

ASPEN • LEADERSHIP • GROUP

REGIONAL MAJOR GIFT OFFICER

ITHACA COLLEGE

Remote–Northeast

<http://ithaca.edu>



The Aspen Leadership Group is proud to partner with Ithaca College in the search for a Regional Major Gift Officer.

The Regional Major Gift Officer will be a front-line fundraiser responsible for the management of a portfolio of prospects comprising alumni, parents, and friends with the giving potential of \$100,000 or more. Qualification, cultivation, solicitation, and stewardship of prospects and donors will be developed around donor interests and college priorities. The Regional Major Gift Officer will travel extensively to develop and strengthen prospect relationships and will develop written annual work plans, visit and solicitation goals in conjunction with the Associate Vice President for Individual Giving.

The Regional Major Gift Officer will be responsible for ensuring the integrity of information in the college's Advance database relevant to assigned prospects, including visit reports, stages, strategies, and tasks. The Regional Major Gift Officer will participate in a broad range of events on and off campus having a strategic impact on the success of the major gifts program and individual prospect relationships. The Regional Major Gift Officer will work collaboratively with other staff in Institutional Advancement, college faculty, and staff.

The Regional Major Gift Officer will be based and strategically focused on the Metropolitan NY/NJ/CT area, where over 40% of the college's prospects live and/or work. In addition, because the Metro-NY/NJ/CT area provides robust, more direct and less costly transit access to other areas where Ithaca prospects are concentrated, the Regional Major Gift Officer will also be expected to travel to and work with prospects in Philadelphia, Boston, and Washington, D.C. These areas, combined with the Metro-NY/NJ/CT area, represent over 55% of the college's prospects. The anticipated ratio will be 85% focus on Metropolitan NY/NJ/CT prospects and the balance focused on those in Philadelphia, Boston, and Washington, D.C.

To provide a foundation for a lifetime of learning, Ithaca College is dedicated to fostering intellectual growth, aesthetic appreciation, and character development in its students. The Ithaca College community thrives on the principles that knowledge is acquired through discipline; competence is established when knowledge is tempered by experience; and character is developed when competence is exercised for the benefit of others. Since its founding, Ithaca College has recognized the value of combining theory and performance. Ithaca provides a rigorous education blending liberal arts and professional programs of study. Its teaching and scholarship are motivated by the need to be informed by, and to contribute to, the world's scientific and humanistic enterprises. Learning at Ithaca extends beyond the classroom to encompass a broad range of residential, professional, and extracurricular opportunities. Its undergraduate and graduate students, faculty, staff, and alumni all contribute to the learning process.

The Ithaca College educational experience is focused on the development of intellect, creativity, and character through curricular, co-curricular, and campus life experiences. Studies in the liberal arts are enriched by professional practice and other curricular opportunities, and studies in the professional schools

are grounded in the liberal arts tradition. Ithaca is committed to active learning that develops knowledge and skill through a variety of experiences in the classroom, community, laboratory, and other settings.

Ithaca College is committed to creating an inclusive environment and attracting a diverse body of students, faculty, and staff. All members of the College community are encouraged to achieve excellence in their chosen fields and to share the responsibilities of citizenship and service in the global community.

REPORTING RELATIONSHIPS

The Regional Major Gift Officer will report to the Associate Vice President for Individual Gifts.

THE BEST!

Every year, Ithaca College and the City of Ithaca are included in assorted lists and "best-of" pieces from various publications and outlets. Ithaca College is proud of this recognition that highlights Ithaca College as one of the best colleges in New York State.

