



VICE PRESIDENT FOR ADVANCEMENT

[Millersville University of Pennsylvania](#), located in historic Lancaster County, invites inquiries, nominations, and applications for the position of Vice President for Advancement. Reporting directly to the University's dynamic new President, Dr. Daniel A. Wubah, the vice president serves on the President's Cabinet and provides leadership for 30 staff in the areas of development, external relations, alumni engagement, and university-wide communications and marketing. Continuing to focus on an integrated internal and external university advancement program, the new vice president will create a comprehensive model for fundraising to maximize the true potential of giving through strengthening relationships with alumni, donors, community members, and university leaders.

Opportunities to further engage corporations, alumni, and friends of the institution, both locally and across the nation, are extensive and have high potential. The vice president will assume leadership of the University's current campaign, "[Imagine the Possible](#)," bringing it to its successful conclusion in 2020. With two-thirds reached toward the \$32 million goal, the campaign is a concerted effort to support students in three specific areas – scholarships, student learning experiences, and athletics. Supporting a president who is highly engaged in friend and fundraising, the new vice president will expand internal programs and engage other strategic fundraising methods to secure funding for the University. Last year, the University raised \$16 million, more than all other universities in the Pennsylvania State System of Higher Education. The vice president is also responsible for all communications and marketing for the University and will partner with all areas of the institution to assure consistent and compelling marketing materials to advance the mission of Millersville.

Highly regarded for its instructional quality and strong commitment to diversity, Millersville University is a learner-focused institution with dedicated faculty and staff who believe in student success. The University enrolls about 8,000 undergraduate and graduate students in over 100 undergraduate, 22 master's, three doctoral, and two associate degree programs, and offers 40 certificates/certifications. One of the highest-ranked public universities in Pennsylvania, Millersville is listed by *U.S. News & World Report* as one of the top 30 public universities in the North. Just four miles outside the city of Lancaster, Millersville is one of two major higher education institutions in the city. Relationships between the University and the region have deepened significantly during the last five years, and collaboration between city government and the private sector has allowed for productive discussions around economic development. Located in Southeastern Pennsylvania, Lancaster is close to New York City, Philadelphia, Baltimore, and Washington, D.C.

Candidates should possess a minimum of a bachelor's degree with a master's degree preferred. Experience overseeing advancement operations and budgeting is necessary, as is a successful track record of fundraising, including receiving major gifts of \$25,000 and above. Candidates who have provided leadership in the planning, execution, and successful completion of comprehensive campaigns will be given the highest level of consideration. Planned giving will be required of the new vice president, as will leadership of annual giving, alumni relations, and corporate and foundation relations. Millersville seeks a mature advancement leader who would be excited to take this institution to new levels of success in fundraising, including the implementation of systems and processes that further professionalize this division of the University. Working closely with the division of student affairs and enrollment management, this vice president will provide oversight of the university-wide marketing and communications operations, requiring knowledge, experience, and a vision to reach multiple stakeholders. Excellent interpersonal and communication skills are essential. Highly important, the new vice president will embrace the University's public mission and value exploration, professionalism, integrity, and compassion.

Millersville has partnered with Academic Search to assist with this search. For additional information about the University, surrounding community, and position, please visit:

www.academic-search.com/sites/default/files/ASI.Millersville.Profile.pdf.

Applications should consist of a substantive cover letter addressing the qualifications and expectations listed above, a curriculum vitae, and a list of five professional references with full contact information and a note indicating the nature of your working relationship with each. References will not be contacted without the explicit permission of the candidate. Applications, nominations, and expressions of interest can be submitted electronically, and in confidence, to muvpa@academic-search.com. The position is open until filled but only applications received by **January 30, 2019**, can be assured full consideration. Confidential discussions about this opportunity may be arranged by contacting Kate Nolde, senior consultant, at kvn@academic-search.com or Andrea Cowsert, consultant, at abc@academic-search.com.

Millersville University is an Equal Opportunity/Affirmative Action institution.