



**DIRECTORS OF DEVELOPMENT  
LOYOLA UNIVERSITY CHICAGO**

Chicago, Illinois

<http://luc.edu>



**LOYOLA  
UNIVERSITY  
CHICAGO**

The Aspen Leadership Group is proud to partner with Loyola University Chicago in the search for a complement of three Directors of Development. Two of these directors will have regional fundraising responsibilities while the third will be the Director of Development for Loyola's College of Arts and Sciences.

The Directors of Development will advance the mission of the university by securing philanthropic support for institutional priorities from alumni and friends, developing and implementing strategies for cultivating, soliciting, and stewarding major gift prospects with the capacity for a major gift of \$100K to \$1M who reside within the Chicago area or regional territories. The Directors of Development will identify new donor prospects through research and will develop materials, create marketing plans, and organize related programs and events involving university leadership, selected faculty, engaging other key constituents in the process.

Founded in 1870, Loyola University Chicago, one of the largest Catholic universities in the nation, is Chicago's Jesuit Catholic university, a diverse community seeking God in all things and working to expand knowledge in the service of humanity through learning, justice, and faith. Loyola is guided by and seeks to articulate a living intellectual tradition. All of Loyola's undertakings—its teaching, research, and service—are infused with a conviction regarding the sacred character of all reality, the dignity of every human person, the mutually informing dynamic between faith and reason, and the responsibility to care for those who are suffering most in our world. Loyola's Jesuit pedagogy is informed by the conviction that faith, knowledge, and the promotion of justice are intrinsically related. They are not three independent aspects of education that are merely juxtaposed, but rather they form a triad in which each is dynamically related and incomplete without the others. The university invites those of all faith traditions who share this outlook to join in pursuing its goals.

This twofold intellectual tradition encompasses a rich record of discursive knowledge—or *theoria*—developed by intellectuals across the centuries. It includes the creative word—or *poiesis*—of artists who have expressed their Catholic vision through architecture, painting, sculpture, poetry, music, and dance. It also involves the social action—or *praxis*—of prophets and activists who generously devoted their lives to making the world a home for all. The more one reflects on this rich tapestry, the clearer it becomes that this rich tradition is a very diverse and dynamic reality, nothing like an ancient family heirloom to be kept in a safe-deposit box. Rather, the Jesuit and Catholic tradition is ever evolving in new and unexpected ways; one can all learn from it and all contribute to it. This tradition both elicits participation and engenders personal and communal transformation.

## **REPORTING RELATIONSHIPS**

The Directors of Development will report to the Senior Vice President for Advancement.

## **PRINCIPAL OPPORTUNITIES**

On August 1, 2016, Loyola University Chicago welcomed Jo Ann Rooney, JD, LL.M., EdD as its 24th president.

Among Dr. Rooney's goals for Loyola are to raise its standing on the national stage, to put the university on an outstanding financial footing, and to build a first-rate advancement program to significantly increase alumni engagement and philanthropic support. The board of trustees, along with President Rooney, has identified the transformation of the advancement program as one of Loyola's most important strategic priorities.

Loyola is in a uniquely strong position, enjoying new levels of achievement and stability. At a time when many university enrollments are declining, Loyola has attracted its largest freshman class ever and now supports 16,423 students. The university is consistently ranked among the nation's top 100 universities by *U.S. News & World Report*. Dr. Rooney is Loyola's first female president and its first lay president, signaling the university's willingness to innovate and evolve. This is certainly the case with Loyola's advancement program. Leadership across Loyola is ready to bring the kind of attention and make the investment needed to bring the advancement program to the level of the best contemporary universities in the nation.

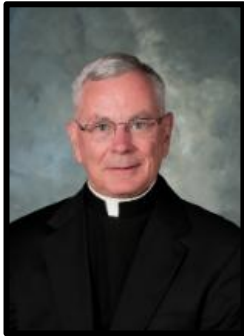
## **PRIMARY RESPONSIBILITIES**

The Directors of Development will

- maintain a comprehensive understanding of university priorities, vision, and mission;
- secure gifts of \$100K-\$1M and higher from university constituents;
- manage relationships with an assigned portfolio of prospective donors and identify, qualify, cultivate, solicit, and steward these important constituents of the university;
- develop plans for assigned prospective donors that will serve as a foundational communication and marketing plan and execute that plan so individuals are retained and upgraded;
- make a defined number of visits and solicitations per year designed to move prospects toward making a philanthropic commitment to the university;
- maintain appropriate contact with prospects and record all contacts in university advancement prospect management system in a timely manner;
- collaborate appropriately with departments and colleagues to secure appropriate project information and create proposals that will be used to secure gifts;
- offer prospect strategy counsel, coordinate appointments, and prepare any required materials for prospect meetings, or visits or phone calls with the Dean, President, alumni volunteers, faculty, and/or other senior administrators made with alumni and friends within the prospect pool including making calls, providing prospect information, giving history and strategy briefings, and preparing follow-up correspondence, proposals, and contact reports;
- collaborate with the major gifts team and other partners to facilitate the qualification, cultivation, solicitation, and stewardship of assigned prospects;

- create monthly reports as required by management that accurately reflect activity and performance and track progress toward meeting fundraising goals; and
- utilize a “return on investment” strategy in managing a donor portfolio.

## KEY COLLEAGUES



**Thomas J. Regan SJ**  
**Dean, College of Arts and Sciences**

Father Regan entered the Society of Jesus in 1976 and was ordained a priest in 1987.

