



ASSOCIATE DIRECTOR FOR DEVELOPMENT
[LOYOLA UNIVERSITY CHICAGO](#)
CHICAGO, ILLINOIS



LOYOLA
UNIVERSITY CHICAGO

Preparing people to lead extraordinary lives

The Aspen Leadership Group is proud to partner with Loyola University Chicago in the search for an Associate Director for Development.

The Associate Director for Development will identify and qualify prospects, solicit and close four- and five-figure philanthropic gifts, and assist regional major gift officers to build a pipeline of major gifts prospects and donors that advance the strategic priorities of Loyola University Chicago within an assigned professional school, Health Sciences (Strick School of Medicine, Marcella Niehoff School of Nursing, Parkinson School of Health Sciences and Public Health), Quinlan School of Business, or the School of Law.

Loyola University Chicago is Chicago's Jesuit, Catholic university. It is a private research university that was founded in 1870 by the Society of Jesus and is one of the largest Catholic universities in the United States. Its faculty, staff, and students come from all faiths and backgrounds but together they strive toward the same goal—being men and women for and with others. Loyola students receive an education that stresses the importance of knowledge, curiosity, global perspectives, and *cura personalis*, which translates to “care for the whole person.” Students at Loyola don’t just talk about making the world a better place—they get to work. Loyola has created 867 internship community partners and students have logged more than 100,000 volunteer hours in Chicago.

Loyola University Chicago boasts an enrollment of more than 17,000 students, nearly 12,000 of which are undergraduates, and a 14:1 student to faculty ratio. The university is comprised of 13 schools and colleges offering 80 undergraduate majors, 80 undergraduate minors, and 140 graduate, professional, and graduate-level certificate programs. Loyola provides a Core Curriculum grounded in the liberal arts—a curriculum that encourages students to think critically, to express themselves clearly, and to discover meaning and purpose in life. There are study abroad opportunities offered in more than 50 countries, including Loyola’s own John Felice Rome Center.

Loyola athletes compete in 15 Division I sports. Loyola also offers more than 30 intramural and club sports, as well as 250 student organizations and clubs, ensuring that every student can explore interests outside the classroom.

Loyola University Chicago is consistently ranked among the top universities in the country, and *U.S. News & World Report* recently named it one of the nation’s best values in higher education.

REPORTING RELATIONSHIPS

The Associate Director for Development will report to the lead fundraiser in an assigned school, Andrea Wynne, Associate Vice President of Advancement, Health Sciences; Colleen Calvey, Assistant Dean for Development, Quinlan School of Business; or John Osterlund, Managing Director of Development, School of Law.

FROM THE MANAGING DIRECTOR OF DEVELOPMENT

Now is an especially exciting time to join the Advancement Team of Loyola University Chicago. For 153 years, Loyola has been Chicago's Jesuit institution of higher education focused on preparing people to lead extraordinary lives. Loyola is home to our well-known Loyola Ramblers and our beloved Sister Jean.

The Advancement Team plays a leading role in helping to advance the lives of our students, community, and the university. The next Associate Director of Development will contribute to our mission by focusing on identifying and qualifying prospects, soliciting and closing four- and five-figure philanthropic gifts, and assisting regional major gift officers build a pipeline of major gifts prospects and donors to advance the strategic priorities of Loyola.

By joining the Advancement Team at Loyola, you will have the chance to participate in a workplace culture that values and nurtures the positive contributions of all its members and is committed to professional development of each team member to their fullest potential. Additionally, under the visionary leadership of our Vice President, Karen Paciero, Loyola's Advancement Team has experienced significant growth so that we can meet our strategic goals and achieve success in the years to ahead.

Since I joined Loyola, I have been so impressed with the caliber of my colleagues. There is great depth of experience in building donor relationships and closing significant gifts. It is a collaborative environment in which we learn from each other and partner to move gift conversations along. Every job in advancement is important and everyone makes a difference. Yes, we are competitive but at the end of the day we want Loyola to be successful. Our Jesuit values come into play as we genuinely care for each other as individuals.

There is an abundance of opportunity at Loyola. Thank you for taking time to learn about these positions. We are looking forward to meeting you!

—John Osterlund, Managing Director of Development, School of Law

LOYOLA UNIVERSITY CHICAGO'S COMMITMENT TO DIVERSITY, EQUITY, AND INCLUSION

Loyola University Chicago is a modern Jesuit, Catholic university. Loyola is committed to ensuring that its institutional structures, policies, and procedures promote equity and inclusion for all members of its community, and it seeks to remove unjust barriers that prevent it from realizing its commitment to inclusive excellence. It empowers faculty, staff, and leadership to champion inclusive excellence. Loyola University Chicago has been recognized by *Forbes* as one of the [Best Employers for Diversity](#), among only 500 other companies nationwide.

PRIMARY RESPONSIBILITIES

The Associate Director for Development will

- through personal and virtual engagement, identify, qualify, cultivate, solicit, close, and steward prospects for leadership and potential major level gifts;
- meet activity and revenue goals through personal outreach;
- offer strategic counsel, coordinate appointments, and prepare required materials for prospect meetings or phone calls with the Dean, alumni volunteers, faculty, and other senior administrators with alumni and friends within an assigned prospect pool;
- ensure compliance with prospect management guidelines for data entry and metric tracking;
- create monthly reports which accurately reflect activity and performance and track progress toward meeting fundraising goals; and
- perform other duties as assigned.

LEADERSHIP

Sean Campbell

Chief Development Officer and Senior Associate Vice President

Sean Campbell joined Loyola University Chicago in September 2020 with a deep-seated commitment to social justice and to the people of his adopted hometown of Chicago. Sean is honored to be part of the Loyola Advancement team at this exciting time in its development and growth.