Some of the most recent Ithaca College rankings include No. 18 of 25 Top Film Schools (*Hollywood Reporter*, August 2017); No. 3 Best Student Newspaper; No. 3 Best Theatre Program; No. 6 Best College Radio Station (*Princeton Review*, 2017); Signature Station Award - ICTV (Broadcast Education Association, April 2017); Top Producer of Fulbright Award-Winners (U.S. Department of State/Chronicle of Higher Education, February 2017); No. 13 for Student Engagement (*The Wall Street Journal/Time Higher Education*, November 2016); 2015 President's Higher Education Community Service Honor Roll (Corporation for National and Community Service, November 2016); No. 8 Top Colleges with Killer Music Scene (*College Magazine*, July 2016); Top 100 Undergraduate Business Schools (*Bloomberg Businessweek*, April 2016); Top School for Bold, Entrepreneurial Students (DegreeMatch.org, March 2016); Top 50 in Value Based on Graduate Earnings (*The Economist*, 2015); Best 295 Business Schools (*Princeton Review*, 2015); No. 9 Best College and No. 12 Best Value—Regional Universities, North Region (*U.S. News & World Report*, 2015); No. 3 Top Music Education Programs (*Music School Central*, August 2015); Top 25 Healthiest Colleges (Greatist.com, summer 2015); Top 25 LGBTQ-Friendly Colleges and Universities (*Campus Pride*, August 2015); Top 25 Healthiest Colleges (Greatist.com, August 2015); 40 Showbiz Programs (*Variety*, April 28, 2015 issue); Top Environmentally Responsible College or University (*Princeton Review's* "Guide to 353 Green Colleges" 2015 edition); and Best College Town in America (American Institute for Economic Research's College Destination Index, 2014-15).

PRINCIPAL OPPORTUNITIES

Our Major and Leadership Gift Officers work as a highly collaborative team. Officers seek to deepen relationships among alumni, parents, and friends of Ithaca College, secure support for new and ongoing funding priorities, and play a key role in developing a robust leadership annual giving culture among those individuals with the greatest capacity to give generously. Officers also enjoy a strong and tightly integrated partnership with our support team as well as Division colleagues including the Office of Principal Gifts (\$1,000,000 or greater), Prospect Development and Research, Engagement and Constituent Relations, and the Ithaca College Annual Fund.

This moment represents an opportunity for the successful candidate to join seasoned leadership in growing a newly restructured individual giving program; work with a new administration to help set Ithaca College's direction through transformational philanthropy; play a key role in the continued successful realization of Ithaca College's strategic priorities around philanthropy and engagement; be part of an organization committed to teamwork and inclusion; work with a portfolio that favors quality over quantity with up to

100 prospects determined to have the Major Gifts capacity (\$100,000 to \$1,000,000 over 5 years); and work towards feasible goals and productivity-based metrics informed by an officer's individual portfolio.

During the last five years the Division has focused on engagement of our parents, friends, and alumni. One of the highlights of these investments in engagement has been the broadening of our donors to our annual fund, which has consequently increased our pipeline of donors. In turn, our Leadership Gift Officers help qualify, cultivate, solicit, and steward those donors determined to have the capacity of making leadership annual gifts and commitments of \$25,000 to \$100,000. Many of those donors then go on to be given the time and attention their inclination and proven capacity requires at the Major Gifts level.

–Eric Rosario, Associate Vice President for Individual Gifts

PRIMARY RESPONSIBILITIES

The Regional Major Gift Officer will

- manage a portfolio of major gift prospects with giving capacity of \$100,000 or more over five years including identifying and qualifying prospects;
- cultivate, solicit, and steward prospects and donors;
- in conjunction with the Associate Vice President for Individual Giving, establish prospect management goals for visits and solicitations;
- work in partnership with the Regional Leadership Gift Officer based in Metropolitan NY/NJ/CT;
- travel regularly to develop and strengthen prospect relationships;
- develop strategy, prepare proposals and materials including written documentation for accurate gift recording and use, acknowledgements, and reporting;
- develop and demonstrate an intercultural awareness and contribute to cultivating an inclusive, diverse, and respectful college community;
- demonstrate civil and inclusive behavior when interacting with staff, faculty, students, and visitors to the college;
- promote a flexible, collaborative, and inclusive work and giving environment;
- engage in educational opportunities to increase awareness and understanding of diversity and inclusion;
- work with college partners, including the College Relations and Advancement team, academic leaders, faculty, and senior executives to develop meaningful engagement opportunities for major gift prospects;
- engage with trustees and other college leaders to strengthen prospect involvement in the life of the college;
- maintain active management strategies for all prospects and ensure thorough and accurate recording of reports on all visits and other prospect activity;
- participate in a wide range of events on and off campus and effectively engage prospects with events in strategic ways, including Alumni Weekend, campus visits, commencement, dedications, recognition events, regional programs, and more;
- assist in the recruitment, training, and management of volunteers for the major gifts program; and
- work with volunteers on special initiatives.

