



VICE PRESIDENT FOR UNIVERSITY ADVANCEMENT
LONG ISLAND UNIVERSITY
Brookville, New York



The Aspen Leadership Group is proud to partner with Long Island University in the search for a Vice President for University Advancement.

The Vice President for University Advancement will provide strategic leadership for fundraising efforts around institutional initiatives of the highest value and priority to Long Island University (LIU). The Vice President will convene University partners and lead the development and execution of coordinated strategies aimed to maximize the lifetime engagement and philanthropic support of LIU's most generous supporters. The Vice President will work in close partnership with the President to advance LIU's principal gifts program—leading major gift fundraisers and volunteers to secure gifts from the University's wealthiest donors, corporations, support generated from the Tilles Center for the Performing Arts, and other sources. This includes multigenerational families, family offices, trust and estate strategies, and venture philanthropy, as well as the factors and strategies that will inspire unprecedented levels of support. The Vice President will also collaborate closely with senior leadership to significantly enhance giving to LIU.

Long Island University is committed to providing a high-quality education through teaching excellence and impactful research opportunities. The University's Carnegie Classification was recently elevated to a highly competitive research institution. LIU offers over 275 undergraduate, graduate, and doctoral degree programs—educating over 15,000 students each year. The University cultivates academic, professional, artistic, and co-curricular opportunities.

LIU Post is a scenic, historic, and scholarly campus that offers a small-school environment with the access and resources of a major metropolitan university. The University's 334-acre campus is located on the estate of Marjorie Merriweather Post, 27 miles east of New York City on Long Island's Gold Coast. The campus houses the College of Veterinary Medicine—one of only four in the northeast—the nation's first professional School of Accountancy, an AACSB-accredited Business School—recognized by Princeton Review as a top business school for 15 consecutive years—a theater program ranked in the top 30 in the nation, and a recipient of 20 Kennedy Center Awards. LIU is home to the world-renowned Tilles Center for the Performing Arts, featuring top artists and providing master class instruction for students.

LIU Brooklyn offers more professional programs in health care than any other campus in the New York metropolitan area, including the Arnold and Marie Schwartz College of Pharmacy, The Harriet Rothkopf Heilbrunn School of Nursing, and the School of Health Professions. The Health Professions have been recognized for graduates making the highest salaries in the northeast. The Roc Nation School of Music, Sports, and Entertainment provides dynamic instruction and interaction with top artists in the classroom.

The Polk School of Communications is aligned with the nearly 75-history of the University's Polk awards for investigative journalism. LIU Brooklyn is home to Kumble Theater for the Performing Arts, a dynamic performance venue designed to nourish students' artistic exploration.

LIU Global offers a one-of-a-kind bachelor's degree around the globe. It spans eight countries on five continents, preparing students for careers as global leaders in international business, entrepreneurship, and communications. LIU's commitment to providing students a high-quality, affordable education is demonstrated through the in-demand programs, world-class faculty, and state-of-the-art academic and campus facilities the University provides to its exceptional students.

LIU's financial position is the strongest in its long history, with more than tripling of the endowment from \$76 million to over \$400 million in eight years and strengthened investments per student of \$26,327 in 2020—an increase of 207.6 percent since 2015. Since 2014, LIU has continued to honor its pledge of affordable tuition with annual tuition rate increases of two percent or less. Average national and regional tuition rate increases were roughly double that during this timeframe. As a result, LIU tuition and fees are as much as 47 percent less than its regional peers.

Long Island University is a *U.S. News & World Report* Best National University; ranked a Best Northeastern Regional College by *The Princeton Review*; named to the President's Community Service Honor Roll, and ranked in the top 50 Best Colleges in New York for Salary Potential by Payscale. Its business, education, and nursing programs have been honored by *Colleges of Distinction*, recognizing the quality of LIU's programs and its professional accreditation, and its nursing; healthcare; dietetics & clinical nutrition services; and homeland security are among the top 5% highest paid graduates in America by CollegeFactual.com.

REPORTING RELATIONSHIPS

The Vice President for University Advancement will report to the President, Dr. Kimberly L. Cline, and will serve as a member of the President's Senior Leadership Team.

FROM THE PRESIDENT

Long Island University is a nationally recognized, globally engaged teaching and research university. In 2022, LIU was elevated to Carnegie Classification, High Research Activity. We employ a student-first, proactive approach to investing in high-quality academic programs that ensures our graduates achieve success.

