



ST FRANCIS COLLEGE

Vice President of Advancement

About St. Francis College:

St. Francis College (“SFC or the “College”) is revitalizing as we prepare to open a brand-new, state-of-the-art campus in downtown Brooklyn. We are a College rooted in a commitment to radical hospitality, to character formation, to inter-faith dialogue, and to creating conditions for students to learn the technical skills necessary to navigate a 21st Century workplace, while never losing sight of the importance of ensuring that all students learn to cultivate their humanity.

SFC is committed to diversity, equity, and inclusion and we serve one of the most diverse student populations in New York City and the country. St. Francis College has a 160-year history of serving New York City’s low-income, working class and immigrant families, and a mosaic of diverse individuals, offering our students opportunity—the opportunity to pursue a college education that is accessible and affordable and to use their hard-earned degree and experience to build careers and achieve economic mobility. Today, St. Francis College’s student body is 28% Hispanic, 24% Black, and 26% White. Over 60% of students are female and 47% receive federal Pell grants. Candidates who are culturally competent and have the professional skills, experience and desire to engage with a collaborative and diverse college and community, are particularly sought after for employment with the College. To learn more about St. Francis College and our commitment to diversity, equity and inclusion, please visit us at <https://www.sfc.edu/>.

About this Position:

Position Summary

Reporting to the President, the VP of Advancement plans and executes principal gift strategies to secure transformational gifts for the College’s institutional initiatives of the highest value and priority. Serving as a member of the Office of Advancement’s senior leadership team, the VP of Advancement convenes and partners with key internal and external stakeholders and advises on the creation and execution of coordinated strategies designed to maximize the lifetime engagement and philanthropic support of the most affluent prospective and current donors. This position will have a hybrid work schedule.

The VP of Advancement helps to develop and update the case for support of the College’s priorities. Success is dependent upon the capacity and willingness of our prospects to give and the VP’s diligence to develop and maintain relationships within a portfolio. To achieve success, the VP must use qualitative and quantitative data to analyze SFC’s past giving performance, assess current and future potential, and scan the environment for the most recent trends and surveys on philanthropy.

Pay Range: \$165,000 - \$180,000 per year

The advertised pay scale reflects the minimum and maximum salary range for this role. The specific compensation offered to a candidate may be dependent on a variety of factors including, but not limited to; the candidate's experience, education, credentials and/or qualifications.

Key Duties and Responsibilities

- Provides guidance to the Office of Advancement (the "Office") staff as it continues to grow and mature, combining the best elements of the art and science of fundraising practice.
- Provides vision, strategy, and oversight for the five Advancement pillars within the department: Frontline Fundraising, Alumni Engagement & Annual Giving, Donor Engagement, Advancement Operations, and Advancement Communications.
- Directly manages all Director-level Office staff as applicable: Director of Major and Planned Gifts, Director of Alumni Engagement & Annual Giving, Director of Advancement Operations, and Director of Donor Engagement, with an additional dotted-line to the Director of Advancement Communications.
- Assists in the recruitment, training and retention of all Advancement staff.
- Effectively manages a portfolio of individual, corporate, and foundation donors and prospects, primarily those rated as capable of giving \$100,000 and above.
- Works with a variety of SFC stakeholders to considerably improve educational opportunities for SFC's students, including Faculty, Admissions, Internationalization, Student Affairs, etc.
- Networks and connects regularly with donors and prospective donors, building and sustaining their positive relationships with SFC, as well as securing and pursuing related leads.
- Enhances SFC's ability to integrate donors and potential donors into the SFC community and engages new and existing constituents.
- Develops strong positive relationships with the College community to establish the Office as the major resource and coordinator for all SFC fundraising. This includes but is not limited to serving as the primary liaison between Advancement and the Office of the President and the Cabinet.
- In consultation with Office staff, establishes and adheres to annual operating budgets and ensures that SFC Advancement programs are operating in a fiscally prudent and productive way.
- Keeps abreast of current best practices in the Advancement/Development profession and evaluates new and emerging ideas for potential implementation.
- Helps develop and administer SFC policies related to fundraising and gift stewardship.

Knowledge, Skills, Abilities:

- Exceptional communication skills including effective and persuasive writing, public speaking, and interpersonal skills.
- Must display extraordinary tact and satisfy the donor/prospect, while maintaining the integrity of the SFC and operating in a cost effective and sustainable way.
- Must stand ready at all times to represent the President and Board of Trustees in meetings with donors, prospects, and alumni audiences.

- Must be able to prioritize multiple responsibilities, and work autonomously and collaboratively.
- Demonstrated consistent and positive communication with supervisors, colleagues, and donors.
- Strong Leadership, Professional demeanor, and great attention-to-detail.
- Ability and willingness to travel.

Required Qualifications:

- Bachelor's degree.
- Minimum of 15 years of experience in major-gift development and Advancement at the higher education level.
- Experience working with program leadership in a capital or comprehensive campaign.
- Proven success in the closure of major gifts at the \$250,000 and above level.
- Experience in a complex, and matrixed organizational environment.
- Experience utilizing fundraising database program(s).
- An appreciation and understanding of working in an inclusive, engaging and diverse college environment.
- Culturally sensitive, caring and friendly with a deep understanding and appreciation of a multi-cultural college community and the Franciscan traditions of St. Francis College.

Preferred Qualifications:

- Certified Fundraising Executive (CFRE) certification.
- Higher education advancement/development management experience.
- An excellent understanding of the laws related to charitable giving.
- Experience with the Raiser's Edge fundraising database program.

Interested applicants can apply by clicking [here](#).

St. Francis College is committed to providing opportunities to all persons without regard to sex, race, creed, color, religion, national origin, citizenship status, age, disability, marital status, gender identity or expression, predisposing genetic characteristics, status as a victim of domestic violence, sexual orientation, status as a Vietnam-era or special disabled veteran, or any other characteristic protected by law in its education programs and activities or employment. The College is an Affirmative Action, Equal Opportunity employer and we are strongly committed to equity and to increasing the diversity of our faculty, staff, students, and the curriculum. Applications by members of all underrepresented groups are encouraged.