

# FAIRLEIGH DICKINSON UNIVERSITY



## Vice President for University Advancement

*An Executive Search by The Angeletti Group, LLC*



## THE OPPORTUNITY

The Angeletti Group invites nominations and applications to join the leadership team of President Christopher A. Capuano as the next Vice President for University Advancement of Fairleigh Dickinson University (FDU). This is an exciting opportunity for an experienced and creative fundraising leader to help guide and implement the University's newly adopted Strategic Plan, as well as drive a transformative fundraising campaign.

As one of the institution's senior leaders, the Vice President for University Advancement will report directly to President Capuano. In this role, he/she will have oversight of a comprehensive advancement division, with a budget of \$2.6 million and nearly 20 individuals focusing on alumni relations, communications and events, major and planned gifts, donor relations, systems, the annual fund, and the \$125 million "One University Many Dreams" campaign. The selected candidate will be a visionary leader with proven success in fundraising and campaigns and an understanding of the trends and innovations that influence higher education fundraising.

## BUILDING ON SUCCESS AT FAIRLEIGH DICKINSON UNIVERSITY

Recognizing the world's need for insightful and exceptional leaders, Fairleigh Dickinson University is a world-class, multi-campus institution committed to preparing students to excel in the global realities of commerce, finance, political change, communication, and national security, and to lead in their chosen fields. With its finger on the pulse of the dynamic pace of change in the global marketplace, and serving as the largest private university in New Jersey, FDU has been preparing new leaders through its vision of cultivating world citizens since 1942.

FDU enrolls 12,000+ students from 32 states and 72 countries in over 100 undergraduate and graduate degree programs, including doctoral programs in pharmacy, nursing practice, clinical psychology, and school psychology; and an AACSB-accredited business school. FDU provides an intensive and student-centered learning environment at each of its four campuses: the Florham Campus in Madison, NJ; the Metropolitan Campus in Teaneck, NJ; Wroxton College, in Oxfordshire, England; and FDU's newest campus located in Vancouver, British Columbia, Canada (opened in 2007). Moreover, the curriculum reflects a mission of global education.

Fairleigh Dickinson University is a progressive, dynamic and diverse institution of higher learning that has remained true to the set of historically evolved core values upon which it was founded. These values and principles have come to characterize the spirit and identity of the University. FDU has earned a well-deserved reputation for adhering to its critical core value of providing "access" – access to high quality global learning opportunities for students from varied economic, ethnic, racial and religious backgrounds, as well as diverse geographic areas.



FDU has created outstanding centers of excellence with nine (9) distinctive colleges and schools that feature state-of-the-art programs and unique opportunities for students to discover their passion and transform their lives. See <https://www.fdu.edu/academics/colleges-schools/>.



## THE CURRENT LANDSCAPE

FDU is in the midst of a momentous period of positive change, and recently celebrated its 75th anniversary. The University launched the “One University Many Dreams” campaign in 2016 — the largest campaign in its history. This initiative has attracted record-breaking gifts and pledges from alumni and friends in support of the University’s 2015-2020 and 2020-2025 strategic plans and academic priorities.

To date, the campaign has raised nearly \$75 million toward its \$125 million goal in support of student excellence and experiences. Campaign priorities include capital projects such as the Gregory H. Olsen Center on the Metropolitan Campus; a new science facility on the Florham Campus; a new, state-of-the-art home for the Silberman College of Business; and upgraded athletics facilities. In the wake of the COVID-19 pandemic, FDU pivoted nimbly and shifted the

campaign’s focus to student scholarships, with the ambitious goal of raising \$20 million in expendable scholarships over the next two years. These new scholarships will immediately assist current and incoming students.

Facing many of the same challenges as other institutions of higher education in our nation, FDU has emerged as an innovator in rethinking college access. In October, President Capuano announced a reduction in the University’s tuition of nearly 25% (to \$32,000 per year) — an unprecedented action that will allow many students who previously might not have considered FDU because of cost to attend the University. This move, coupled with a robust focus on philanthropic support of scholarships and financial aid, will open the doors to a private university education for all those seeking to expand their horizons and better their lives.

