



VICE CHANCELLOR FOR ADVANCEMENT AND EXTERNAL AFFAIRS

[INDIANA UNIVERSITY NORTHWEST](#)

Gary, Indiana



INDIANA UNIVERSITY NORTHWEST

The Aspen Leadership Group is proud to partner with Indiana University Northwest in the search for a Vice Chancellor for Advancement and External Affairs.

The Vice Chancellor for Advancement and External Affairs will serve as the chief development and external relations officer for Indiana University Northwest (IU Northwest). The Vice Chancellor will provide leadership, strategic direction, vision, and initiative in the planning, implementation, and administration of the campus' fundraising, alumni relations, marketing and communications, community relations, and campus events. The Vice Chancellor will assist the Office of the Chancellor with economic development initiatives, government relations, and the cultivation and engagement of the Board of Advisors. The Vice Chancellor will provide leadership and direction for all aspects of fundraising including annual giving, planned giving, major gifts, alumni and emeriti giving, and corporate and foundation/non-profit support. The Vice Chancellor also will provide targeted marketing and communication strategies to promote and advance the public image of IU Northwest and student enrollment goals.

IU Northwest is a comprehensive regional university that serves Northwest Indiana with an enrollment of approximately 3,200 students. It has five schools/colleges including the College of Arts and Sciences, School of the Arts (the only school of the arts in the region), School of Business and Economics, School of Education, and the College of Health and Human Services, offering more than 70 degrees at the bachelor's and master's levels. IU Northwest has one of the most diverse campuses in the state having recently been designated as a Hispanic Serving/Minority Serving Institution. Additionally, approximately 40% of its students are first generation, reflecting its vital role as an engine of social and economic mobility and opportunity in the region. The campus has the unique advantage of its close proximity to one of the nation's great cities, Chicago, and premiere natural resources, the Indiana Dunes National Park and Lake Michigan.

IU Northwest is experiencing a synergistic rebirth, rediscovery, and excitement within the region. Ken Iwama, IU Northwest's Chancellor, was appointed Chancellor in August 2020, leading a new, community-engaged vision and direction for the campus. This past academic year, IU Northwest completed its new campus strategic plan, and this year Indiana University will be creating an overall strategic framework, *IU 2030*. The Vice Chancellor will have an unprecedented opportunity to leverage this new vision, opportunity, and energy to build and develop a team into a new era of advancement and external relations.

IU Northwest has been recognized by the Department of Education as a minority and Hispanic serving institution, offering extraordinary opportunities for all. *Best Health Degrees* has ranked the institution 11 out of 25 for best radiation science degrees and *Best Value Schools* has given them a second-place ranking among the top 20 nursing schools in Indiana. Proud of their diverse student body, IU Northwest was ranked 9th in Midwest and 59th in the nation for ethnic diversity by *U.S. News & World Report*.

IU Northwest faculty have been recognized by *Niche.com* with the university gaining a top 10 ranking for colleges with the best professors in Indiana as well as having the best health information management degree program in the nation.

REPORTING RELATIONSHIPS

The Vice Chancellor for Advancement and External Affairs will report to the Chancellor, Ken Iwama and will serve as a member of the Chancellor's Cabinet. The Vice Chancellor will oversee a team of approximately 12 staff including four direct reports, the Director of Development, Director of Alumni Relations, Director of Marketing and Communications, and Manager of Campus Events.

FROM CHANCELLOR IWAMA

IU Northwest traces its beginnings back to 1921 when the first courses were offered by Indiana University in Lake County. Its continued growth in the region reflected the vital need to provide higher education opportunities to a burgeoning diverse population, including Black Americans from the South and European and Latino immigrants drawn to manufacturing jobs in Northwest Indiana.

I came to IU Northwest in 2020 because it presented a once-in-a-lifetime opportunity to build upon this noble legacy and to re-establish our institution as the standard-bearer of academic excellence advancing social and economic mobility for our students. I knew that such rediscovery would hinge upon our increased collaboration and partnership with our communities, and it was clear that our communities were also greatly anticipating this opportunity for more substantive engagement. We embrace the dynamic that, when the tides of our respective missions come together, all boats rise.

In two short years, this dynamic is already starting to evolve. Our newly designated status as the only comprehensive public Hispanic Serving institution in the state, our recent establishment of “serving the region and state” as a major institutional strategic priority, and our increased research, scholarship, and creative activities promoting and sustaining the wellbeing of our communities, are elevating and presence and value of IU Northwest as well as the people and organizations we serve.

An overarching characteristic of our students, faculty, and staff emerged during the pandemic. At a time when we witnessed increased fear, discord, and conflict across the nation, IU Northwest exhibited its best self as a campus community that cares. We adopted the phrase “We are in this together,” as a reflection of our unity in values, which serves as the foundation on which we can build a shared future.