KEY COLLEAGUES



Christopher Biehn

Vice President, College Relations and Advancement

Christopher (“Chris”) Biehn has nearly thirty years of experience in engagement, philanthropy, and external relations in both the education and other nonprofit sectors. He believes that philanthropy can help transform our world. In April 2012, he joined Ithaca College as the Vice President for Institutional Advancement, which comprises the offices of development, alumni relations, and advancement services. In May 2015 Chris assumed additional responsibilities of marketing and communications for the college and now serves as Vice President, College

Relations and Advancement. At Ithaca, Chris is focused on planning and executing a comprehensive campaign in support of the college’s visionary plan that offers a truly distinctive integrative learning experience—blending together a multi-disciplinary approach to its core curriculum and an extraordinary array of extra-curricular and off-campus opportunities. The campaign mirrors the plan, focusing on building engagement and philanthropy at all levels. Chris is also responsible for branding, marketing, communication, and crisis communication in support of enrollment, advancement and leadership priorities. Chris has helped lead the college’s focus on equity and inclusive excellence through a comprehensive online and in person education program for all volunteers to ensure that alumni, parents, and friends who come to campus are aligned with this important work.

Previously, Chris served as the Vice President for University Advancement at Drew University in Madison, New Jersey. In that role he helped reinvigorate a comprehensive fundraising campaign including the complete renovation of the campus through philanthropy while overseeing the departments of annual giving, major and planned gifts, leadership gifts, alumni relations, and corporate and foundation relations. Prior to joining Drew, Chris served for eight years as the Chief Advancement Officer for the Williston Northampton School in Easthampton, Massachusetts where in addition to his work around philanthropy he also taught a senior elective course in philosophy. Before that, he was Director of Development for the College of William & Mary’s School of Education, Director of Institutional Advancement at the Albany Academy, Director of Development and Alumni Affairs at Lynn University, and Director of Annual Giving and Special Projects at Glens Falls Hospital.

Chris lives in Ithaca with his wife, Julie, and has three children, Hannah (23), Andy (13), and Parker (10). He loves travel and the Adirondacks, snow and waterskiing, running and organizational design and leadership. He earned his B.A. in philosophy from Hobart College in Geneva, New York.



Eric Rosario

Associate Vice President for Individual Giving

Eric Rosario is a seasoned higher education fundraising professional with close to 25 years of experience. He provides leadership for a strong team that comprises Major and Leadership Gifts, Family Giving, and Planned Giving. As the first in his family to have attended college, Eric feels privileged to work with families, alumni, and friends to ensure access for those who otherwise couldn’t have the opportunities he’s been fortunate to have.

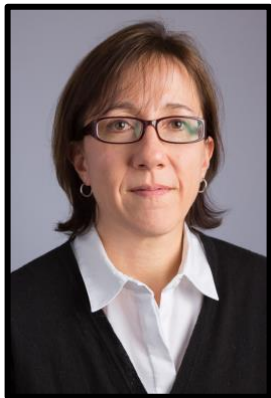
Eric has been with Ithaca College since 2010. He revitalized the college’s leadership annual giving program, reversing declining membership while establishing new membership records as Director of the President’s Associates. As Senior Director of Prospect Development and Leadership Gifts, Eric established the college’s first formal prospect pipeline process and a new individual giving program that has exceeded its dollar goals. In addition to his responsibilities, Eric has served as Interim Director of Family Giving, increasing support from this significant

constituency. He is also serving as a member of the transition team for the college's new President, Shirley M. Collado.

Prior to joining Ithaca College, Eric was a development officer at Cornell University for over 16 years, serving in roles of progressively increasing responsibility, including Director of Development for the College of Veterinary Medicine and Director of Leadership Gifts for the entire university.

Eric enjoys and has strong commitment to public service, having served as a Councilman and Acting Mayor for the City of Ithaca. He continues to serve in the community as a volunteer. He is actively involved in Ithaca's historic preservation, earning awards for some of the homes he and partners have personally preserved and renovated.

