrees, master's degrees, and continuing education classes for all ages in areas, including arts entrepreneurship, design, fine arts, and media arts.

MCAD's four-year graduation rate is among the highest of all art and design colleges. Students are carefully selected for their creative talents and intellectual abilities, and they are some of the most talented artists and designers in the country. Through the four-year core curriculum, students focus on their careers early while learning technical and professional skills and developing their creative, intellectual, and leadership capabilities.

Including Emmy-winning directors, Whitney Biennial artists, and Guggenheim fellows, MCAD alumni are successful and make an impact. They set new standards across a broad range of creative careers, from independent artist and corporate designer, to starting companies and shaping emerging industries.

World-class art and design education begins with world-class educators. Working artists and designers who are respected in their fields, MCAD's faculty are renowned for their ingenuity, expertise, and commitment as instructors. Each year they inspire new generations of creative thinkers to make the successful transition from students to professional artists and designers.

MCAD is a close, supportive, and transformative community that impacts graduates their entire lives.

## REPORTING RELATIONSHIPS

The Vice President for Institutional Advancement will report to the President, Sanjit Sethi, and will serve as a member of the College's Executive Leadership Council, contributing to major policy discussions and decisions of the College. The Vice President will oversee an advancement team of six people.

## FROM THE PRESIDENT

*As President of the College, I am looking for someone who can work with me as a thought partner and someone who is interested in creating a culture of philanthropic success that can keep pace with MCAD's vision. Our next Vice President must be a strategic leader who has experience in raising funds, maintaining relationships, and a zeal for supporting the students, faculty, and staff of this remarkable institution called MCAD.*

*The Minneapolis College of Art and Design is poised to be the preeminent art and design institution in the country. With a dedicated team and resilient community, we support students from all walks of life to transform themselves into becoming the next generation of creative cultural leaders. MCAD's recently adopted strategic plan, *Forming and Transforming MCAD's Adaptive Strategy*, is both responsive to our changing world and ambitious in scale and scope.*

*As MCAD moves into a period of remarkable innovation and growth we are looking for a dedicated individual with both the strategic acumen and generative empathy that is essential in the work of institutional advancement. We seek someone who is keenly interested in working collaboratively with fellow leadership, and engaging board members, donors, alumni, students, community members, and beyond.*

– Sanjit Sethi, President

## MINNEAPOLIS COLLEGE OF ART AND DESIGN'S COMMITMENT TO DIVERSITY, EQUITY, AND INCLUSION

MCAD strives to be a community of equal opportunity and inclusivity. All are welcomed into the MCAD community as individuals, regardless of race, color, creed, religion, ancestry, national origin, sex, sexual orientation, gender identity, gender expression, age, or marital status. It is MCAD's [official policy](#) to provide equal opportunity in educational programs, employment, and campus life. It does not tolerate discrimination or harassment of any kind. MCAD is committed to the principles of Diversity, Equity, Accessibility, and Inclusion (DEAI).

## PRIMARY RESPONSIBILITIES

The Vice President for Institutional Advancement will

- lead staff of the Office of Institutional Advancement to ensure increased visibility for the College and enhanced fundraising;
- refine and implement a multi-year comprehensive fundraising plan, working closely with staff, colleagues, the President, and members of the Board of Trustees;
- develop productive relationships with the community, including donors, prospective donors, sponsors, and state and city representatives;
- support the President and members of the Board of Trustees in their activities related to promoting the College and fundraising;

- work closely with members of the Board of Trustees to increase their participation in major fundraising activities, including major donor solicitations and events;
- serve as staff liaison to the Board Development Committee;
- serve as the primary MCAD liaison to events, as well as fundraising and development volunteer committees;
- work to identify opportunities and needs in order to increase existing, and establish new, support from corporations, foundations, and government grants— leveraging internal resources;
- direct and actively participate in the College’s fundraising activities, including individual donor solicitation and corporate, foundation, and government relations;
- oversee the College’s responsibilities to donors to ensure the highest level of stewardship, responsible reporting, and ongoing cultivation;
- work with the President and members of the Board of Trustees to assist in identifying potential new members of the Board;
- exercise sensitivity to College needs, employee and student goodwill, and overall brand equity of MCAD as an employer and educational institution; and
- represent MCAD’s vision, purpose, and values in day-to-day work and interactions with MCAD students, staff, faculty, and campus guests, as well as the greater community.

## COLLEGE LEADERSHIP

### **Sanjit Sethi** **President**

Sanjit Sethi assumed the Presidency of the Minneapolis College of Art and Design in July, 2019, and in addition to stewarding the college during the pandemic, has overseen the passage of a new strategic plan; real estate acquisitions; the addition of positions and programs including the Director for Strategic Partnerships and the new Masters in Creative Leadership; and the start of an ambitious master planning process with the MASS Design Group. Sethi has two decades of experience as an artist and cultural academic leader. Prior to MCAD, Sethi served as the first Director of the Corcoran School of the Arts and Design at George Washington University, where he oversaw the reestablishment of the historic art and design college as it integrated with the University.