## FUTURE FORWARD

Standing on the shoulders of the One University Many Dreams campaign, and with a future-focused mindset, the University embarked on a strategic planning process targeted heavily on improving student retention and success, as well as creating greater access and affordability.

FDU has evolved significantly over the last 78 years and has enjoyed an impressive record of both fiscal responsibility and academic progress. But there remains more to achieve. The University is considering strategies to invest wisely in its future and attract new resources, while also increasing enrollment and revenue. Goals include better defining and differentiating each of the New Jersey campuses, focusing more strategically on programs and services, while eliminating redundancy wherever possible. Given the many challenges higher education is facing, the decisions made in the near term will be critically important to FDU’s future success. The newest Strategic Plan will be published in 2021.





## **PRESIDENT CHRISTOPHER A. CAPUANO, PH.D.**

Dr. Christopher A. Capuano became the University's eighth president on July 1, 2016, following the retirement of President Sheldon Drucker. Dr. Capuano previously held a series of leadership positions at the University over a period of more than 25 years, most recently as University Provost and Senior Vice President for Academic Affairs.

As the key leader in the development of the University's strategic plan, he is focused strongly on implementing the plan and further raising the University's stature. Among other things, the University under his leadership has created more centers of excellence, embarked on a historic capital campaign, and focused greatly on its longstanding goal of fostering greater access and affordability for students from all walks of life.

As University Provost, Dr. Capuano provided important decision making in identifying and appointing a strong leadership team in the School of Pharmacy and Health Sciences, which resulted in consistent enrollment growth and full accreditation with the Accreditation Council for Pharmacy Education. In addition, he was instrumental in securing a large gift to support the University's new Daniel and Martina Lewis Center for Healthcare Innovation and Technology. Moreover, he was the driving force in developing the University's 2015-2020 strategic plan, working with President Drucker, the Board of Trustees, and faculty and staff across the University, including at the University's two international campuses in Canada and England.

Working closely with the Vice Provost for Academic and International Affairs, the Associate Provost for Educational Resources and Assessment, the College Deans, and the Academic Policies and Research Committee of the Faculty Senate, Dr. Capuano has led much-needed changes to the University's nationally recognized University Core program, the adoption of the Individual Development and Educational Assessment (IDEA) system for both instructional and course assessment and development, and important changes to requirements for completion of baccalaureate degrees at the University, including the establishment of uniform general-education requirements across similar programs.

Prior to becoming University Provost and Senior Vice President for Academic Affairs, Dr. Capuano served as Vice Provost for International Affairs. In that position, he provided oversight of the University's Office of Global Partnerships and worked closely with the University's Office of Global Learning to facilitate study abroad and other international initiatives. Moreover, he led the development of the University's new campus in Vancouver, British Columbia, Canada, providing oversight of academic and non-academic responsibilities, including accreditation of the campus and all its programs, the hiring of faculty and staff, developing and monitoring the campus's budget, and ensuring that the campus met the objectives outlined in its strategic plan. In addition, Dr. Capuano served as the Vancouver Campus Provost for a year during a critical transition period.

As Director of the School of Psychology for nearly 15 years and a former doctoral faculty member in the University's Ph.D. Program in Clinical Psychology and Psy.D. Program in School Psychology — the second of which he helped develop, Dr. Capuano provided important leadership in developing the school into one of the largest and more prestigious schools at the University. His many accomplishments in this position included establishment of the postdoctoral certificate program in clinical psychopharmacology and its transition to a postdoctoral Master of Science degree program — a program that has earned national recognition and is currently only one of just a few programs recognized by the American Psychological Association for postdoctoral training in clinical psychopharmacology.

