



## **Vice President for Institutional Advancement**

### **ABOUT THE UNIVERSITY**

Florida Atlantic University, located in Boca Raton, Florida, is a dynamic, national public research university with campuses and sites strategically located along Florida's southeast coast stretching from Fort Pierce to Fort Lauderdale and situated between America's Everglades and the Atlantic Ocean. It is recognized as a university of first choice for:

- Excellence in undergraduate education and the student experience;
- Comprehensive graduate education;
- Visionary and globally relevant research;
- Transformative engagement with its global communities.

Florida Atlantic University is one of only 21 institutions nationwide recognized by the Carnegie Classification as both an R1: Very High Research Spending and Doctorate Production university — the highest distinction for research excellence — and as an Opportunity University in the new Student Access and Earnings category. With one of the nation's most diverse student bodies, Florida Atlantic offers 170 degree programs to more than 30,000 students, with over one-third of those students being first-generation college students.

### **VISION**

Florida Atlantic University is recognized as a university known for excellent and accessible undergraduate and graduate education, distinguished for the quality of its programs across multiple campuses and classified as a very high research institution that is internationally acclaimed for its contributions to creativity and research as well as its collaborations with regional partners.

Florida Atlantic University values:

- Student success - wholly committing ourselves to our students' futures
- Excellence - in teaching, research and public service
- Accountability - taking responsibility for actions and being outcome-based
- Teamwork - seeking collaborative strategies to solve problems
- Integrity - telling the truth and delivering on our commitments
- Playing to win - and helping others win

- Innovation - striving for creative solutions and continuous improvement
- Safety - providing a secure campus environment
- Shared governance - making decisions through collaborative processes
- Professionalism - performing our responsibilities with an ethical behavior
- Customer service - exceeding the expectations of our clientele and stakeholders
- Respect - treating people the way we want to be treated
- Engagement - collaborating with community stakeholders

The University will be developing a new strategic plan in Fall 2025 to help set measurable and actionable goals and initiatives to help guide the University over the next five years.

## **THE POSITION**

The Vice President for Institutional Advancement will be responsible for leading the team of 80 professionals and setting the overall direction and management of community engagement, all fundraising/development and Alumni Relations activities at Florida Atlantic University. The Vice President will provide leadership in identifying, cultivating and soliciting donations to the institution.

The Vice President needs to be an entrepreneurial leader and team builder who will be able to develop and articulate a coherent vision for programs while also being able to work well within an established multilevel decision-making organization. The Vice President must have the ability to work effectively in a comprehensive university structure with competing interests among different constituencies. As such, the successful candidate needs to be a creative thinker who can be innovative but pragmatic and possess a high degree of receptivity to new ideas. They must possess sensitivity for issues of communication, consensus-oriented decision-making and collaboration.

To advance the goals of Florida Atlantic University's strategic plan, the Vice President for Institutional Advancement launched a major comprehensive campaign in 2015. To date, \$584 million of a \$600 million target has been raised, with over 60,000 unique donors.

Reporting to the President, the Vice President for Institutional Advancement should have the following experience:

- significant development experience building effective constituency-based development programs, as well as corporate and foundation development programs;
- oversight of the growth and management of foundation financial assets;
- experience in working with university advancement, foundation and alumni offices;
- demonstrated experience and a track record of leading a team, based on and off campus, and cooperating with leadership and colleagues in a collaborative and results driven environment that enables the team to cultivate donors, and plan, execute and close major and principal gifts, and create vibrant alumni networking;
- significant experience with alumni engagement, as well as experience engaging and cultivating new donors from individuals within the community, as well as recent graduating classes to promote life-long giving;
- demonstrated ability and successful track record in securing significant major and principal six and seven figure gifts;
- successful direct experience in planning or leading major comprehensive campaigns;

- intellectual depth to translate academic and technical information for a variety of audiences, coupled with an ability to inspire those audiences;
- experience in working and interacting with governing boards and other volunteer leaders;
- successful employee hiring and team development; and
- a passion for working and engaging with the area communities.

### **KEY COMPETENCIES/SKILLS:**

- Ethical and trustworthy
- Strategic and analytical thinker
- Strong leadership and change management skills
- Collaborative approach and strong interpersonal skills
- Demonstrated character to lead by example and support his/her team
- Effective program builder
- Innovative problem solver
- Successful working with varied demographic environments
- Communication skills: verbal, written and presentation
- Ability to establish credibility with the Board, University leadership, faculty, staff and throughout the organization and within the community

### **MINIMUM QUALIFICATIONS**

- Bachelor's degree is required; master's degree preferred
- Significant professional experience in a large, complex advancement unit or organization

### **APPLICATION PROCEDURE**

The Search Committee invites nominations, applications (a letter of interest, comprehensive curriculum vitae, and the names and contact information of five or more references) to be submitted to the search firm assisting Florida Atlantic University. The position is open until filled, but please apply by Friday, August 15 to be assured of full consideration. Applications, nominations, and expressions of interest can be submitted electronically to:

Porsha Williams, Vice President  
 Jacob Anderson, Principal  
 Julia Butler-Mayes, Ph.D., Associate  
 Parker Executive Search  
 Five Concourse Parkway, Suite 2875  
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