Our 285,000 alumni are leaders in their field who know first-hand the value of a Long Island University degree. The Vice President for University Advancement will enhance major giving among all constituencies, including alumni, friends, and corporations. With strong leadership from the Vice President for University Advancement and our benefactors, Long Island University will achieve the tenets of our Strategic Plan—to advance academic excellence through innovation, advance solutions for a sustainable global future, advance exceptional fiscal health and agility, and advance student engagement through extraordinary and distinctive experiences.

The Vice President for University Advancement will serve as an effective, pragmatic steward of our funding sources and a leader in major philanthropy. The role requires a candidate who is innovative, positive, and detail-oriented, and who will leverage our strong support system to advance Long Island University's ambitious goals for the future. If you are energized by challenges and committed to success, I encourage you to apply to join our leadership team during this exciting new chapter in Long Island University's history.

—Dr. Kimberly L. Cline, President

LONG ISLAND UNIVERSITY'S COMMITMENT TO DIVERSITY, EQUITY, AND INCLUSION

Long Island University's mission is to provide excellence and access in private higher education to those who seek to expand their knowledge and prepare themselves for meaningful, educated lives and for service to their communities and the world. Long Island University is committed to inclusive excellence and a sense of belonging for all members of the University community. Its community is built upon a foundation of diversity, equity, inclusion, access, opportunity, innovation, confidence, trust, respect, caring, and relationship building. LIU educates the country and the world, drawing students from over 67 countries. It believes that every student must feel that they are welcome, they belong, and they are supported. Long Island University celebrates a diversity of thoughts, identities, experiences, and backgrounds.

PRIMARY RESPONSIBILITIES

Strategic Leadership

The Vice President for University Advancement will

- develop goals and oversee the implementation of a dynamic results oriented principal gift program;
- serve as a trusted advisor to the President and other members of the LIU Senior Leadership Team;
- work closely to develop transformational initiatives that will lead LIU to new levels of distinction;
- design, strengthen, and sustain sophisticated cultivation and stewardship programs in principal gifts consistent with LIU's mission and values;
- cultivate strong working relationships with campus partners and advise in the development of coordinated strategies aimed to maximize the lifetime engagement and support of LIU's most generous supporters; and
- facilitate relationships with and support the work of the Board of Trustees.

Prospect Strategy and Institutional Representative

The Vice President for University Advancement will

- manage a portfolio of high potential principal giving prospects through identification, qualification, cultivation, solicitation, and stewardship cycles;
- forge relationships with a diverse population that will lead to transformational gifts;
- set a personal example of frontline fundraising success;
- serve as a resource and role model to staff on matters of prospect strategy and offer new approaches and techniques;
- seek to provide creative solutions to complex solicitations;
- rely on experience in the field and remain current with evolving trends in philanthropy;
- assist in efforts to enhance institutional image and visibility;
- communicate a strong and consistent message about the University to its constituencies; and
- strengthen internal and external relationships and partnerships to benefit the University.

Prospect Management and Solicitation

The Vice President for University Advancement will

- develop strong data-informed methods for the timely evaluation of program performance and forecasting;
- travel to visit prospects, often in tandem with the President and other senior officers of the University;

- work proactively to bring prospects to campus for substantive visits and engagements;
- oversee the preparation of funding proposals, talking points and scripts, assessments of potential support, briefings for senior officers and Trustees, and stewardship reports for all assigned prospects;
- ensure that all interested parties are involved in key efforts focused on specific prospects;
- document all substantive prospect contacts in the database; and
- work in partnership with alumni relations colleagues to identify key prospects to participate in alumni events and serve in volunteer leadership roles.

Staff Management

The Vice President for University Advancement will

- hire, coach, support, and evaluate fundraisers;
- lead and inspire staff to meet and exceed expectations;
- track and drive prospect identification, assignment, qualification, and solicitation activities to ensure success in achieving fundraising objectives;
- establish appropriate metrics to assess individual and team performance—such systems should inspire all staff and engender commitment to reaching personal goals and to raising maximum dollars for LIU;
- in consultation with the President and senior leadership, set fundraising goals for cash and commitments and design strategies and operating programs to meet those goals;
- encourage a collaborative and collegial team environment to maximize effectiveness; and
- lead by example with regard to appropriate risk-taking, cross-organizational cooperation, and clear standards of conduct.

