VICE PRESIDENT FOR DEVELOPMENT AND ALUMNI RELATIONS

HOWARD UNIVERSITY
Washington, D.C.

THE SEARCH

Howard University seeks an experienced and aspirational vice president for development and alumni relations to partner closely with a passionate and visionary president to reimagine philanthropy for Howard University and build a world-class development and alumni relations enterprise. This is a rare opportunity for a highly motivated and driven development professional to effect a major turnaround of a development and alumni relations operation, at a time when there is unprecedented appetite for best practices, metrics, and excellence, as well as commitment and support from President Frederick and the University's Board of Trustees. Joining the University at such a pivotal time of growth and renewal, the vice president for development and alumni relations will effectively articulate the case for support to donors, prospective donors, and colleagues across the university and substantially increase philanthropic capacity.

Howard University welcomed Dr. Wayne A. I. Frederick as its 17th president on July 22, 2014. Dr. Frederick joins Howard at a time of significant excitement as the campus approaches its 150th anniversary and continues to build on its exceptional history and legacy. Howard is unique in higher education as the only private, comprehensive, research-intensive, predominantly African American university in the country. Howard’s legacy of educating future African American leaders across the nation and around the globe is exceptional; Howard graduates of color are welcomed into organizations the world over.

The Vice President for Development and Alumni Relations reports to President Frederick and is a member of his executive leadership team. Responsible for providing vision and strategic leadership for all aspects of university and medical center fundraising, the Vice President will manage an operating budget of more than $6.7 million and oversee a staff of 62 across all schools, colleges, and medical center units; annual, major, and planned giving; corporate and foundation relations; alumni relations; donor relations; and advancement services. As the lead fundraiser for the university, the Vice President will personally manage a select portfolio of major gift prospects and donors and will directly and personally participate in the identification, cultivation, solicitation, and stewardship of principal/major gifts donors.
The Vice President will be a strategic and creative thinker, a persuasive communicator, and an excellent team player eager to work collaboratively with academic and governing leadership and colleagues across campus. The Vice President will actively embrace and develop a keen understanding of the Howard community, engaging and inspiring all constituencies - trustees, faculty, administrators, staff, students, alumni, and friends - in ways that respect and honor the distinctive history, culture and mission of the university. The Vice President and his/her team will build a cohesive, integrated advancement program to meaningfully engage alumni, increase philanthropic capacity, and raise the standing and reputation of the university nationally and globally.

Ideal candidates will have at least 10 years of executive leadership and management experience in advancement, preferably in higher education; a keen understanding of fundraising best practices; a proven ability to personally cultivate and steward high-level donors and close principal gifts; a clear, proven record of building an efficient, effective, and innovative development program in a complex university setting; and meaningful campaign experience.

Howard University has retained the services of Jack D. Gorman of Isaacson, Miller, the national executive search firm, to conduct the search. For more information, to make a nomination, or to apply for this role, please visit:

www.imsearch.com/5251

Howard University does not discriminate on the basis of race, color, national and ethnic origin, sex, marital status, religion, or disability. Inquiries regarding provisions for persons with disabilities, equal employment opportunity and Title IX should be directed to the Office of the Vice President for Human Resource Management at (202) 806-1280.