



VICE PRESIDENT FOR ADVANCEMENT

NAZARETH COLLEGE

Pittsford, New York

[Nazareth College](#)



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

The Vice President for Advancement will serve as the chief development and fundraising officer for Nazareth College. Inspired by the sense of purpose and ingenuity that defines the College, the Vice President will represent Nazareth College across the Greater Rochester community, New York state, and the nation. The Vice President will design and implement a best-in-class advancement program, to include major gifts; annual fund; planned giving; leadership giving; research and prospect management; donor cultivation and stewardship; alumni engagement; and corporate, foundation, and government relations. The Vice President will partner with the President to envision and define strategies that will further Nazareth's mission in both the short- and long-term including an upcoming capital campaign and the College's Centennial which celebrates Nazareth's College's commitment to leading social reform and progress toward a more just society.

Nazareth College provides a learning community that educates students in the liberal arts, sciences, visual and performing arts, and professional fields, fostering commitment to a life informed by intellectual, ethical, spiritual, and aesthetic values. Nazareth graduates develop skills necessary for the pursuit of meaningful careers and inspire dedication to the ideal of service to their communities. Nazareth seeks students who want to make a difference in their own world and the world around them, and encourages them to develop the understanding, commitment, and confidence to lead fully informed and actively engaged lives. The College's founding value of social justice fuels a strong and active commitment to inclusion and anti-racism.

Nazareth College's academic strengths cross an unusually broad spectrum of 60 majors, including education, health and human services, management, the fine arts, music, theater, math and science, foreign languages, and the liberal arts. The coeducational, religiously independent, classic campus in a charming suburb of Rochester, New York, challenges and supports 2,300 undergrads and 700 graduate students. Nazareth is recognized nationally for its Fulbright global student scholars and commitment to civic engagement. Rigorous programs, an uncommon arts and sciences core, experiential learning, career skills, and a global focus prepare graduates for not just one job, but for their life's work.

Nazareth prepares students for careers and continued study through rigorous academic programs, global and cross-cultural experiences, and hands-on career experience while in college. Most new alumni are employed or in graduate school within 12 months of graduating. Of the Class of 2019, 27% continued their education at Nazareth, pursuing fields that require advanced degrees such as physical therapy, social work, and education.

Nazareth is cited among the country's best institutions for undergraduate education in *Princeton Review's Best 386 Colleges, 2021 Edition*; as a Best Value School, among the Best Regional Universities (North) and best for veterans in *U.S. News & World Report Best Colleges 2021 Guide*; is ranked regionally (northeast) and nationally on the Higher Education College Ranking 2021, with high marks for civic engagement by the *Wall Street Journal/Times*; as a best value college in America by *Money Magazine 2020-21*, based on tuition fees, family borrowing, and career earnings; as a Best Master's Universities, based on contributions to social mobility, research, and public service; and as a Best Bang for the Buck — Northeast for helping non-wealthy students attain marketable degrees at affordable prices by *Washington Monthly 2020*.

REPORTING RELATIONSHIPS

The Vice President for Advancement will report to President Elizabeth Paul, PhD. The Vice President will be one of six active members of the Presidential cabinet, and have the oversight of fifteen staff members.

PRINCIPAL OPPORTUNITIES

Nazareth College was formed to be an agent of revolutionary positive social change at a pivotal time. The College was founded in 1924 as the nation was emerging from the world-changing Pandemic of 1918. Nazareth College was developed to educate and elevate new leaders – from marginalized populations so as to bring forth fresh potential – to advance social innovation, social justice, and social progress.

On the precipice of our Centennial, and again on the heels of a once-in-a-century pandemic, we renew our commitment to elevate fresh and innovative leaders to realize new possibilities in building a healthier and more just world. Today, Nazareth College is an inclusive, secular, co-ed higher education institution with a wide array of undergraduate and graduate programs that are constantly innovating. We continue to be inspired by the values and bold commitments of our founding Sisters of St. Joseph, including active commitment to holistic and purpose-driven education; innovation and future focus; and social justice, equity, and inclusion.

The coinciding of Nazareth's presidential transition, our centennial, and this time of revolutionary change creates an exceptional opportunity for new vision and direction. I seek a dynamic and experienced partner who feels a deep connection with the contemporary power of Nazareth's founding mission, and is ready to create an inspiring and innovative advancement strategy for powering Nazareth's next 100 years.