As the new Vice Chancellor for Advancement and External Affairs, you will have the opportunity to be “in this together” with us, and leverage our proud legacy, our energy, and our momentum to develop a team to help lead us into the new era of rediscovery, growth, an opportunity for all.

—Ken Iwama, Chancellor

INDIANA UNIVERSITY NORTHWEST'S COMMITMENT TO DIVERSITY, EQUITY, AND INCLUSION

As one of the most diverse campuses in the state, Indiana University Northwest is committed to creating welcoming, inclusive, and respectful campus communities where everyone can thrive and do their best work—a place where all are treated with dignity and respect. Diversity and inclusion are at the heart of Indiana University’s mission to provide broad access to its outstanding educational opportunities for its

students and career opportunities for faculty and staff. In its new strategic plan, IU Northwest established advancing *Diversity, Equity, and Inclusion+* as one of its five major goals.

Diversity among people means variety, beginning with individual difference and proceeding to such characteristics as race and ethnicity, age, gender, sexual orientation, religion, physical and learning ability, class, and other socioeconomic factors. In addition, understanding and accepting this variety requires respect of both self and others who have differing views and practices. Furthermore, in recognizing the differences and similarities between oneself and others, understanding of how cultural and world views are constructed is increased.

Within this context, academic excellence can exist only when the totality of human variety is taken into account, and when the university experience is harnessed to study and, whenever possible, to strengthen capacity to redress any social and cultural inequities that were historically constructed along the demarcations of diversity. Flowing from this understanding are a number of manifestations of excellence such as developing the richest and deepest of teaching and learning experiences through rational discourse and critical thinking; leveraging the entire campus community toward reaching its fullest potential through discovery, creativity, and engagement; fostering caring, competent, and authentic interpersonal interactions with a variety of persons; and redressing any historic and current inequities of opportunity in educational institutions, the region, and the nation.

PRIMARY RESPONSIBILITIES

The Vice Chancellor for Advancement and External Affairs will

- in cooperation with the Chancellor, provide leadership and direction for all aspects of fundraising including annual giving, planned giving, major gifts, alumni and emeriti giving, corporate, and foundation relationships;
- lead initiatives to develop, promote, and implement plans to increase public and private financial support to the campus;
- develop customized strategies for soliciting major individual, corporate, and foundation donors, including researching, identifying, and cultivating prospective donors;
- develop proposals and assist Cabinet members, deans, the Chancellor, and other leaders in making presentations to major and principal donors;
- develop and implement special fundraising programs and campaigns;
- manage high level prospects in collaboration with the Chancellor;
- lead, manage, and direct the Advancement and External Affairs division and associated staff;
- provide executive oversight, training, and development opportunities to develop a strong divisional team that is successful in meeting its goals;
- in addition to serving as a member of the Chancellor's Cabinet, serve on other campus and university committees related to advancement and community relations at the university, local, state, and national levels;
- establish and maintain community relationships in order to enhance campus and university support;
- ensure goals related to effective marketing and communications are met to advance the visibility and impact of IU Northwest in the region and across IU and to support enrollment of new and continuing students;
- in conjunction with, and in support of the Chancellor, act as a liaison between the campus and the business community, state, and local government, other educational institutions, for-profit and non-profit organizations, and national organizations to advance IU Northwest's mission;

- assist the Office of the Chancellor with economic development initiatives, government relations, and the cultivation and engagement of the Board of Advisors; and
- develop and strengthen collaborative relationships with Indiana University affiliated entities and offices, including the IU Foundation, IU Alumni Association, IU Studios, and the IU Office Business Partnerships to advance synergistic activities that support the mission of IU Northwest and IU.

LEADERSHIP

Ken Iwama Chancellor

Ken Iwama was appointed the seventh Chancellor of Indiana University Northwest on August 1, 2020, during the global pandemic and one the most challenging times in the history of the institution. Due to the students, faculty and staff coming together and exemplifying the best in humanity through collective struggle and resiliency, Ken has found his first years as Chancellor to be the most inspirational professional experience of his career.

Prior to coming to Northwest Indiana, Ken served as founding Vice President for the Division of Economic Development, Continuing Studies, and Government Relations for the College of Staten Island of the City University of New York. In addition to providing diverse educational programming for 4,000 pre-college, professional certificate, and matriculated students, his division supported faculty research and innovation, government relations, corporate and foundation engagement, specialized student career services, student residential life, workforce development, auxiliary services, and community-based centers and programming. Ken's division led the college's strategic priority in re-engaging with the community of Staten Island, one of the five great boroughs of New York City, which resulted in unprecedented resources flowing to the college to grow the educational and research environments needed to support and enhance academic excellence. Of particular note, Ken secured approximately \$22 million for major facilities and infrastructure projects as well as academic initiatives supporting the Division of Humanities and Social Sciences, Division of Science and Technology, School of Health Sciences, and the School of Business. Ken also led the major expansion of the college's Tech Incubator to create the first innovation center in the borough.

