

# SPEN LEADERSHIP GROUP

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**VICE PRESIDENT FOR DEVELOPMENT**  
**[WESLEY THEOLOGICAL SEMINARY](#)**  
**Washington, DC**



The Aspen Leadership Group is proud to partner with Wesley Theological Seminary in the search for a Vice President for Development.

The Vice President for Development will lead Wesley Theological Seminary's advancement program within a lively and spirited academic and church community. Wesley's fundraising program encompasses annual operating support, an ambitious capital campaign, and endowment and planned giving.

Wesley is a graduate theological school of The United Methodist Church and a member of the Washington Theological Consortium. Theological education at Wesley reflects its joint commitments to its Methodist heritage and to the ecumenical movement. At the beginning of the 21<sup>st</sup> century, Wesley Theological Seminary embraces a renewed global vision of ministry, as it learns from the experiences of Christians in other lands. It is open to dialogue with all the world's varied communities, and welcomes cooperation with all who work for peace and justice.

Wesley Theological Seminary seeks to ground learning in the scripture and traditions that provide the church's identity in the gospel, and to prepare students for the practice of ministry. Therefore, every part of the curriculum is theological in character, and practically related to the church's life.

The educational process is designed to bring classroom and field learning into complementary relationship. To accomplish this, the seminary actively collaborates with local churches, hospitals, and agencies to provide contexts for the practice of ministry. Church officials, pastors, and laity help in the training, supervision, and evaluation of Wesley students.

Since the whole church is called to be in ministry that engages the gifts and talents of lay and clergy alike, Wesley's degree programs are tailored to fit varying vocational goals. All reflect an emphasis on preparing those called to leadership in the church.

The range of educational programs at Wesley displays its understanding that all ministers – elder and deacon, lay and ordained, professional and nonprofessional – are called to proclaim the reconciling and liberating gospel of Jesus Christ to a broken world. Beyond its degree programs, the seminary's work of preparing persons for ministry is carried out in programs of continuing education for pastors, in lay certification programs, and through educational programs offered to the community at large. Wesley's commitment is to equip the whole people of God for the work of ministry.

## **REPORTING RELATIONSHIPS**

The Vice President for Development will report to the President, David McAllister-Wilson. The Vice President will have three direct reports: an Office Manager; Director of the Wesley Council; and Special Assistant to the President.

## **FROM THE PRESIDENT**

*This is an attractive position for the candidate who wants to focus on the heart of development work, which is the development of relationships, rather than the techniques of mass mailings and membership drives. We are a small institution and seminaries may seem like very parochial places. But the diversity of our programs and our location in Washington, means we have a diverse and interesting pool of donors and prospects. The next Vice President for Development at Wesley will also be the leader who designs our 21<sup>st</sup> century, post-COVID advancement program – and is a part of the top decision-making group for the seminary.*

–David McAllister-Wilson, President

## **WESLEY THEOLOGICAL SEMINARY'S COMMITMENT TO DIVERSITY, EQUITY, AND INCLUSION**

The mission of Wesley Theological Seminary is to prepare persons for Christian ministry, to foster theological scholarship, and to provide leadership on issues facing the church and the world. Its aim is to nourish a critical understanding of Christian faith, cultivate disciplined spiritual lives, and promote a just and compassionate engagement in the mission of the church to the world.

Wesley is a representative community of persons in the church, accountable, as all Christian communities are, to the intention of God that all may be one. Wesley affirms its identity as a community that intentionally seeks to include persons of both sexes and various national and ethnic backgrounds, ages, and special conditions as Board members, administrators, faculty, staff, and students. Wesley's Commitment to Diversity is to be lived out in its admission of students; hiring of faculty, staff, and administration; and selection of members of the Board of Governors; and in its life together as a community.

## **PRIMARY RESPONSIBILITIES**

### **Fundraising**

The Vice President for Development will

- support and partner with the President and Board members on all fundraising initiatives;
- actively manage a portfolio of principal and major gift prospects, developing and overseeing the implementation of individual strategies to secure funding for the annual fund, endowment, capital, key programs, and special projects;
- in addition to unrestricted, capital, and endowment fundraising for the core operations of the seminary, work closely with the leadership of the Lewis Center, the Luce Center, the Community Engagement Institute, the Center for Public Theology, and the Vice President for International Relations to identify, cultivate, and solicit development prospects for these special funding opportunities;
- engage the Wesley community in an effort to broaden the culture of philanthropy;

- maintain cooperative working relationships with academic and church leaders, members of the administration, and others whose cooperation is essential to effective outreach and fundraising;
- oversee the identification, qualification, cultivation, and solicitation of major gift prospects, working closely with senior staff, governors, volunteers, and Board committees;
- establish fundraising objectives with senior staff and the Board in alignment with Wesley's goals and ensure that goals are achieved; and
- build sustainable donor relationships through a robust stewardship program.

### **Board Relations**

The Vice President for Development will

- serve as the staff representative on the Development Committee, as well as other committees as appropriate;
- help ensure a strong pipeline of prospective governors who will build the diversity, skill-set, and fundraising capacity of the Board of Governors, and present these to the President, Board Chair, and Executive Committee for their review on a regular basis; and
- coordinate with the President's Office on special events for governors, major donors, and prospects.

