



Winthrop University, a highly ranked public, comprehensive university of 6,000 undergraduate and graduate students in Rock Hill, South Carolina, is seeking an experienced fundraiser, engaged leader and effective manager to serve as its next Vice President for Institutional Advancement. The successful candidate will share Winthrop's values of service, excellence, diversity, community and leadership, and embrace the University's commitment to providing an educational experience that blends the liberal arts, professional programs, global awareness and civic engagement.

The new Vice President for Institutional Advancement will:

- Under the general direction of the President of the University, serve as the senior administrator for all fundraising and alumni relations for the University. The Vice President will balance broad oversight with a hands-on management style to lead, guide and direct senior advancement staff and operations, and foster excellence throughout the Office of Development and Alumni Relations.
- As a member of the President's Senior Leadership Group, provide expertise in revenue enhancement, fundraising and alumni relations, collaborating to create funding plans to achieve institutional objectives.
- Work with the President, the Senior Leadership Group, and the Winthrop University Foundation Executive Director to establish appropriate fundraising goals and policies for the University.
- Provide guidance for executing *The Winthrop Plan: A Strategy to Become a National Model for a Student-Centered University Experience*, specifically the planning, implementation and execution of related fundraising initiatives, with an overall goal of developing and maintaining continued financial support from various constituencies including donors, alumni, faculty, staff and students.
- Provide leadership for and actively participate in the identification, cultivation and solicitation of major gift and planned giving prospects.
- Establish and maintain productive relationships with administration, Trustees, faculty, staff, students, and the private and corporate business community that foster a culture of constituent involvement and philanthropy.
- Provide leadership and oversight of alumni engagement activities throughout the University, assuring accurate data collection and maintenance and providing overall coordination and leadership for the University's total alumni and development activities and programs.

Specific Qualifications

Candidates with at least 5 years of increasingly responsible, executive level experience leading revenue generating, philanthropic and advancement related operations are encouraged to apply. Knowledge of and experience at similar-sized institutions with compatible missions preferred. Other qualifications include:

- Bachelor's degree required. Advanced degree preferred.

- Ability to demonstrate results-oriented success in resource enhancement within a higher education environment.
- Evidence of previous success creating a sustainable, long-term, positive impact for an organization.
- Ability to recruit, train, motivate, and mentor a high performing development and alumni relations staff.
- Ability to empower a comprehensive university to raise funds for strategic initiatives.
- Must be analytical, data-informed and results-driven.
- Knowledge of budget preparation, monitoring and administration.
- Ability to develop and maintain substantive relationships across the institution and within and outside the Winthrop community.
- Understanding of how to increase the total donor count for the university as well as the average gift per donor for the University.
- Knowledge of a wide variety of philanthropic giving methods.
- Ability to effectively steward donors in a strategic and intentional way.
- Ability to lead toward a measurable and impactful increase in alumni engagement.
- Ability to demonstrate a sincere passion for the mission of the institution.
- Excellent critical-thinking skills and self-awareness.
- A tenacious focus on excellence.

This position is a twelve-month, full-time, administrative appointment. Salary is dependent upon qualifications. Starting date is July 1, 2017.

About Winthrop University

Founded in 1886, Winthrop University in Rock Hill, South Carolina, offers its 6,000-plus undergraduate and graduate students an educational experience that blends liberal arts, professional programs, global awareness, and civic engagement. In its colleges of Business Administration, Arts and Sciences, Education, and Visual and Performing Arts, Winthrop embraces only those programs and activities that can be delivered at an exemplary level. Winthrop is well known for its inclusive and supportive campus environment, with University College supporting



programs in both academic and student affairs. Winthrop University is achieving national stature as a competitive and distinctive co-educational, public, residential, comprehensive, values-oriented institution. The values of service, excellence, diversity, community, and leadership provide the foundation for Winthrop's continuing development and shape Winthrop's continuing success. Numerous national accolades reflect the sustained high quality and value of the Winthrop Experience, including the most recent *U.S. News & World Report* ranking of Winthrop as one of the top-10 public comprehensive universities in the South. Winthrop is an active member of the Rock Hill community and recognized as a key component of the region's economic resurgence. Approximately 20 minutes from Charlotte, North Carolina, Winthrop has direct access to and is engaged in a broad and expansive regional business community.

Winthrop's beautiful campus encompasses a rich architectural blend of neo-Georgian buildings and is included in the National Register of Historic Places. The attractive recreational and research complex area that surrounds Winthrop Lake is home to Winthrop's 18 Division I men's and women's sports.

President Mahony and His Team

The Vice President for Institutional Advancement will join a highly engaged and enthusiastic executive team led by Dr. Daniel F. Mahony, who became Winthrop University's 11th President



on July 1, 2015. Prior to coming to Winthrop, he served for 7 years as Dean of the College of Education, Health, and Human Services and a Professor of Sport Management at Kent State University in Ohio. As Dean, Dr. Mahony was instrumental in the development of the College's strategic plan and reorganization. Dr. Mahony also spent 13 years as a faculty member and administrator at the University of Louisville where his positions included Sport Administration Program Director, Department Chair, Associate Dean, Assistant Provost, and Associate Provost.

He earned a B.S. in Accounting from Virginia Tech, an M.S. in Sport Management from West Virginia University, and a Ph.D. in Sport Management from Ohio State University. He is an active researcher in the areas of sport consumer behavior and intercollegiate athletics and has published more than 60 articles in various refereed journals, several book chapters, and one book.

In addition to fostering a best practices Institutional Advancement office, the successful candidate will need to choreograph the development work of the President, Provost, Athletic Director, Deans and all other University leaders who support fundraising and alumni relations.

Distinction: The Campaign for Winthrop

In September 2015, Winthrop University celebrated the success of *Distinction: The Campaign for Winthrop*, the university's second capital campaign, which raised \$50.9 million. The largest portion of campaign contributions, \$15.2 million, supported student scholarships. Additional funding supported a variety of academic programs, development and research opportunities for faculty and technology upgrades.

Institutional Advancement Division

The ideal candidate will exhibit the strong leadership skills necessary to provide vision and guidance to the 17-member Institutional Advancement staff, which includes the Associate Vice President for Institutional Advancement and the Executive Director for Alumni and The Annual Fund as direct reports to the Vice President. Three key fundraising positions are currently open, providing an immediate opportunity for input on the hiring of new team members. The Division has a collaborative and healthy relationship with the Winthrop Foundation, a separate 501c3.

About Rock Hill, South Carolina

Settled in the 1850s and incorporated about 40 years later, Rock Hill is a growing city of 67,000 located 25 miles south of Charlotte, North Carolina, and 70 miles north of Columbia, South Carolina. Encompassing the historic downtown, Winthrop University, the Textile Corridor, and the city's original neighborhoods, Old Town is the heart of Rock Hill, featuring a unique blend of history, community, culture, activities and commerce.



Winthrop University is an Equal Opportunity/Affirmative Action employer and does not discriminate against any individual or group of individuals on the basis of age, color, disability, gender, national origin, race, religion, sexual orientation, gender identity, or veteran status. Women, minorities, and persons with disabilities are encouraged to apply.

A resume, cover letter and references are required of all applicants. All inquiries, application materials and candidate nominations can be made, in confidence, by contacting Witzleben Associates at search@witzleben.com.



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