



SENIOR PHILANTHROPIC ADVISOR

TULANE UNIVERSITY

New Orleans, Louisiana

<http://tulane.edu/>



The Aspen Leadership Group is proud to partner with Tulane University in the search for a Senior Philanthropic Advisor.

The Senior Philanthropic Advisor is a senior frontline fundraiser responsible for the oversight of a portfolio of Tulane's highest potential individual donor prospects. This position is charged with managing the cultivation, solicitation, and stewardship of a portfolio of prospects rated by Tulane as having the capacity to make multi-million dollar gifts to the institution as well as developing high-level gift planning strategies. The Senior Philanthropic Advisor supports the senior leadership of the university and the board in their efforts to secure principal gifts in support of the university's highest priorities.

Since beginning as a medical college in 1834, Tulane University has grown into one of the most well-respected research universities in the country. It is one of just 62 members of the Association of American Universities, an elite group of top-ranked research institutions. Tulane faculty are involved in projects as diverse as protecting the aquatic resources of the Gulf and chronicling the region's singular musical heritage. Because of its size, just 8,452 undergrads, classes average 21 students. There are 1,700 classes to choose from and more than 70 majors in five different schools, including science and engineering, architecture, business, liberal arts, and public health. About a third of Tulane undergraduates double major, seamlessly transitioning between schools under the auspices of Newcomb-Tulane College. Tulane University Law School, the 12th oldest law school in the United States, offers its students the opportunity to study both of the world's great legal systems—the common law system upon which U.S. law is based, and the civil law system governing most of the rest of the world. Tulane's Maritime Law Center is internationally renowned for its breadth and depth of studies, events, and activities. Tulane's School of Medicine, the second-oldest medical school in the Deep South and the 15th oldest medical school in the United States, is one of the nation's most recognized centers for medical education. The National Primate Research Center and School of Public Health and Tropical Medicine are on the front line in the development of vaccines, treatments and diagnostic tools for infectious diseases such as AIDS, Ebola, Lyme disease, malaria, tuberculosis, and Zika. Tulane University is accredited by the Commission on Colleges of the Southern Association of Colleges and Schools to award associate, baccalaureate, masters, doctorate, and professional degrees.

Every single one of Tulane's students gives back. Tulane was the first research university to integrate service learning into the undergraduate curriculum. Last year alone, Tulane students logged more than 780,000 hours of civic service in New Orleans. Service is at Tulane University's core: The physicians who formed the college that became Tulane battled epidemics of yellow fever and cholera that ravaged New Orleans in the 19th century.

REPORTING RELATIONSHIPS

The Senior Philanthropic Advisor reports to the Associate Vice President for Advancement, Principal Gifts.

PRINCIPAL OPPORTUNITIES

More than 20,000 alumni, parents, and friends donated to Tulane University during the 2016-17 fiscal year, making it the best fundraising year in the university's 183-year history. The surge in giving during this period exceeded Tulane's five-year average by \$20 million. The university is launching the public phase of a \$1B+ campaign in December 2017. Having already exceeded the fundraising goal of the last campaign during the quiet phase, this campaign is positioned to achieve some of the university's greatest ambitions. With a true focus on advancement infrastructure, portfolios are data driven and tailored. There is clear evidence that talented philanthropic advisors are needed, and the successful candidate will have the opportunity to build and nurture relationships from the ground up.

PRIMARY RESPONSIBILITIES

The Senior Philanthropic Advisor will

- create, manage, and advance priority relationships with a portfolio of high-level prospects toward the goal of effective solicitation and closure;
- prepare cultivation, solicitation, and stewardship plans for each prospect utilizing senior members of the university administration and appropriate volunteers, when effective;
- oversee the implementation of cultivation and solicitation plans by organizing appropriate cultivation events, solicitation visits, and the preparation of briefing materials;
- provide high level staffing for cultivation and solicitation meetings as appropriate;
- identify compelling gift opportunities that will be appealing to principal gifts prospects;
- create marketable gift packages that support university priorities and campaign themes, reflecting both central university and unit priorities;
- oversee the preparation of proposals that are high impact and visually appealing;
- steward the relationships of principal donors to the university by ensuring that they receive timely and ongoing reports on the use of gifts;
- work with relevant unit officers to prepare and distribute such reports and to organize stewardship events; and
- engage in special projects as needed, to include work on campaign initiatives.

KEY COLLEAGUES



Michael Fitts
President

Michael Fitts is the 15th president of Tulane University. He arrived at Tulane in July 2014, bringing with him a strong emphasis on heightening cross-disciplinary education and research. President Fitts believes students and higher education institutions can set themselves apart in a fast-changing world and ever-shifting economy by crossing boundaries between different fields and skills. In his first year at Tulane, President Fitts launched task forces to lead the university in deepening its unique strengths for interdisciplinary collaboration. He sees powerful advantages in the university's manageable size, its wide selection of professional schools, the unified undergraduate college, and multiple cross-disciplinary projects already in place.

Before arriving at Tulane, President Fitts served 14 years as dean of the Law School at the University of Pennsylvania, where he was recognized for greatly boosting that school's offerings in interdisciplinary education. He also presided over a quadrupling of Penn Law's endowment, a more than 40 percent increase in the size of the Law School faculty, and a doubling of all forms of student financial aid.