Managing crisis brings out the best and worst in communities. As I have transitioned to Nazareth during this time of social sea change, I am awed by the strengths in the Nazareth community. Nazareth students and alumni embody our founding values, applying themselves to learning and pursuing their life's work with passion and purpose. Our faculty and staff are expert and committed deeply to our students' learning and development. The ingenuity and innovation with which our faculty and staff have adapted new approaches to student learning, development, and support over the last several months is nothing but extraordinary! And I am honored to work with a strong senior leadership team – a set of colleagues that are eager to welcome a new partner in advancing our powerful mission.

Nazareth is revered in the Greater Rochester community, inspired by more than 30,000 area alumni and the many ways in which the College partners through experiential learning with community organizations, contributing to social good and economic development. The Nazareth College Board of Trustees includes an array of deeply dedicated community leaders and alumni who have generously supported the College's capital accomplishments over the last two decades.

An inclusive and engaging strategic planning process is underway. By early 2021, we will present to the Board for endorsement a Strategic Framework that will define a vision, key objectives, and strategies for moving the College boldly forward. This Framework will drive the priorities for advancement and engagement. While one capital project remains – a contemporizing of the student center – it is expected that our strategic directions will prompt a refreshed and redesigned advancement approach, including endowment development and strategic initiative support. The advancement area is primed for fresh and innovative leadership.

I am eager to join together with the Vice President for Advancement in engaging current and new donors to invest in Nazareth's new vision and future-oriented strategies. Our upcoming Centennial – and the launch of our second one-hundred years – is a stellar platform for celebrating and reinvigorating Nazareth's transformational role in our community and society.

–Dr. Elizabeth Paul, President

PRIMARY RESPONSIBILITIES

The Vice President for Advancement will

- serve as an innovative and forward-focused strategic leader and chief advancement officer, defining and achieving advancement and engagement strategy to advance the mission, values, priorities, and progress of Nazareth College;
- lead and manage strategic direction, coordination, implementation, and evaluation of all Advancement programs, services, systems, and operations, driving the team to outstanding performance in the achievement of advancement goals;
- identify, cultivate, strategize, solicit, and steward major donor prospects for the College, partnering with and engaging the President, Cabinet, Board, and volunteer leadership for maximal success;
- serve as a liaison with the Board of Trustees and as an inspiring external advocate for the College;
- build external relationships that strengthen the College's fruitful connection with key community, alumni, and other influential stakeholders;
- engage and collaborate as part of the College's senior leadership team to effectively promote and achieve the College's mission, values, priorities, and progress;
- lead with active commitment to diversity, equity, and inclusion;
- coach and develop staff and create a motivational work environment that enhances excellent fundraising and operational performance;
- collaborate with marketing and communications to develop and deploy multi-channel communication strategies to engage and inspire current and potential donors;
- collaborate with the Senior Vice President/CFO to develop and provide the President and Board of Trustees with an ongoing financial analysis of fundraising strategies, and direct strategy adjustments as necessary to achieve goals;
- practice effective financial management; and
- engender excitement around engaged philanthropy and bring greater awareness of the relevance of Institutional Advancement to the Nazareth community.

UNIVERSITY LEADERSHIP



Elizabeth Paul, PhD

President

Elizabeth Paul, PhD took office as President of Nazareth University on July 1, 2020 after completing her tenure as President of Capital University.

Dr. Paul came to Nazareth with an impressive career as a leader in higher education. From July 2016 until her appointment at Nazareth, she served as the 16th president of Capital University in Columbus, Ohio, and previously spent seven years as the senior academic officer at Stetson University in Central Florida.

Under Dr. Paul's leadership, Capital University developed a visionary strategic framework to guide the university forward, including expansion of experiential learning and community partnerships, and the deepening of a learning community that values and supports student originality and belonging. While at Capital University, Dr. Paul saw the university's largest entering undergraduate class in the institution's 190-year history. She led the launch of the Good Guarantee Scholarship for undergraduates whose families have chosen mission-centered careers through nonprofit and public-service work. The scholarship program was designed to increase awareness of the university and to support lower- to middle-income families who too often think private higher education is not accessible to them. The innovative scholarship program has gained local, regional, and national attention.

Along with championing access and success for those traditionally underserved by higher education, Dr. Paul considers it a moral imperative of higher education to actively partner in innovation, ideas, and learning approaches that extend beyond established boundaries to build community capacity and tackle social challenges. She is an engineer of neighborhood-based community-engaged and experiential learning programs, local and global, garnering national recognition.

