



**REGIONAL DIRECTOR OF DEVELOPMENT**  
**RENSSELAER POLYTECHNIC INSTITUTE**  
**TROY, NEW YORK**



**Rensselaer**

The Aspen Leadership Group is proud to partner with Rensselaer Polytechnic Institute in the search for a Regional Director of Development.

The Regional Director of Development will develop strategic opportunities focused on engaging existing and prospective major donors with the end goal of qualifying, soliciting, and closing major gifts in an assigned region (Mid-West or New England). The Regional Director will serve as the primary strategist and staff person for the region as well as its regional leadership council. The Regional Director will collaborate with and convene other Institute Advancement stakeholders in the region to ensure a coordinated and thoughtful approach to all activities meant to engage RPI's leading prospects and donors. These stakeholders include but are not limited to Principal Giving, Major Giving Alumni Relations, and School-College-affiliated colleagues. The Regional Director will carry a portfolio of approximately 125 major gift prospects who have the capacity to make gifts in the range of \$100,000 to \$2.49 million. The Regional Director will oversee various special projects in the assigned region.

Rensselaer Polytechnic Institute (RPI) is the nation's first and one of the world's most renowned technological research universities where students, faculty, and alumni have been defining scientific and technological advances for nearly 200 years. RPI boasts a legacy of changemakers confronting the most pressing problems facing humanity and the planet. Established in 1824 by Stephen Van Rensselaer and Amos Eaton, Rensselaer Polytechnic Institute is a private research university located in Troy, New York. Built on a hillside, RPI's 276-acre campus overlooks the city of Troy, the Hudson River, and the Capital Region. Students at RPI can choose from more than 145 undergraduate, graduate, and doctoral programs across five schools as well as programs and certificates for working professionals. Beyond the classroom, Rensselaer develops technological leaders who are global citizens prepared to change the world with more than 200 student-led clubs, 50+ club sports, NCAA athletic teams including Division I men's and women's hockey and 21 teams that compete in Division III. With more than 110,000 living alumni, some of RPI's most notable alumni were behind innovations that have improved everyday lives—from the Transcontinental Railroad and the Brooklyn Bridge to baking powder and the digital camera.

Rensselaer educates the leaders of tomorrow for technologically based careers. It celebrates discovery and the responsible application of technology to create knowledge and global prosperity. With an emphasis on science and technology, RPI is classified among R1 Research Institutions and boasts faculty and alumni in the National Inventors Hall of Fame, as well as National Medal of Technology recipients, National Medal of Science winners, Fulbright Scholarship recipients, and a Nobel recipient. Researchers at Rensselaer transcend disciplines and work together to address a range of global challenges, focusing on five key areas of research: Biotechnology and the Life Sciences; Computational Science and Engineering; Energy, Environment, and Smart Systems; Media, Arts, Science, and Technology; and Nanotechnology and Advanced Materials. Collaborating with external sponsors and partners in the federal government, state government, foundations, and industry, RPI is solving the most pressing issues of our time.

With nine Institute-wide research centers, six Institute-wide research platforms, and \$122 million in research expenditures, RPI's nearly 700 Ph.D. students are well-placed to make an impact on the world. The Institute's Office of Research drives and supports the Research Enterprise, increases Rensselaer impact and visibility, and communicates to the national and international community that Rensselaer researchers are defining the frontiers of discovery and innovation.

Rensselaer Polytechnic Institute has been named 51<sup>st</sup> university in the nation and 46<sup>th</sup> most innovative school, as ranked by *U.S. News & World Report*. The Institute is also ranked seventh among New York State colleges with the highest ROI by *Payscale*. Individual programs within the five schools also receive national recognition. The undergraduate game design program is ranked ninth by *U.S. News & World Report* and seventh by *GameDesigning.org*. The Lally School of Management at Rensselaer has been recognized among the “Best Business Schools” by *The Princeton Review* and boasts the #2 M.S. in Business Analytics program in the U.S. according to *TFE Times*. *College Factual* recognized RPI as the top computer engineering technology school and second among “Best General Visual & Performing Arts Schools,” “Best Engineering Technologies Schools,” and “Best Engineering Technologies Bachelor’s Degree Schools.”

## REPORTING RELATIONSHIPS

The Regional Director of Development will report to the Director of Regional Giving, Pat Campolietta.