President Fitts is a native of Philadelphia. He earned a bachelor of arts degree from Harvard University in 1975. He attended Yale Law School and was editor of the Yale Law Journal. He received his juris doctorate in 1979 and then worked as an attorney in the U.S. Justice Department's Office of Legal Counsel, where he served as outside counsel to the President, White House, and Cabinet. His teaching career began at Penn Law in 1985. He has written extensively on presidential power, separation of powers, executive branch decision-making, improving the structure of political parties, and administrative law. President Fitts served as president of the American Law Deans Association. He and his wife, Renée J. Sobel, Esq., have two adult children.



Virginia Wise
Senior Vice President of Advancement

Virginia (Ginny) Wise is Tulane's Senior Vice President of Advancement, overseeing alumni relations and development for the university. Ginny was recruited to Tulane in 2010 as the Vice President of Development for Leadership Giving and assumed this new role in October of 2016.

Ginny has over 26 years of professional advancement experience, beginning her career at Harvard University where she held a number of roles, including Associate Dean for Development and External Relations, Divinity School; Director of Development, Business School; Executive Director, University Development Office; and Managing Director, Harvard College Fund. Ginny also served previously as Vice President of Development at the Boys and Girls Clubs of Boston. A native New Orleanian, Ginny received her undergraduate degree from Dartmouth College and a Masters of Education from Harvard University.



Katie Acuff

Associate Vice President for Advancement, Principal Gifts

Katie Acuff is as passionate about fundraising as they come. Once a student ambassador in the president's office at her alma mater, she started her career as an administrative assistant in their annual fund office while attending law school at night. She has steadily climbed the ranks through major gifts, principal gifts, and is now firmly situated as an administrator leading this critical aspect of Tulane's campaign. Although Katie is an AVP for the university and a manager and coach for the principal gifts office, she is more of a team captain, on the road and in the trenches with the team. She has a clear vision, adapts when circumstances suggest, and is highly collaborative. Katie sets high—but fair—expectations for herself and her team. She thrives with teammates who are self-starters, ambitious, focused, and assertive but appreciates that there are many different work styles.

CANDIDATE QUALIFICATIONS AND QUALITIES

The successful candidate for the position of Senior Philanthropic Advisor should have

- demonstrated experience managing the cultivation, solicitation, and stewardship of high net-worth individuals;
- expertise in gift planning vehicles and working with estate and financial advisors;
- ability to work with the board, university administrators, academic leaders, and faculty to develop big ideas and gift opportunities to generate 7-, 8-, and 9-figure gifts;
- ability to be a team player who can help ensure that affected university representatives unite around the cultivation and solicitation plans prepared for top Tulane prospects;
- deep and broad knowledge of the institution, its history, its needs and aspirations, its strengths and weaknesses, and its donors;
- excellent interpersonal, leadership, and communications skills;
- ability to apply sound judgment, maintain the confidentiality of proprietary data, and conduct oneself with integrity and focus; and
- ability to travel extensively and attend weekend and evening events.

A bachelor's degree is required for this position as is 7 years of direct fundraising experience with a proven track record of closing gifts at the \$1 million level and above using multiple giving vehicles. Candidates with a high school diploma or equivalent and 13 years of direct fundraising experience with a proven track record of closing gifts at the \$1 million level and above using multiple giving vehicles will be considered.

SALARY & BENEFITS

Tulane University offers a comprehensive and competitive benefits package.

LOCATION

Tulane University is located in New Orleans, Louisiana. Famed for its history, music, and cuisine, New Orleans is one of the world's most extraordinary cities. Tulane's campuses are integral to the landscape and life-blood of the city. Uptown, home to undergraduate residential life and several schools and colleges such as Newcomb-Tulane, law, business, and more, is nestled among the famous moss-covered oak trees and on the same tract of land as Audubon Park, along historic Saint Charles Avenue. Tulane's downtown campus, home to social work, medicine, and public health and tropical medicine, is clustered among the bustling streets and skyscrapers of the Central Business District and abuts the historic French Quarter. The Advancement Office is located in the city's thriving downtown across from the historic Superdome.

DIVERSITY AND INCLUSION

Diversity and Inclusive Excellence focuses specifically on fostering greater diversity, equity, inclusion, and accountability at every level of university life. The central premise at Tulane is to intentionally integrate diversity efforts into the core aspects of the institution to maximize success as a Carnegie-designated Research University (very high research activity).

Tulane recognizes diversity as a central component in achieving desired student learning outcomes, and it puts diversity and inclusion efforts at the center of its decision-making. To reach this academic higher ground, diversity, inclusion, and equity initiatives must be fundamentally linked to the educational mission.

By following the tenets of Diversity and Inclusive Excellence, Tulane can pursue diversification with greater intentionality and attentiveness in serving the needs of its students, faculty, staff, and the community it serves.

APPLICATION INSTRUCTIONS

All applications must be accompanied by a cover letter and résumé. Before submitting your materials, please read them over for accuracy. Review of applications will begin immediately and continue until the successful candidate has been selected.

To nominate a candidate, please contact Don Hasseltine:
donhasseltine@aspenleadershipgroup.com.

All inquiries will be held in confidence.

Tulane is an Equal Opportunity/ADA/Affirmative Action Employer
Women, Minorities, and Veterans are encouraged to apply.

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