LONG ISLAND UNIVERSITY LEADERSHIP

Kimberly R. Cline President

Dr. Kimberly R. Cline was named the 10th President of Long Island University in July 2013, assuming the leadership of one of the most comprehensive private universities in the country. She has led the nearly century old institution through a transformational process to provide students with an exceptional education that emphasizes experiential learning and excellence in teaching and research. Dr. Cline's tenure has cultivated dynamic new schools, centers, and high quality academic programs.

Under Dr. Cline's direction, the University has garnered international exposure and recognized excellence. The Long Island University College of Veterinary Medicine joins Cornell, Tufts, and the University of Pennsylvania as one of four veterinary colleges in the northeast. The Roc Nation School of Music, Sports, and Entertainment resulted from a partnership with LIU and Jay Z, offering talented students prestigious internships and access to top leaders in the sports and entertainment industry. The Roosevelt School, joining with the Society of Presidential Descendants launched National Civics day and provides students access to world leaders—President Biden, former President Bush, former President Clinton, and top diplomats from around the world. LIU's partnership with future Fortune 50 Company, Dassault resulted in Long Island University being named the only Center for Excellence in Life Sciences around the globe. LIU is proud to be an inaugural partner with National University, helping to share Harmony and Inspire Educational programs and resources with students.

Dr. Cline has increased Hope Scholarships for students who have high financial need, expanded LIU's Division I athletic program to 36 sports, with championship teams. The University partners with the Brooklyn Barclay's Center, home to the Brooklyn Nets and is working with Live Nation to restore the legendary Brooklyn Paramount Theatre as a top entertainment venue.

Dr. Cline is a recognized leader in education; she has been named to the Long Island Press Power List of the 50 most influential people on Long Island, to the inaugural Long Island Power 50 by City and State, and as one of Brooklyn's Women of Distinction. Dr. Cline is a past chair of the Council of Independent Colleges and Universities Board of Trustees and a past Board of Governor for the Center for Creative Leadership. She currently serves as a board member of the Long Island Association. Along with a Bachelor Degree in Industrial Relations, Dr. Cline holds a Master of Business Administration, Juris Doctor, and Doctor of Educational Administration. She previously served as Vice Chancellor and Chief Financial Officer of the State University of New York system overseeing a \$10 Billion budget.

PREFERRED COMPETENCIES AND QUALIFICATIONS

Long Island University seeks a Vice President for University Advancement with

- a commitment to the mission of Long Island University—to provide excellence and access in private higher education to those who seek to expand their knowledge and prepare themselves for meaningful, educated lives and for service to their communities and the world;
- an ability to raise donor sights, articulate aspirational goals and ideas, set priorities, present philanthropic opportunities, and close gifts;
- success cultivating, soliciting, and stewarding individual donors at a level of significant institutional impact;
- the ability to inspire high net-worth individuals to provide significant financial support to an institution;
- creativity, professionalism, an entrepreneurial spirit, and strong intellectual curiosity;
- professional credibility, intellectual depth, maturity, wisdom, and the collaborative skills needed to garner the trust and confidence of the President, senior staff, faculty, Trustees, students, and other key constituents;
- excellent written and verbal communication skills with demonstrated presentation abilities to work across an organization and provide inspired leadership;
- an ability to motivate staff to keep them engaged, energized, and focused on results;
- an ability to work independently and as part of a team;
- analytical and strategic thinking capabilities;
- an ability to embrace challenges and thrive in a fast-paced, team-oriented environment;
- an ability to handle sensitive and confidential matters with appropriate discretion;
- working knowledge of planned giving, financial and/or estate planning concepts (preferred); and
- comprehensive campaign experience (preferred).

A bachelor's degree is required for this position as is at least ten years of experience in the advancement field.

SALARY AND BENEFITS

Long Island University offers a competitive salary and a comprehensive [benefits package](#).

LOCATION

With six metropolitan area locations and the College of Pharmacy, LIU is dedicated to serving a diverse range of communities in downtown Brooklyn—and in Nassau, Suffolk, Rockland, and Westchester counties. LIU Post uniquely resides on the 330-acre C.W. Post estate formerly known as Hillwood in Brookville, New York. The Village of Brookville is located within the town of Oyster Bay in Nassau County, 35 miles from New York City.

APPLICATION INSTRUCTIONS

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

To apply for this position, visit:

[*Vice President for University Advancement, Long Island University.*](#)

To nominate a candidate, please contact Don Hasseltine, donhasseltine@aspenleadershipgroup.com or Jeanette Rivera-Watts, jeanetterw@aspenleadershipgroup.com.

All inquiries will be held in confidence.