



DIRECTOR OF INSTITUTIONAL ADVANCEMENT

BARD COLLEGE AT SIMON'S ROCK

Great Barrington, Massachusetts

[Bard College at Simon's Rock](#)

Bard College at
SIMON'S ROCK
the Early College

The Aspen Leadership Group is proud to partner with Bard College at Simon's Rock in the search for a Director of Institutional Advancement.

The Director of Institutional Advancement will serve as the senior fundraising officer for Bard College at Simon's Rock and will provide innovative and strategic leadership for the design, implementation, and success of comprehensive, innovative philanthropic strategies focused on retaining and enhancing current funding, diversifying the donor base, and exploring new sources of foundation support. The successful candidate will play a leadership role in the planning and execution of the college's upcoming capital campaign. The Director of Institutional Advancement will foster a culture of philanthropy within the college in partnership with the Provost and the Provost's senior leadership team.

Bard College at Simon's Rock is the only four-year college in the United States specifically designed to allow highly motivated adolescents to fully realize their intellectual and creative potential by beginning college immediately after the 10th or 11th grade. For over 50 years, Simon's Rock has occupied a unique space in the educational landscape, practicing the simple yet radical idea that many students are ready for college before the age of 18.

In 2016, Simon's Rock launched Bard Academy, an innovative two-year high school for boarding and day students, with courses designed and taught by college professors and leading to entry into college after the tenth grade. In doing so, it has connected high school and college in one cohesive, coherent six-year arc. Typical entry points include the ninth grade and the first year of college.

The college remains deliberately small, with approximately 425 students in residence. This ensures an individualized and responsive educational experience, which begins with a deeply personal admission process. Even as it offers all of the advantages of a small community, Simon's Rock is an integral part of Bard College, just over an hour away, with its national and international presence and influence. AA and BA degrees are granted in over 35 areas of study. Most graduates proceed to earn graduate and professional degrees at highly selective universities. The campus is located on 275 rolling and wooded acres in Great Barrington, Massachusetts, the center of the Berkshires and, according to *Smithsonian Magazine*, "the best small town in America." Equidistant between New York and Boston, the Berkshires is a site of great natural beauty and numerous outdoor activities, as well as a cultural destination.

REPORTING RELATIONSHIPS

The Director of Institutional Advancement will report to the Provost and Vice President.

PRINCIPAL OPPORTUNITIES

The Director of Institutional Advancement at Bard College at Simon's Rock will play a critical role in shaping the next strategic phase at this unique, mission-driven institution.

Simon's Rock is a small college with a big impact: as the progenitor of the early college model and movement, the Simon's Rock leadership, faculty, and students continue to reinvent pathways to college and redefine the relationship between secondary and higher education. The successful candidate will have the opportunity to define, plan, and implement a comprehensive campaign to secure Simon's Rock's future while advancing the early college idea beyond our campus. These efforts will include the additional opportunities to support and develop a team; to reinvigorate a major gifts program and establish a planned giving program; and to build on recent successful stewardship of annual fund giving to encourage a culture of philanthropy among Simon's Rock's internal and external constituencies.

This position is part of the senior leadership team of the college, reporting to the Provost who serves as chief executive of this branch of Bard College. The leadership team works collaboratively to serve and strengthen all aspects of the Simon's Rock mission and community, and the successful candidate's vision will help to inform all strategic decision-making. The upcoming campaign will bring together board members, campus leaders, faculty, students, alumni, and friends of the college to describe and strive toward an ambitious, exciting future, and the Director of Institutional Advancement will be a crucial partner in guiding this work.

—Ian Bickford, Provost and Vice President

PRIMARY RESPONSIBILITIES

The Director of Institutional Advancement will

- design and execute strategies to achieve the college's short- and long-term fundraising goals through annual, major, planned, and corporate and foundation giving;
- support senior leadership and board members in their development activities;
- lead, inspire, and motivate a staff of six to eight professionals;
- work collaboratively with the Office of Marketing and Communications to develop traditional and digital marketing fundraising strategies;
- oversee departmental technology use, data collection, evaluation, and planning;
- manage a major donor portfolio, including cultivation, solicitation, closing of gifts, and stewardship; and
- play a key role in the design and execution of an upcoming capital campaign.

KEY COLLEAGUES



Dr. Ian Bickford

Provost and Vice President

Dr. Ian Bickford was appointed Provost and Vice President of Bard College at Simon's Rock in January 2016. A specialist in Early Modern literature, and an influential leader in the early college movement, he is the first alumnus of the college to serve in this role. He began his professional affiliation with Bard in 2007 as a member of the faculty, first at Simon's Rock, and then at the Bard High School Early College in Queens, New York, and he has since participated in the establishment of new Bard early college programs in Baltimore and Harlem.

Prior to becoming Provost, Bickford served as the founding Dean of Bard Academy at Simon's Rock, as well as Dean of the Bard Early Colleges, providing academic support and guidance to Bard's public early-college network. In recent articles in *Milton Studies* ("A High Shelf: Milton and Seventh-day Adventism," 2010, and "[Survival of the] Fit[test], Though Few: Darwin's Miltonic America," forthcoming 2017) and *Modern Philology* ("'Dead Might Not Be Dead': Milton in the Americas and Jamaica Kincaid's Flat World," 2014), Bickford charts the often subterranean channels of John Milton's influence in the Americas. His areas of research and teaching also include Early Modern race and gender, 19th century American literature and religion, and film.