### **Departmental Management**

The Vice President for Development will

- build a team to execute a high-performing fundraising program to raise the annual fund, alumni program, cultivate and solicit principal, major, leadership, planned, corporate and foundation gifts, supported by appropriately sophisticated and resourced prospect research;
- provide leadership, staff development and motivation, direction, and supervision of the Advancement department, establishing measurable objectives and strategies to achieve them;
- oversee a strong volunteer effort locally;
- collaborate with the administrative team to ensure the successful implementation of the school's financial strategy;
- oversee all facets of the daily operations of Wesley's Development team, ensuring compliance with all relevant laws, regulations, policies, and agreements, and managing the Development department budget;
- participate in the design of programs focused on specific geographies where Wesley has or can develop relationships to broaden and deepen support and determine how best to engage alumni and friends in the development of these programs;
- explore and develop new strategies for engaging alumni, parents, and governors in the development process;
- ensure ongoing research to help position Wesley ahead of major funding changes or trends and understand the competitive philanthropic landscape; and
- design, implement, and evaluate comprehensive development, marketing, and communications strategies and programs that support the overall goals and objectives of Wesley's strategic direction.

## LEADERSHIP AND KEY COLLEAGUES

### **David McAllister-Wilson**

#### **President**

The Reverend Dr. David McAllister-Wilson assumed the office of President at Wesley Theological Seminary on July 1, 2002. This makes him one of the longest-serving presidents within the Association of Theological Schools. He has served the institution for nearly 40 years, beginning in Wesley's Development Office as a fundraiser, and later as Executive Vice President. During that period, he was part of a team that made Wesley one of the nation's largest and leading theological schools, preparing approximately 1,300 men and women for ministry a year. McAllister-Wilson received a Bachelor of Arts in History from California State University, Northridge, in 1983. He earned his Master of Divinity (1988) and Doctor of Ministry (2001) degrees from Wesley Theological Seminary. He has focused his preaching and speaking to help revitalize the Mainline Protestant Church, encouraging men and women to consider God's call to ministry and preparing them for leadership. With a strong interest and focus on leadership development, particularly in local congregations, he helped to establish the G. Douglass Lewis Center for Church Leadership at Wesley. He regularly teaches Leadership in the Doctor of Ministry program in its specialized tracks of Global Asian and Military Chaplains. McAllister-Wilson has always had a passion for the training and development of effective leadership. He consults regularly within the world of churches and seminaries. He has contributed a number of articles in various publications, including a chapter in the widely read book, *Christian Reflections on the Leadership Challenge*. His recent book (2018), *A New Church and A New Seminary* is being used in a number of theological schools.

As a layman in his hometown church, he exercised strong leadership in the community, establishing the Community Conscience Foundation, a foundation that supported local human services agencies. He has remained actively involved as a consultant and board member with community-based human service agencies ever since. Most recently, he served as President of the Board of Campus Compact Mid-Atlantic, an association of colleges and universities engaged in service learning and civic engagement. Under his leadership, CCMA expanded to become one of the largest regional associations. McAllister-Wilson is also on the Board of Directors for Raising A Village Foundation, which provides high-quality intervention programs and community resources to children, youth, and families in the areas of education, health and wellness, and the arts. A member of the Virginia Annual Conference of The United Methodist Church, McAllister-Wilson was ordained Deacon in 1988 and Elder in 1993. He is married to The Reverend Drema McAllister-Wilson. They have four children and six grandchildren.

### **Philip Wingeier-Rayo, Ph.D.**

#### **Academic Dean**

Philip Wingeier-Rayo, Ph.D., was appointed to the position of Dean on July 1, 2018. Dr. Wingeier-Rayo holds his doctorate in Theology, Ethics, and Culture from Chicago Theological Seminary, a M.T.S. from Garrett-Evangelical Theological Seminary, and a M.Th. from Seminario Evangelico de Teologia in Matanzas, Cuba. He has previously taught at Austin Presbyterian Theological Seminary, Perkins School of Theology at Southern Methodist University, Pfeiffer University, and Seminario Baez Camargo in Mexico City. Dr. Wingeier-Rayo's research interests are at the intersection of missiology and Methodist studies, in particular multicultural churches, Wesleyan mission theology, Latin American liberation theology, and Pentecostalism. His academic work is informed by 15 years of missionary service where he served in Nicaragua, Cuba, Mexico, and the Rio Grande Valley in S. Texas. Dr. Wingeier-Rayo is currently writing a book on a Wesleyan theology of mission and evangelism.

## PREFERRED COMPETENCIES AND QUALIFICATIONS

Wesley Theological Seminary seeks a Vice President for Development with fundraising leadership experience in a seminary, higher education, religious academic institution, or church setting. Experience in public relations, prospecting, business development and negotiation is preferred. A bachelor's degree is required for this position as is an ability to write persuasively, strong verbal communication skills, and the ability to interact at the executive level.

## SALARY & BENEFITS

Wesley Theological Seminary offers competitive compensation and comprehensive benefits.

## LOCATION

This position is located in Washington, DC.

## APPLICATION INSTRUCTIONS

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

Wesley Theological Seminary is an equal opportunity employer and does not discriminate on the basis of race, gender, sexual orientation, religion, marital status, political belief, national origin, physical and mental disabilities, age, or any other human condition. The Seminary is also an equal opportunity educational environment. No person who meets its admission requirements will be denied admission or be subjected to discrimination in recruitment or educational policies, scholarship and loan programs, or other Seminary administered programs on the basis of age, gender, race, ethnicity, sexual orientation, national origin, disability or any other category protected by law. Wesley is working toward the realization of a barrier-free environment with adequate facilities and assistance for persons with disabilities.

*To apply for this position, visit:*

[\*Vice President for Development, Wesley Theological Seminary.\*](#)

*To nominate a candidate, please contact Steven Wallace:*

[\*stevenwallace@aspenleadershipgroup.com.\*](mailto:stevenwallace@aspenleadershipgroup.com)

*All inquiries will be held in confidence*