Ken previously served as Chief of Staff and Deputy for two College of Staten Island Presidents and was the college's Director of Diversity and Compliance. With an extensive background in education law and labor law, prior to working at the college Ken was General Counsel for the State-Operated School District of Jersey City. As the first school district in the nation subject to takeover by a state due to its struggles in meeting state constitutional education standards, Ken was a senior member of the state-appointed intervention team, which ultimately was successful in raising performance indicators and commencing the district's return to local city control.

Ken has presented on higher education issues at national conferences and seminars and has served with numerous higher education/legal organizations. He is currently an Executive Committee member for the Coalition of Urban and Metropolitan Universities. Additionally, he has served on the Advisory Committee for the Journal of College and University Law and the Committee on Legal Education for the National Association of College and University Attorneys, the New York City Tech Talent Pipeline Academic Council, and was Chair of the Administrative Law Section of the New Jersey State Bar Association. Ken is actively involved in local and regional organizations and serves on the Managing Board of the Northwest Indiana Forum. He served as co-chair of the Freshkills Park Alliance for the Freshkills Park, which will become the second largest public park in New York City when completed.

Ken was also appointed by the Governor of New York to serve on the Blue-Ribbon Panel to study the integration of the Institute for Basic Research in Developmental Disabilities with the College of Staten Island.

Ken holds a B.A. in English from the University of New Hampshire, an M.A. in Labor and Employment Relations from the Rutgers University School of Management and Labor Relations, and a J.D. from Seton Hall Law School.

PREFERRED COMPETENCIES AND QUALIFICATIONS

Indiana University Northwest seeks a Vice Chancellor for Advancement and External Affairs with

- an energetic commitment to the mission of Indiana University Northwest—to enhance the quality of life in the most diverse, urban, industrialized region of the state;
- success in fundraising, alumni, and constituent engagement efforts resulting in significant revenue generation in support of organizational projects, goals, and initiatives;
- significant experience working with community, government or external constituencies;
- a commitment to diversity, equity, and inclusion including experience with and knowledge of best practices in the field;
- experience in or oversight of marketing, public relations, and media-related offices;
- successful proposal development and effective project oversight, implementation, and management experience;
- experience managing teams, staff, and promoting an environment focused on customer service and achievement of organizational mission and goals;
- budget planning and management experience;
- strong oral and written communication skills as well as experience writing and presenting information for multiple platforms (electronic and print);
- an ability to work collaboratively within an executive team environment with other leaders across the organization, and empower effective teams within reporting units but also in cross-divisional projects;
- an ability to build and maintain relationships within all levels of an organization as well as externally;
- an ability to assess current practices and demonstrate innovation, flexibility, and creativity in the support of the development of future practices;
- a commitment to organizational learning and data-driven decision-making approaches; and
- an ability to work with a diversity of staff, faculty, students, and constituents.

A bachelor's degree is required for this position as is at least seven years of professional experience in fundraising or applicable external revenue generation role within a non-profit organization or higher educational institution.

SALARY AND BENEFITS

Indiana University Northwest offers a competitive salary and [benefits package](#).

LOCATION

IU Northwest is located in the City of Gary, Indiana. Arising from its legacy as once “the city of the Century,” Gary, along with the Northwest region, is experiencing an unprecedented period of economic development opportunity. Of particular note, the state has recently provided the region with the largest public transportation investment in its history which will significantly reduce the railway commute time from Northwest Indiana to Chicago and is spurring new development along the lakeshore corridor expanding throughout the region.

APPLICATION INSTRUCTIONS

All applications must be accompanied by a cover letter and résumé. ***Cover letters should be responsive to the mission of Indiana University Northwest as well as the responsibilities and qualifications presented in the prospectus.*** Review of applications will begin immediately and continue until the successful candidate has been selected.

Indiana University is an equal employment and affirmative action employer and a provider of ADA services. All qualified applicants will receive consideration for employment based on individual qualifications. Indiana University prohibits discrimination based on age, ethnicity, color, race, religion, sex, sexual orientation, gender identity or expression, genetic information, marital status, national origin, disability status or protected veteran status.

To apply for this position, visit:

[Vice Chancellor for Advancement and External Affairs, Indiana University Northwest.](#)

To nominate a candidate, please contact Don Hasseltine:

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

All inquiries will be held in confidence.