## FROM THE VICE PRESIDENT

*Rensselaer Polytechnic Institute is a very special place. Having recently arrived at RPI initially last year as a consultant, I was immediately impressed with the professionalism and dedication of the staff, and the vision, skill, friendliness, and transparency of the Institute President, Dr. Marty Schmidt '81. Marty (as he prefers to be called) took the role of President of his alma mater in July of 2022, and since then has made significant connections—and had a significant impact—upon members of the alumni, student, parent, faculty, and staff communities.*

*I soon decided that RPI was the place for me. I'm thrilled to have the opportunity to work alongside the team, as I strive to embody leadership values which speak to kindness, creativity, authenticity, empathy, and inclusion, while we build a best-in-class advancement program. We are fortunate to have the board's support as they have invested in our team to grow and restore our team as we double in size. This role will join the diverse team of seasoned, mid-level, and new professionals with a common goal and vision—to connect, engage, and inform the more than 110,000 members of the RPI global alumni community.*

*In my opinion, there is no better time to join the RPI team. As the nation's first technological research university, we will be celebrating the bicentennial milestone in 2024. There are so many opportunities to make your mark while making a difference for our growing team as we look to commemorate the Institute's 200<sup>th</sup> year of leadership, innovation, and research next year.*

*We challenge our students to think, “why not change the world?” I feel most fortunate to be leading a team that has the same opportunity—to change our students' lives—through our efforts in advancement and engagement. Join us as we build the very best team, and work together to change the world for our faculty, staff, alumni, donors, parents, and, most importantly, our students.*

*I hope you consider the role further and look forward to future conversation.*

—Matthew J. Ter Molen, Vice President, Institute Advancement

## **RENSELAEER POLYTECHNIC INSTITUTE'S COMMITMENT TO DIVERSITY, EQUITY, AND INCLUSION**

Diversity is a core value at Rensselaer. The Institute is comprised of a diverse community with respect to ethnicity, race, culture, religion, national and geographic origin, gender, and gender identity. Its focus is on intellectual excellence and agility, multicultural sophistication, and a global view. That means that it is, and must always strive to be, a campus open to the full range of ideas and perspectives.

At Rensselaer, all members of the community are challenged to ask, *why not change the world?* To accomplish this, it seeks to engender intellectual agility, multicultural sophistication, and a global view in its students. This requires contributions from a rich diversity of persons, groups, and viewpoints. Fostering and nurturing this diversity, and the inclusive and collaborative environment required for it to reach its fullest potential, must be, and is, at the very core of Rensselaer's mission and values as the nation's first technological university.

Rensselaer strives to develop aspirational goals, strategies, actions, and initiatives which nurture and sustain a diverse and inclusive living, learning, and working environment that will ultimately help it make real progress in strengthening its efforts to become the most accessible, warm, welcoming, supportive, and inclusive community that it can be.

### **PRIMARY RESPONSIBILITIES**

The Regional Director of Development will

- raise new commitments from prospects capable of making gifts of \$100,000 to \$2.49 million in an assigned region;
- prepare and submit proposals;
- conduct pre-planned face-to-face prospecting and cultivation visits;
- manage and increase membership in the appropriate regional leadership council and other effective, high-level volunteer structures designed to provide counsel, to identify prospects, and to assist with specific solicitations and other programmatic initiatives;
- work in collaboration with specific campus leadership as determined by the Director and with colleagues in Institute Advancement;
- maintain up-to-date prospect information in Advance by utilizing and maintaining the prospect tracking system;
- coordinate and orchestrate prospect strategies with the appropriate deans and school-affiliated development officers and work in tandem to assure the highest and best use of time, budget, and personnel;
- establish long-range goals and objectives for development programs and activities in an assigned region that reflect University priorities;
- prepare a regional operating plan and prospect pipeline designed to facilitate achievement of these goals and objectives as a component of the University-wide major gifts plan;
- participate and present in prospect strategy sessions; and
- be responsible for annual goals in line with those of a Major Gift Officer.

## LEADERSHIP

### **Matthew J. Ter Molen**

#### **Vice President, Institute Advancement**

Matthew J. Ter Molen was appointed Vice President for Institute Advancement, effective January 1, 2023.

Ter Molen joins the Rensselaer community from Syracuse University, where he held the position of Chief Advancement Officer and Senior Vice President since being appointed in December 2014. In this role, he oversaw all advancement operations at Syracuse University, including the planning, launch, and execution of the \$1.5 billion University-wide campaign *Forever Orange*. The *Forever Orange* campaign raised more in private philanthropy than at any other time in Syracuse University history, more than \$1.2 billion raised to date.

Before joining Syracuse University, Ter Molen held the position of Associate Vice President for Development and Campaign Manager at Northwestern University. In this capacity, he directed, planned, and launched the University's \$6 billion comprehensive campaign, *We Will. The Campaign for Northwestern*. Before serving as the Associate Vice President, Ter Molen served as the Assistant Dean for Advancement for the Weinberg College of Arts and Sciences at Northwestern University. Ter Molen served for two years in the Peace Corps in Honduras before starting his first fundraising position at the University of Chicago, where he began as an Assistant Director in Annual Giving. From 1990 to 1998, he held successive positions at the University of Chicago, including Regional Major Gifts Officer and Director for Annual Giving.

Ter Molen holds a Bachelor of Arts in Political Science from Miami University in Oxford, Ohio.

### **Joel B. Kincart**

#### **Associate Vice President, Development and Fundraising**

Joel B. Kincart has served as Associate Vice President for Development and Fundraising since February 2020 and has been responsible for leading all fundraising staff. Kincart, partners with the Vice President to lead strategic relationships with individuals, corporations, and private foundations.