With 25 years of experience in fundraising, alumni relations, and communications in higher education, Sean has built and led fundraising teams across all advancement functions. Prior to Loyola, he served as Vice President for Advancement at Skidmore College, where he led a \$200 million campaign that resulted in \$229 million in new gifts.

Before Skidmore, he worked for 10 years at the University of Chicago, first managing major gifts fundraising and alumni programs in Chicago and 26 states across the Midwest and South. Later, he managed a fundraising unit at UChicago Medicine, leading a team responsible for raising millions of dollars annually for biomedical research and clinical care, Pritzker School of Medicine, Kovler Diabetes Center, and community health programs. Sean began his career at Bates College, where he worked for 10 years as Director of the Parents and Family Association, Leadership Giving Officer and finally as Director of Leadership Giving and Donor Programs. He holds a B.A. in journalism and communications from the University of Maine.

Andrea Wynne

Associate Vice President of Advancement, [Health Sciences](#)

Andrea Wynne joined Loyola University Chicago as Associate Vice President of Advancement, Health Sciences in November 2018. Andrea started her development career at the Salvation Army in planned giving. Andrea worked on the successful *Many Dreams. One Mission. Campaign for DePaul University* and contributed planned giving expertise to the largest gift in the university's history—a \$30 million gift to name the Driehaus School of Business. Andrea manages a successful health sciences advancement team at Loyola University that fundraises for the Parkinson School of Health Sciences and Public Health, the Marcella Niehoff School of Nursing, and the Stritch School of Medicine. She received her undergraduate political science and international studies degree from Northwestern University and a Juris Doctor from the University of Illinois.

Colleen Calvey**Assistant Dean for Development, [Quinlan School of Business](#)**

Colleen Calvey is a proud 17-year staff member at Loyola University Chicago formerly holding roles in Global Education, International Recruitment, Alumni Relations, Annual Giving, and Major Gifts. For the past five years, Colleen has served the University in the Assistant Dean for Development role for the Quinlan School of Business. Her Advancement career at Loyola has spanned the successful \$400 million 'Partner: Campaign for the Future of Loyola, \$50 million Access for Excellence: The Scholarship Campaign, and the \$75 million Schreiber Campaign. Colleen's leadership focuses on elevating fundraising progress and cash goals while implementing new Quinlan strategies across a matrix organization. Colleen's career goal is to advance Jesuit education through philanthropy. Colleen received her Bachelor of Business Education, Master of Business Education, and Master of Science in Marketing and Communication degrees from the Quinlan School of Business at Loyola University Chicago.

John Osterlund**Managing Director of Development, [School of Law](#)**

John Osterlund has been in advancement for more than 30 years in the Chicago market. He started at The Rotary Foundation of Rotary International where he spent almost 25 years in a variety of roles including Chief Development Officer. He served as Chief Development Officer of the Archdiocese of Chicago supporting Cardinal Cupich in completing a \$425 million capital campaign. John served as the Vice President for Development and Colleges Relations at Monmouth College where he launched a \$75 million endowment campaign. Prior to Loyola, John served as Senior Vice President of Development for Easterseals. Although born in the Chicago area, John grew up in Florida and attended the University of South Florida where he received a B.A. in Political Science. He attended the University of Stockholm on a Rotary International Fellowship before completing an M.S. in History Education at Florida State University. John was an adjunct history professor at Broward Community College while working for the Florida Legislature.

PREFERRED COMPETENCIES AND QUALIFICATIONS

Loyola University Chicago seeks an Associate Director for Development with

- a commitment to the vision of Loyola University Chicago—to seek new knowledge in the service of humanity in a world-renowned urban center as members of a diverse learning community that values freedom of inquiry, the pursuit of truth, and care for others;
- a history of soliciting and closing gifts with significant institutional impact from individual donors;
- superb verbal and written communication skills;
- experience coordinating with staff and volunteers and an ability to manage complex relationships to leverage activities, initiatives, and programs for multiple purposes;
- proficiency with fundraising databases and technology as well as MS Office Suite;
- an understanding of the moves management process or other proven relationship-management processes and philosophies;
- an ability to think and work strategically;
- an ability to work independently and as a member of a team, establish priorities, and work collaboratively within a diverse community; and
- an entrepreneurial spirit and a positive attitude.

Loyola University Chicago will consider candidates with a broad range of backgrounds. A bachelor's degree or an equivalent combination of education and experience and at least three years of relevant fundraising or sales experience in a complex organization is preferred.

SALARY AND BENEFITS

The salary range for these positions is \$75,000 to \$80,000 annually. Loyola University Chicago offers a [comprehensive package of employee benefits](#).

LOCATION

Loyola University Chicago Advancement offers hybrid work options—a combination of on-site at the Water Tower Campus in Chicago or the Health Sciences Campus in Maywood, Illinois, and off-site employment. There may be circumstances that require the Associate Director to be on-site for consecutive days.

APPLICATION INSTRUCTIONS

All applications must be accompanied by a cover letter and résumé. ***Cover letters should be responsive to the mission of Loyola University Chicago as well as the responsibilities and qualifications presented in the prospectus.*** Preference will be given to applications received by August 14, 2023. Review of applications will begin immediately and continue until the successful candidate has been selected.

To apply for this position, visit: [Associate Director for Development, Loyola University Chicago](#).

To nominate a candidate, please contact Tom Herbert, tomherbert@aspenleadershipgroup.com.

All inquiries will be held in confidence.