Prior to her work at Capital University, she served at Stetson University since 2009. First as Provost and Vice President of Academic Affairs, and then in 2015, as Provost and Executive Vice President. She was also a tenured professor of psychology. She was Vice Provost and professor of psychology at The College of New Jersey from 1992-2009.

Well-known as a thought leader on learning innovation, strategic planning, and building inclusive communities, Dr. Paul has held national leadership roles in key higher education initiatives, including undergraduate research. She was President of the Council on Undergraduate Research and a long-term member of the Board of Directors of the National Association of College and University Business Officers, and currently serves on the Council of Independent Colleges Board of Directors, and serves as Treasurer of the Bonner Foundation Board of Trustees.

Dr. Paul holds a bachelor's degree in psychology and a doctorate in personality psychology, both from Boston University. She did a pre-doctoral training fellowship with the National Institute of Mental Health, and earned a certificate in higher education administration from Harvard Institute for Educational Management.



Patrick Richey
Senior Vice President for Finance and Administration and Chief Financial Officer

Patrick Richey joined Nazareth College in 2014 as Vice President for Finance and Administration. Richey has 30 years of progressive experience in senior leadership roles for higher education and government organizations as a chief financial officer.

Prior to his tenure at Nazareth, Richey worked as Vice President for Business and Finance and Treasurer at Canisius College in Buffalo, New York. Prior to Canisius, Richey served as Vice President for Finance and Operations at Genesee Community College in Batavia, New York. He spent more than 15 years in local government management positions in several New York state municipalities.

Richey earned his master's in public administration from Syracuse University and earned his bachelor's degree from LeMoyne College.



Liz Cronin
Interim Vice President in Institutional Advancement

Liz Cronin is the Interim Vice President for Institutional Advancement at Nazareth College. In this role, she oversees development, fundraising, alumni relations, and marketing and communications. Previously Cronin served as Associate Vice President for Marketing and Communications. At the time of appointment of the new Vice President of Institutional Advancement, Cronin will be appointed into the new role of Vice President of Marketing and Communication at Nazareth. Cronin has been in higher education for 10 years. Prior to Nazareth, Cronin was a creative director and a designer for marketing firms with a focus

on experiential branding across multiple platforms. Presently, Cronin is interested in where creativity and strategy meet and building highly effective cross-functional teams. Cronin earned her bachelor's degree from Bowdoin College.

PREFERRED COMPETENCIES AND QUALIFICATIONS

Nazareth College seeks a Vice President for Advancement with

- significant mission-driven and results-oriented leadership and administration experience in the field of advancement with demonstrated effectiveness in defining, implementing, and achieving progressive advancement goals;
- an ability to build relationships as a cultivator of positive internal and external relations;
- success in the identification, cultivation, solicitation, and stewardship of major gift prospects through stakeholder relationship development, engagement, care, and leveraging;
- knowledge of current issues and trends in the field of advancement;
- excellence in stimulating innovative ideas and vision;
- a desire to and success in working in a collaborative, community-oriented environment;
- an active record of and commitment to building diversity, equity, and inclusion;

- an ability to navigate complex environments, adapt to unexpected challenges, make difficult decisions, prioritize initiatives, assess effectiveness, design and implement strategies for improvement, delegate effectively, and support collective progress;
- excellent communication and interpersonal skills; and
- impeccable integrity.

A bachelor's degree is required for this position as is at least ten years of experience in fundraising at a senior level in a not-for-profit environment, with at least five years of experience in a leadership capacity.

DIVERSITY, EQUITY, AND INCLUSION

Nazareth College is dedicated to inclusion, the active pursuit of conscious and sustained practices and processes that value and respect differences. This commitment to diversity and inclusion informs the College's curriculum, teaching, learning, scholarship, creative activities, co-curricular activities, residential life, community involvement, and support of these endeavors by the Nazareth Community.

SALARY & BENEFITS

Nazareth College offers a competitive salary and comprehensive benefits package.

LOCATION

The Nazareth College campus is located in Pittsford, New York, a charming town and village of independent shops, tree-lined streets, and Erie Canal-side dining, eight miles southeast of the City of Rochester.

APPLICATION INSTRUCTIONS

All applications must be accompanied by a cover letter and résumé. ***Cover letters should be responsive to the mission of Nazareth College.*** Review of applications will begin immediately and will continue until the successful candidate has been selected.

To apply for this position, visit:

[Vice President for Advancement, Nazareth College.](#)

To nominate a candidate, please contact Don Hasseltine:

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

All inquiries will be held in confidence