Susan C. Lyon

Vice Provost, Higher Education Leadership and Policy

Dr. Susan Lyon has focused her career in higher education on student success and retention. Her dissertation explored the obstacles faced by women in undergraduate engineering programs and examined how support structures provided opportunities for women to succeed in these programs. She joined Simon's Rock in 2006 to build the Win Student Resource Center and has continued to advocate on behalf of students. She co-authored a chapter "Past to Present: A Historical Look at Retention" published in the American Council on Education's *College Student Retention: Formula for Student Success*.



Philip B. Morrison

Director of Finance and Administration

As the Director of Finance and Administration, Phil Morrison directs the following departments: Business Office/Financial Aid, Physical Plant, Dining Services, the Kilpatrick Athletic Center, and Information Technology.

Following two stints in the Peace Corps, Morrison started his successful career in managing nonprofit organizations working in theater and healthcare before joining the Simon's Rock team in January 2017.

Morrison graduated with distinction from the University of Maine with a BS in Business Administration and earned his MBA from the University of Massachusetts, Amherst.



Stuart Breslow
Chairperson, Board of Overseers

Stuart Breslow is the eighth Chairperson of the Board of Overseers for Bard College at Simon's Rock. He previously served as a member of the Board of the College and as the Chairperson of its Finance Committee.

Breslow is a Managing Director for Technology and Policy focusing on regulated industries at Google Cloud, which he joined in July, 2018. Prior to that, from March 2017, he was a partner in the Risk Practice at McKinsey & Company, where he served primarily financial services clients globally. The bulk of Breslow's professional career was at Morgan Stanley from which he retired in February 2017. Before his retirement he had been a member of Morgan Stanley's Management Committee, and its Chief Compliance Officer with global responsibility for the firm's compliance efforts globally. Breslow joined Morgan Stanley in 1987 with responsibility for litigation and regulatory matters and became Director of Compliance in 1995. In 2001, Breslow became a Managing Director and Global Head of Compliance for Credit Suisse First Boston before returning to Morgan Stanley in 2005. Prior to joining Morgan Stanley, he was in private practice as a litigator in New York and Boston. Breslow earned his AB from Princeton University (Woodrow Wilson School) in 1977 and his JD from Columbia University School of Law in 1981.

His wife, Dr. Anne Miller, is a retired orthopedic hand surgeon and partner at Englewood (NJ) Orthopedics, LLC (as of October 2018). They have two children, Phira, a 2011 BA graduate of Bard College at Simon's Rock who also works at Google in New York and Sarah, a Princeton University and Cornell Law School graduate who is a litigation associate at Davis Polk & Wardwell in New York.

CANDIDATE QUALIFICATIONS AND QUALITIES

Bard College at Simon's Rock is seeking a Director of Institutional Advancement with

- proven knowledge of current trends and best practices in the field of philanthropy;
- successful supervisory experience including the ability to build and motivate a cohesive cross-functional team;
- familiarity with various fundraising platforms;
- an understanding of how to utilize social media and mobile platforms to drive awareness and involvement;
- an instinct for collaboration;
- an imaginative approach to problem solving;
- experience using data in planning and evaluation;
- an eagerness to participate in, as well as to supervise, the work of the Office of Institutional Advancement;
- excellent interpersonal, communication, and organizational skills;
- flexibility, creativity, and the ability to embrace change and ambiguity with a sense of humor;
- experience with Banner and Evertrue (preferred); and
- experience in higher education; an understanding of a liberal arts environment; and an affinity for bright, curious, independent, and creative students with the courage to make an atypical educational choice.

A bachelor's degree is required for this position as is eight to ten years of progressively responsible experience in fundraising. A master's degree is preferred.

SALARY & BENEFITS

Bard College at Simon's Rock offers a competitive salary and benefits package.

LOCATION

Bard College at Simon's Rock is located in Great Barrington, Massachusetts, named the "Best Small Town in America" by *Smithsonian Magazine*. For generations, people have flocked to Great Barrington and the Berkshires for the beautiful landscape with its tranquil rolling hills and four seasons of natural beauty, and the vibrant, world-class cultural and arts scene. Great Barrington offers an idyllic country retreat with big city amenities, including top-notch restaurants and live music venues just two hours from Boston.

DIVERSITY AND INCLUSION

Bard College at Simon's Rock believes that the rich multiplicity of identities and backgrounds in its community makes us stronger and enhances our experiences in and out of the classroom. The college's Council for Equity and Inclusion works to lead, sustain, and institutionalize inclusion and social justice efforts at Simon's Rock. It is committed to challenging longstanding societal assumptions in order to create an enriched community in which all ranges of opinion and belief can be expressed and debated.

At Simon's Rock, issues of diversity and inclusion have been explored since its founding in 1966. The Council for Equity and Inclusion is built on a long tradition of encouraging dialogue in areas related to racial equality, sexuality and gender identity, and social justice.

The Early College model compels us to center students' voices, invite unvarnished feedback about students' lives and experiences, and encourage students to lead and engage in critical discussions about how to build a more just and equitable society.

With the belief that every situation offers an opportunity for learning, Bard College at Simon's Rock creates spaces where every voice can be heard: in community meetings, social justice workshops, and CEI committee meetings, as well as in classrooms, where critical engagement with ideas informs conscientious engagement with the world.

APPLICATION INSTRUCTIONS

All applications must be accompanied by a cover letter and résumé. Before submitting your materials, please review them for accuracy. Review of applications will begin immediately and will continue until the successful candidate has been selected.

To nominate a candidate, please contact Don Hasseltine:
donhasseltine@aspenleadershipgroup.com.

All inquiries will be held in confidence.