Eric earned a B.A. in History at Cornell where he is very much an active alumnus. He lives in downtown Ithaca with his wife Neha and their deceptively innocent looking black Lab rescue mix, Ezra.



Claudia Ayers

Assistant Vice President, Engagement and Constituent Relations

Claudia Ayers has been with Ithaca College since 2005, having also had roles in alumni relations, volunteer and prospect management, and event planning. In 2007, she became the college's first professional dedicated to stewardship and donor relations.

In her current role, she provides strategic direction and oversees a team that includes alumni and donor relations. Her team looks to inspire all of Ithaca College's constituencies (students, alumni, families, faculty, staff, and friends) to establish, maintain, and grow lifelong relationships, and invest in the future of Ithaca College.

Prior to joining Ithaca College, Claudia worked in development at Historic New England and North Bennet Street School in Boston. As the first individual dedicated to development at North Bennet Street School, she established the office there, incorporating individual giving, prospect research, grant writing, and event planning into her work.

Claudia has a Master of Arts in preservation studies from Boston University.



Michael Wesley

Director of Strategic Research and Prospect Development

Michael Wesley is Director of Strategic Research and Prospect Development at Ithaca College. Prior to joining Ithaca, he was a prospect researcher at Cornell University where he increasingly focused on analyzing the wealth of principal gift prospects.

Before joining the non-profit world, he worked for twelve years as a consultant with two small firms and independently, performing financial analysis and due diligence in support of client merger and acquisition activity. He has also taught several courses in both Corporate Finance and English Literature at Alfred University, Alfred State College, and Corning Community College.

He holds an M.B.A. with a concentration in Finance from the William E. Simon Graduate School of Business Administration (University of Rochester) and a master's degree in English Literature from Binghamton University.

CANDIDATE QUALIFICATIONS AND QUALITIES

The successful candidates for the position of Regional Major Gift Officer should have

- a strong commitment to higher education and specifically to Ithaca College's mission;
- a demonstrated ability to cultivate relationships including gift solicitation;
- experience working with volunteers and a proven track record of collaboration in a team environment;
- superior communication skills;
- the ability to speak credibly about higher education and Ithaca College's mission and vision;
- exceptional Interpersonal skills, the ability to effectively work and interact respectfully within a diverse and inclusive environment;
- the ability to develop relationships with high net worth individuals in a broad range of professions;
- the ability to travel extensively and attend college functions during and after normal business hours;
- deep personal integrity and strong work ethic; and
- an understanding of major gifts fund raising and campaign fundraising.

A bachelor's degree is required for this position as is four years of extensive experience in educational fundraising or a related field/equivalent combination of related education and experience.

SALARY & BENEFITS

Ithaca College is committed to offering comprehensive benefits, programs, and services to meet the diverse needs of its employees and their families. All of Ithaca College's benefits and work/life programs are designed to help one get the most out of work and life by supporting health & wellbeing (health insurance, EAP), family life (Work/Life, EAP), education (tuition programs), and financial protection (retirement, disability, paid time away). Ithaca College encourages all faculty and staff members to take advantage of these resources.

LOCATION

The Regional Major Gift Officer must live in New York, New Jersey or Connecticut, and within or in close proximity to the Metropolitan New York City area.

DIVERSITY AND INCLUSION

Ithaca College values diversity because it enriches the community and the myriad experiences that characterize an Ithaca College education.

Diversity encompasses multiple dimensions, including but not limited to race, culture, nationality, ethnicity, religion, ideas, beliefs, geographic origin, class, sexual orientation, gender, disability, and age. Ithaca is dedicated to addressing current and past injustices and promoting excellence and equity.

Ithaca College continually strives to build an inclusive and welcoming community of individuals with diverse talents and skills from a multitude of backgrounds who are committed to civility, mutual respect, social justice, and the free and open exchange of ideas. It has committed itself to change, growth, and action that embraces diversity as an integral part of the educational experience and of the community it creates.

APPLICATION DEADLINE

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 Ron Schiller: ronschiller@aspenleadershipgroup.com.

All inquiries will be held in confidence.