Sethi’s previous positions include serving as Director of the Master of Fine Arts program at the Memphis College of Art; Director of the Center for Art and Public Life, Barclay Simpson Professor, and Chair of Community Arts at the California College of the Arts; and Executive Director of the Santa Fe Art Institute. Additionally, Sethi has lectured and taught at the Srishti School of Art, Design, and Technology in Bangalore; the Massachusetts Institute of Technology; School of the Art Institute of Chicago; and Saint Mary’s College in London.

Born in Rochester, New York, Sethi received a BFA from New York State College of Ceramics at Alfred University, an MFA in Ceramics from University of Georgia, and he holds an MS in Advanced Visual Studies from the Massachusetts Institute of Technology. Sethi has been awarded numerous grants and fellowships, including an Enrichment Travel Fellowship to work on a project in London, Budapest, and Dublin, and a Fulbright fellowship in India.

As an artist and curator, Sethi’s work has spanned different media and geographies. Past works include the Kuni Wada Bakery Remembrance; Richmond Voting Stories; and the Gypsy Bridge project. Recent curatorial projects have included *Spiked: The Unpublished Political Cartoons of Rob Rogers* and the upcoming exhibition, *6.13.89 The Cancelling of the Mapplethorpe Exhibition*. Additionally, Sethi is currently working on the Portland Hospice Potters Network and a body of paintings and drawings – the Delta Series.

Sethi serves on the boards of the Alliance for Artist Communities, the Jerome Foundation, the Archie Bray Foundation, the Association for Independent Colleges of Art and Design, and Moving Arts Espanola.

### **PREFERRED COMPETENCIES AND QUALIFICATIONS**

Minneapolis College of Art and Design seeks a Vice President for Institutional Advancement with

- a commitment to the mission of Minneapolis College of Art and Design: *to provide a transformative education within a community of support for creative students of all backgrounds to work, collaborate, and lead with confidence in a dynamic, interconnected world*;
- evidence of successful fundraising in the arts, and/or higher education, at the national level — including experience with a capital campaign and major gift solicitations;
- a capacity to lead and succeed in a collaborative environment;
- successful experience working with a President/CEO, trustees, and colleagues;
- experience using technology and process improvements to move forward faster and more efficiently;
- an ability to think analytically and plan strategically, independent judgment, and initiative;
- outstanding communication skills, both written and oral;
- strong problem solving skills and technical aptitude; and
- an ability to facilitate communication and collaborate across departments.

A bachelor's degree is required for this position as is at least ten years of experience in advancement/development, including at least five years leading the advancement function within a nonprofit or higher education organization.

### **SALARY AND BENEFITS**

Minneapolis College of Art and Design offers a competitive salary and [comprehensive benefits package](#).

### **LOCATION**

Minneapolis College of Art and Design is located in Minneapolis, Minnesota. Minneapolis and St. Paul are a vibrant hub of creativity. The metropolitan area is a thriving business community. With leading medical, retail, technology, food, and advertising companies, the Twin Cities attract top talent from around the world, thanks to an outstanding college graduation rate, high median earnings, and a high employment rate for young adults. An unmatched park system connects the Twin Cities' lakes, creeks, and rivers with miles of biking and running paths. *Bicycling* magazine named the Twin Cities as one of the nation's best biking cities. The mix of urban and outdoor lifestyles has garnered Minneapolis many great spots on the "best of" lists including Happiest State: #1; Fittest Cities in the U.S.: #3 ; Nation's Best Park System: #1; Best State: #2; Best Cities for Entrepreneurs and Startups: #3; and Most Vibrant Arts Communities in U.S.: #8.

[Creative Minnesota: The Impact and Health of the Nonprofit Arts and Culture Sector](#) found that 1,269 nonprofit arts and culture organizations support the equivalent of 33,381 full-time jobs in Minnesota, with nearly 19 million people attending nonprofit arts and cultural events annually. Nearly half of the locations cited in the report are located in the Twin Cities, including such cultural landmarks as the Walker Art Center, one of the five largest modern art museums in the nation; the Minneapolis Sculpture Garden; the Minneapolis Institute of Art; the Weisman Art Museum; the University of Minnesota's Goldstein

Museum of Design; the Minnesota Children's Museum; the Schubert Club Museum of Musical Instruments; the Minnesota Museum of American Art; the Traces Center for History and Culture; the Minnesota History Center; the Minnesota Transportation Museum; the Science Museum of Minnesota; the Pence Opera House; the Academy of Music; the Metropolitan Opera House; the Guthrie Theater; the Orpheum, State, Pantages, and Shubert Theatres; and the Ordway Center for the Performing Arts.

#### APPLICATION INSTRUCTIONS

All applications must be accompanied by a cover letter and résumé. ***Cover letters should be responsive to the mission of Minneapolis College of Art and Design 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.

*To apply for this position, visit:*

[Vice President for Institutional Advancement, Minneapolis College of Art and Design.](#)

*To nominate a candidate, please contact Don Hasseltine:*

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