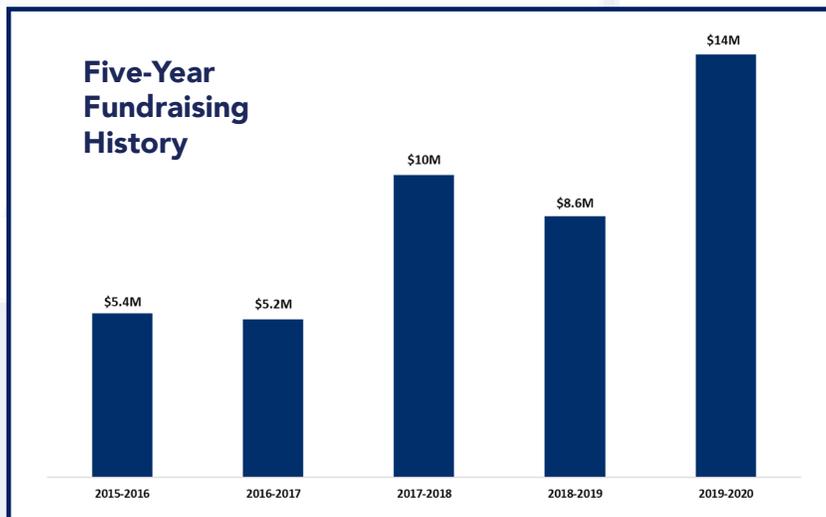
As a former faculty member and biopsychologist by training, Dr. Capuano introduced and taught key compulsory courses in both doctoral programs in the School of Psychology. His research included the design, implementation, and

supervision of experiments in neuropsychopharmacology and health psychology, from planning and evaluating new research to working on the development of compounds and behavioral interventions for clinical use. Moreover, he supervised numerous doctoral dissertations and master's theses and has published numerous abstracts and research articles with colleagues and former students in various scientific journals.

Dr. Capuano earned his Ph.D. in Biopsychology and two master's degrees from the Graduate and University Center of the City University of New York, as well as his B.S. in Biological Sciences from Purdue University.

## FDU'S FINANCIAL STRENGTH

Under the strong leadership of President Capuano and the Board of Trustees, the University is fiscally sound and financially strong. The 2019-20 fiscal year fundraising total was the second highest in the University's 78-year history. Prior to the One University Many Dreams campaign, FDU successfully completed a historic campaign in 2011, raising nearly \$60 million. Moreover, as of November 2020, Fairleigh Dickinson's endowment reached \$100M for the first time.



## THE VICE PRESIDENT FOR UNIVERSITY ADVANCEMENT

The Vice President for University Advancement is a member of the President's Cabinet, serves as a staff resource to the Board of Trustees' Governance and University Advancement Committee, and participates with senior management in the development of institutional policy. The Vice President for University Advancement is responsible for the planning, coordination, and evaluation of all University fundraising activities. As the chief advancement professional, the Vice President for University Advancement has administrative responsibility for specific areas of fundraising, alumni relations (including alumni from Wroxton College and the Vancouver Campus), and University events.

This is an entrepreneurial opportunity to help Fairleigh Dickinson University engage with increasingly diverse constituencies, raise unprecedented levels of philanthropic support, and ensure that the University has the resources to fulfill its mission now and into the future.

The ideal candidate will bring to FDU exceptional fundraising and development experience, and strong leadership and management abilities. The candidate should have a high level of principal gift solicitation experience, and experience managing campaigns in multi-unit higher education institutions or multi-unit or large, complex institutions. The candidate should possess abilities in effective team building, talent management and performance building, as well as assessment and strategic planning. The Vice President for University Advancement should be adept at relationship building and relationship management across the Institution and with members of the external community.

In particular, the candidate will carefully assess the current campaign, make strategic recommendations and successfully implement strategies to bring the campaign to its successful conclusion in FY'25. As part of this objective, the candidate will need to work with and continue to build the campaign steering committee, which recently named a new chair.

## PRINCIPAL DUTIES

University Advancement has a particular and specific mission within the Institution. The Office of University Advancement works to cement the relationship between Fairleigh Dickinson University and its alumni, friends, and supporters. The position of Vice President for University Advancement offers an array of opportunities to create meaningful and philanthropic connections that strengthen Fairleigh Dickinson University now and secure its legacy.