Prior to ordination he taught religious studies at Fordham Prep and philosophy at Fairfield University and Boston College. In 1988, he was appointed assistant professor of philosophy at Fairfield University where he subsequently received tenure and was promoted to associate professor. He served as acting chair (1992-1993) and then chair of the Philosophy Department (1993-2000) and co-director of the program in Legal Studies from 1996-2000. From 2000-2002, he was associate dean in the College of Arts and Sciences. He served six years as the national president of Alpha Sigma Nu, the Honor Society for all Jesuit colleges and universities in the United States, and is a past president of the Jesuit Philosophical Association. In 2003, he was appointed to a six year term as Provincial of the New England Province of the Society of Jesus. Prior to coming to Loyola, he taught philosophy as a visiting professor at Loyola Marymount University in Los Angeles (2010) and at Fordham University in New York (2010-2011).



**Damon Cates, EdD**  
**Senior Vice President for Advancement**

As the newly appointed Senior Vice President for Advancement at Loyola, Damon leads the Advancement Division including all development and fundraising efforts, alumni relations, and special events. Prior to his arrival at Loyola, Damon was at the University of Chicago where he led the university's comprehensive, multi-billion-dollar campaign, which launched as one of the largest in U.S. higher education history and has raised just over \$4 billion to date. The *UChicago Campaign* was also the first to launch with a publicly stated alumni engagement goal of getting more than 125,000 of the university's 160,000-plus alumni to go, give, and/or help during the campaign's public phase. To date, more than 100,000 alumni have participated. Relatedly, Damon has also helped drive an increase in undergraduate alumni giving from 33 percent to 42 percent over the past six years.

Damon has an impressive track record of success in fundraising leadership. Prior to his current role, he served as executive director of the Penn Fund at the University of Pennsylvania and director of the Stanford Fund at Stanford University. He has also held several other leadership roles in annual giving and development at The University of Chicago. His degrees include a Doctor of Education from the University of Pennsylvania, a Master of Business Administration from The University of Chicago, and a Bachelor of Arts from Millikin University. Damon possesses not only the professional skills and experience but also the personal characteristics to lead and grow our community of engaged alumni, donors, and friends of the University.



**Jamie Orsini**

**Associate Vice President for Development**

As Associate Vice President for Development, Jamie has held different management portfolios but has primarily overseen the Division's major gift and planned giving functions. She started with Loyola in 2003 as a Major Gift Officer, was promoted to Director of Gift Planning in 2004, and then was promoted to Associate Vice President in 2010. Additionally, in May 2016 through April 2017, she served as interim Vice President for Advancement during the University's national search for a new Senior

Vice President for Advancement.

Prior to joining Loyola University Chicago, Jamie was the Director of Trust and Estate Services at Northwestern University from 1998 to 2003.

**CANDIDATE QUALIFICATIONS AND QUALITIES**

The successful candidates for the position of Director of Development should have

- a proven track record of major donor cultivation and solicitation, and willingness to embrace a team approach to fundraising;
- strong organizational skills and attention to detail;
- advanced written, oral, and interpersonal communication skills, including political acumen to establish and maintain good working relationships throughout the organization and with outside constituencies;
- advanced skill in making persuasive and compelling presentations of university goals/priorities and securing gifts;
- skill to meet predetermined goals and objectives through effective planning, organization, execution, and evaluation;
- flexibility and willingness to attend evening and weekend events and/or meetings;
- knowledge of and experience with development/advancement software; and
- familiarity with faith-based programs and affinity and appreciation for the Jesuit mission of the university (strongly preferred).

A bachelor's degree is required for this position as is 5 years of advancement experience, or proven equivalent business experience.

**SALARY & BENEFITS**

Loyola University Chicago offers a competitive salary. Loyola supports its employees and retirees with a wide array of benefits centered around health and wellness, financial security, and work-life balance. These benefits are affordable, comprehensive, and competitive.

**LOCATION**

Loyola University Chicago is located in Chicago, Illinois. Loyola and its students enjoy Chicago's exceptional cultural and economic resources. In addition to providing an unparalleled setting for educational opportunities, Chicago is also one of the most prestigious cities in the world in terms of recreation and entertainment. A hub of commerce and culture, Chicago serves as an expanded campus for Loyola students. *Fast Company* magazine named Chicago its 2008 U.S. City

of the year for its thriving economy, impressive architecture, notable politicians, groundbreaking music, and innovative environmental policies.

## DIVERSITY AND INCLUSION

Loyola University Chicago fosters a transformative cultural experience that honors diversity and social justice. Its Jesuit Catholic Heritage is founded in equality much like the relationship of God with each and every one of us, of love, care, and oneness. Loyola's commitment to diversity comes from Ignatius himself and the Jesuit belief that God is to be found in the "other,"—in the person, the place, the culture, the context and the human experience that differs from one's own. This is part of what Ignatius means when he says that God is to be found "in all things." This foundational principle embraces inclusivity, mutual respect, inherent freedoms, and the dignity of giving each perspective a voice. Loyola aspires to build on this foundation as ambassadors of change, claiming from the heart as well as the mind, its social responsibility in challenging times.

The end goal of diversity on Loyola's campuses is not simply a representation of the beauty of "otherness". Rather, Loyola recognizes a common unity that anchors and enlivens our commitment to inclusion and creates brave spaces for dialogue to happen, through initiatives that educate the masses. Loyola University Chicago will hold itself accountable to this intentional vision through fostering an integrated society. It will do so with the wisdom that each member of its student, faculty, and staff community brings their own unique perspectives, strengths, and critical inquiries to serve its mission. It will continuously evaluate its commitment to diversity through conscious engagement with its manifestation across the local and global world.

## 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 Tim Child: [timchild@aspenleadershipgroup.com](mailto:timchild@aspenleadershipgroup.com).*

*All inquiries will be held in confidence.*