Kincart has over 20 years of advancement experience in higher education, particularly in college-level development and marketing. Prior to joining Rensselaer, he served as the President of the South Dakota School of Mines and Technology Foundation. As President, he led the University through its most successful two-year fundraising campaign. He increased the number of donors, donor retention, and average gift size. In this capacity, he also served as a leadership team member for the President of the University while managing an active portfolio of donors within the Foundation. Kincart implemented best practices, policies, and procedures related to fundraising, stewardship, gift processing, and data management and enhanced the overall operations of the Foundation.

Kincart has also served in the positions of Chief Operating Officer and Senior Director of Development at Utah Valley University in Orem; Regional Vice President for the American Cancer Society, Great West Division; Assistant Dean of Advancement for the College of Education at the University of Utah; Director of Development for the College of Science at the Utah State University; and Director of the Parents Annual Fund program at Georgetown University.

Kincart obtained a Master of Science in Education and a Bachelor of Science in Zoology from Iowa State University.

### **Pat Campolieta**

#### **Director of Regional Giving**

Pat Campolieta currently serves as the Director of Regional Giving. He joined RPI in 2015 and has held the roles of Major Gift Officer, Principal Gift Officer, and Senior Principal Gift Officer.

Campolieta currently leads the Regional Giving team and in his prior roles at RPI, has managed both programmatic and regional areas that have included serving as the IA liaison for the School of Science and Department of Athletics. Campolieta has managed the NYC Executive Council and served as the regional lead for the Mid-Atlantic and Southeast regions where he has focused on raising support from prospects who can make gifts at \$2.5 million or more.

Campolieta has more than 14 years of experience in educational advancement and served as the Assistant Athletic Director for Advancement at Colgate University prior to joining RPI.

Campolieta received a Bachelor of Arts in Political Science from Colgate University, a Master of Science in Educational Administration and Policy Studies from the University at Albany, and a Master of Science in Sports Management from Brooklyn College.

### **PREFERRED COMPETENCIES AND QUALIFICATIONS**

Rensselaer Polytechnic Institute seeks a Regional Director of Development with

- a commitment to the mission of Rensselaer Polytechnic Institute—to educate the leaders of tomorrow for technologically based careers, celebrating discovery and the responsible application of technology to create knowledge and global prosperity;
- an ability to establish and maintain relationships with major gift prospects and close gifts;
- an ability to set priorities while contributing to a team effort;
- excellent oral and written communication skills;
- strong organizational skills;
- an ability to deal with technical information and to translate this information into a product salable to non-technical internal and external people;
- flexibility in dealing with a wide variety of people;
- an ability to process information quickly and accurately;
- an ability to work effectively under pressure and meet established goals and objectives;
- an ability to demonstrate an understanding of Rensselaer and its major initiatives;
- an ability to multi-task and handle multiple projects and deadlines; and
- an ability to work in a team environment.

Rensselaer Polytechnic Institute will consider candidates with a broad range of backgrounds. A bachelor's degree or an equivalent combination of education and experience and at least five years of experience in fundraising or a related field, including a record of cultivating and closing major gifts, is preferred.

### **SALARY AND BENEFITS**

The hiring range for this position is \$100,000 to \$125,000 annually. Rensselaer Polytechnic Institute provides this hiring range as a good faith estimate of what the starting pay will be offered to the successful candidate. Rensselaer's Total Compensation Program is designed to provide stable pay growth, a comprehensive and affordable benefits package, and a comprehensive and affordable retiree medical and prescription plan. Rensselaer is recognized locally and nationally for the depth and breadth of its compensation and benefits program. Its goal is to provide you and your family with a comprehensive health and welfare program as an umbrella of financial security and protection during your employment. Learn more [here](#).

## LOCATION

Rensselaer Polytechnic Institute is in Troy, New York. The position may have the opportunity for a hybrid working arrangement (a combination of on- and off-site).

## APPLICATION INSTRUCTIONS

All applications must be accompanied by a cover letter and résumé. ***Cover letters should be responsive to the mission of Rensselaer Polytechnic Institute as well as the responsibilities and qualifications stated in the prospectus.*** Preference will be given to applications received by July 28, 2023. Review of applications will begin immediately and continue until the successful candidate has been selected.

Rensselaer Polytechnic Institute welcome candidates who will bring diverse cultural, ethnic, national, and international perspectives to Rensselaer's work and campus communities. Rensselaer Polytechnic Institute is an Affirmative Action/Equal Opportunity, Race/Gender/Veterans/Disability Employer.

*To apply for this position, visit:*

*[Regional Director of Development, Rensselaer Polytechnic Institute.](#)*

*To nominate a candidate, please contact Eric Rosario, [ericrosario@aspenleadershipgroup.com](mailto:ericrosario@aspenleadershipgroup.com).*

*All inquiries will be held in confidence.*