The Vice President for University Advancement will:

1. Preside over the institution's fund-raising efforts and through philanthropy garner critical resources to strengthen the University.
2. Participate in the development of University policy through membership in the President's Cabinet.
3. Be responsible for monitoring, developing, and recommending University policy and action in all areas of development.
4. Be responsible for preparation, maintenance, implementation, and oversight of a multi-year plan for University Advancement to include on-going fundraising activities, the annual fund, capital projects and campaigns, and special fundraising initiatives.
5. Devote a significant percentage of time to the qualification, cultivation, and ultimate solicitation of potential major donors from all University constituencies, including alumni, corporations, foundations, friends, faculty, and staff.
6. Provide oversight for all aspects of University Advancement, including but not limited to the annual fund, alumni relations, corporate and foundation relations, major gift fundraising, research, and cultivation.
7. Provide leadership and direction in all capital and annual campaigns.
8. Oversee and coordinate fundraising activities with officers of the University as well as deans, directors, and faculty across nine (9) colleges and professional schools. The Vice President will serve as the chief point of contact for institutional leadership regarding fundraising and facilitate training and coaching that will enable others to be strong collaborators in fundraising.
9. Work collaboratively with the Vice President for Finance and Treasurer in the allocation of advancement dollars raised.
10. Ensure stewardship of all dollars raised with special emphasis on those dollars allocated to scholarship.
11. Develop strategy for the President and participate with the President to raise funds from past and potential donors.
12. Oversee the University alumni relations program and foster stronger connections with graduates from the New Jersey campuses as well as the Vancouver Campus.
13. Be responsible for the overall quality of major advancement-related University events.
14. Work closely with the Associate Vice President for University Communications to ensure that all advancement communications are consistent with the identity and mission of the University.

15. Work collaboratively with the President to ensure that fund raising initiatives are appropriately coordinated with federal and state agendas.
16. Work collaboratively with the athletics programs to take advantage of special events and relationships to cultivate giving opportunities.
17. Perform other duties as assigned by the President.

## QUALIFICATIONS AND PREFERENCES

Fairleigh Dickinson University is seeking a proven fundraising leader, manager, and expert with a demonstrated track record of accomplishments. The ideal candidate will possess the following:

1. Successful and progressive fundraising leadership and management experience in a dynamic and multi-faceted institution.
2. Demonstrated major gifts fundraising success and experience in the implementation and understanding of marketing techniques.
3. Strong management acumen and ability to motivate, mentor, and lead a team of fundraising professionals in executing the objectives of University Advancement, while leveraging the individual strengths of each team member to form a cohesive unit working to achieve department goals and objectives.
4. Tested and proven ability to think analytically, manage and plan strategically, and provide strategic direction as well as the leadership and management of the daily rigors and responsibilities of the fundraising initiatives for a thriving university with multiple campuses.
5. Ability to serve as an insightful, collaborative partner to the leadership of the University's campuses, colleges, and schools in an effort to lead, support, and strengthen their fundraising initiatives.
6. An excellent record of accomplishment in annual fundraising from alumni, friends, corporations, and foundations.
7. Strong and proven speaking and writing skills.
8. Bachelor's degree, with an advanced degree preferred.
9. Familiarity and experience with the Northeast region of the U.S. is desirable.
10. Understanding of a University environment is desirable.
11. Familiarity and experience using advancement technological platforms, especially Blackbaud Raiser's Edge, is preferred.
12. Employment is contingent upon a satisfactory background check. Candidates for hire will be required to sign a waiver authorizing the background check.

## APPLICATION PROCEDURE

Applications will be accepted until position is filled. To be considered, candidates should apply at <http://jobs.fdu.edu> and submit a statement of interest to The Angeletti Group at [search@theangelettigroup.com](mailto:search@theangelettigroup.com).

Nominations and confidential inquiries can be made to:

The Angeletti Group  
Harrison House  
17 Village Road - PO Box 188  
New Vernon, NJ 07976  
(973) 540-1400  
[search@theangelettigroup.com](mailto:search@theangelettigroup.com)

Fairleigh Dickinson University is an Equal Opportunity Employer and actively seeks to diversify its work force. All qualified applicants will receive consideration for employment without regard to race, color, religion, age, national or ethnic origin, disability, status as a veteran, sexual orientation, gender identity, gender expression, sex, marital status, handicap, or pregnancy status. Fairleigh Dickinson University takes affirmative action in support of its policy to employ and advance in employment individuals who are minorities, women, protected veterans, and individuals with disabilities.