



VICE PRESIDENT FOR INSTITUTIONAL ADVANCEMENT

The University of Maryland Eastern Shore (UMES), the state's historically black, 1890 land-grant institution, invites inquiries, nominations and applications for the position of Vice President for Institutional Advancement (VPIA). Reporting directly to President Heidi M. Anderson, the ideal candidate will be a dynamic leader of people and programs, an experienced and successful major gift fund raiser, a practitioner and advocate for integrated marketing communications, and accomplished in alumni/donor, and corporate relations. A student-centered, teaching, research, and doctoral university, UMES is seeking a visionary person to join the leadership team who will share a commitment to supporting an ethnically diverse environment that provides high quality academic and cocurricular experiences.

Founded in 1886 under the aegis of the United Methodist Church, UMES is located on 620 acres in the historic town of Princess Anne on Maryland's Eastern Shore, less than three hours from the abundant cultural and recreational amenities of Annapolis, Washington, DC, Baltimore, and Philadelphia. The University has grown from its origin of nine students and one faculty to nearly 3,200 students and 303 faculty, and has developed a holistic learning environment that fosters multicultural diversity, academic success and intellectual and social growth. One of the original purposes of the land-grant institution was the education of citizens for life in the U.S. economy. Still embracing the original purposes, UMES has expanded beyond the early disciplines of agriculture and mechanical arts to include programs in the liberal arts, healthcare, science, business, technology, and education, as well as cooperative ventures with foreign universities.

UMES routinely ranks among the nation's top 20 public historically black institutions, according to the annual "best colleges" survey conducted by *U.S. News & World Report*. In 2016, UMES became the third institution in the University System of Maryland to achieve Doctoral University (Moderate Research Activity) status within the Carnegie Classification of Institutions of Higher Education. The University offers programs and assistance that attract, serve, retain, and graduate first-generation college students, national and international scholars as part of its core capacity. Among its academic offerings are an upper division certificate in family financial planning, bachelor's degrees in 38 areas, 14 master's degrees and 8 doctoral degrees. In addition, UMES has 36 linkage agreements with universities, government organizations, and research institutions in Africa, the Caribbean, Central America, South America, Europe and Asia.

The Vice President for Institutional Advancement is charged with leading the following areas: Annual Giving; Major Gifts, both individual and corporations; Marketing and Communications; Alumni Affairs; Corporate and Foundation Relations; and Advancement Services. The vice president will serve as a visible and articulate representative of the university, charged with leading and building the institution's development and alumni activities. The successful candidate will be responsible for engaging the President and senior leaders in the development process including donor strategies.

For more information about UMES, this opportunity, and the procedures for nomination or application, please visit the full position profile at <https://academic-search.com/sites/default/files/UMESVPIA.pdf> . The position is open until filled but **only applications received by November 18, 2018 can be assured full consideration**. Nominators and prospective candidates may arrange a confidential discussion about this opportunity with Nancy Sutenfield, senior consultant, at nds@academic-search.com or Mahauganee Shaw, consultant, at mds@academic-search.com.

The University of Maryland Eastern Shore actively subscribes to a policy of Equal Employment Opportunity/Affirmative Action and will not discriminate against any employee or applicant because of race, age, physical or mental disability, marital status, gender or gender expression, religion, national origin or political affiliation.