



Manhattanville
University

MANHATTANVILLE UNIVERSITY
VICE PRESIDENT FOR ADVANCEMENT
AND EXTERNAL RELATIONS

An Executive Search by The Angeletti Group, LLC





THE OPPORTUNITY

The Angeletti Group invites nominations and applications to join the leadership team of Manhattanville University as the next Vice President for Advancement and External Relations (VPAER). This pivotal position offers an exciting opportunity to shape the University's future, leveraging its storied history, recent successes, and new forward-thinking leadership.

As a senior member of President Frank D. Sánchez, Ph.D.'s cabinet, the Vice President for Advancement and External Relations will lead a newly unified advancement and communications department of approximately fourteen individuals. This is a unique opportunity to strategically integrate these

functions to strengthen Manhattanville's brand, enhance marketing and donor engagement, and build strong alumni and external partnerships.

Manhattanville University is poised for continued growth, supported by a history of innovation, a strong commitment to social mobility, rising enrollment, and increased alumni engagement. The VPAER will have the opportunity to shape a new department on campus to create a cohesive and impactful strategy. This leader will play a vital role in advancing Manhattanville's mission to educate ethical and socially responsible leaders while positioning the University as a nationally recognized institution distinguished by its commitment to educational excellence, inclusivity, and global impact.

POSITIONED FOR A NEW ERA OF GROWTH

Under the leadership of President Frank D. Sánchez, Ph.D., Manhattanville University is entering an exciting new phase. In April 2024, the institution transitioned from Manhattanville College to Manhattanville University, a historic milestone in its nearly 200-year history. This change highlights the University's broad academic offerings and introduces a new era of innovation and transformative opportunities.

The University experienced a 9% increase in undergraduate enrollment and 20% increase in transfer enrollment in the last year, along with consecutive years of growth in graduate programs and retention—its first such streak in over 15 years. *U.S. News & World Report* has recognized Manhattanville University as New York's #1 private, non-profit institution for social mobility for three consecutive years, highlighting its success in supporting students from diverse socioeconomic backgrounds.



BY THE NUMBERS

Undergraduate Students: **1,329**

Graduate Students: **1,050**

Full-time Faculty: **110**

Student/Faculty Ratio: **10:1**

Students Receiving Financial Assistance: **98%**

First Generation Students: **40%**

Students of Color: **44%**

Hispanic/Latino Students: **28%**

States and territories represented: **20+**

Countries represented: **30+**

Alumni network: **23,000+**

Student clubs and organizations: **70+**

NCAA Division III athletic teams: **24**

Innovative academic programs such as nursing, health sciences, cyber security, and data science are expanding the University's portfolio. Additionally, a strong study abroad program, currently anchored in Italy, provides students across the country with global learning opportunities and positions the University for international expansion.

The inaugural gala, "Leading a Valiant Vision," held in April 2024 at Reid Castle, was the largest single-event fundraiser, with pledges over \$650,000. This outcome reflects the growing momentum behind Manhattanville's philanthropic efforts. Supported by a strategic plan framework, exponential growth in state and federal grants, and recognition on Forbes' list of America's Top 500 Colleges and The Princeton Review, Manhattanville stands poised for continued success.

A LEGACY OF EXCELLENCE AND INNOVATION AT MANHATTANVILLE UNIVERSITY

Manhattanville University, established in 1841, has a longstanding tradition of excellence and innovation in higher education. The University offers more than 55 undergraduate and over 70 graduate degree programs, encompassing disciplines such as the humanities, sciences, business, fine arts, and education. This diverse academic portfolio reflects Manhattanville's commitment to providing a comprehensive liberal arts education that prepares students for leadership roles in a global society.

In addition to its traditional on-campus offerings, Manhattanville has expanded its reach through online education, offering flexible learning options for students with diverse needs. Whether balancing studies with personal commitments, seeking a self-paced experience, or preferring the convenience of remote learning, Manhattanville's online programs cater to a variety of preferences, reflecting the university's commitment to accessible education for all students.

Through its diverse academic offerings and commitment to accessible education, Manhattanville University continues to uphold its legacy of excellence and innovation, equipping students to be thinkers and doers in an ever-evolving global landscape.



DIVERSITY AND SOCIAL JUSTICE AT MANHATTANVILLE UNIVERSITY

Manhattanville's commitment to diversity is interwoven throughout its community, from inclusive student organizations to academic offerings exploring global and multicultural perspectives. These efforts ensure students feel welcomed and empowered to excel in an increasingly interconnected world.

As a Hispanic-Serving Institution (HSI) and Minority-Serving Institution (MSI), Manhattanville supports underrepresented communities, including Hispanic students—more than 25% of the undergraduate population—with scholarships, culturally responsive programming, and mentorship. The Center for Inclusion enhances cultural awareness and fosters belonging through heritage events and allyship workshops.

Manhattanville began as a women's boarding school in 1841 and became one of the first Catholic colleges for women, later becoming a non-denominational, coeducational institution. In 1938, it boldly admitted African American students, exemplifying its commitment to social justice during a time of segregation.

Today, Manhattanville honors its legacy of inclusion, empowering students from all backgrounds to lead ethically, think critically, and create a more equitable world.



MISSION, VISION, AND VALUES

MISSION

To educate ethical and socially responsible leaders in a global community. This mission is pursued through:

- ▶ **Intellectual, Ethical, and Social Development:** Ensuring the intellectual, ethical, and social development of each student within a community of engaged scholars and teachers.
- ▶ **Independent and Creative Thinking:** Encouraging each student to develop as an independent and creative thinker in pursuing career and personal goals
- ▶ **Diverse and Inclusive Environment:** Providing a diverse, inclusive, and nurturing environment which develops in each student a commitment to service and leadership within a global community.

VISION

Manhattanville University will be a nationally recognized higher-education institution distinguished for:

- ▶ Access to educational excellence and preparing graduates for an increasingly complex global society.
- ▶ Creating transformative opportunities for all types of learners.
- ▶ Instilling the principles of diversity, equity, inclusion, and social justice in all they do.

PRESIDENT DR. FRANK D. SÁNCHEZ, PHD



Dr. Frank D. Sánchez became the 15th president of Manhattanville University in July 2023, bringing a focus on student success, diversity,

and community engagement. Under his leadership, the university is reimagining the liberal arts for modern needs, introducing programs in nursing, health sciences, natural sciences, data science, and computer science. He champions innovation in academic program development, interdisciplinarity, research, and the student experience, ensuring Manhattanville is well-positioned for the future.

BOARD OF TRUSTEES

Manhattanville University's Board of Trustees includes influential leaders from finance, healthcare, technology, and media—and most of them are alumni. Their knowledge and experience play a key role in shaping the university's mission, steering institutional objectives, and providing oversight for the University's leadership.

LEARN MORE ABOUT PRESIDENT DR. FRANK D. SÁNCHEZ AND THE BOARD OF TRUSTEES

ABOUT PURCHASE, NY: A HUB OF CULTURE AND COMMUNITY

Manhattanville University's scenic 100-acre campus is in Purchase, a charming suburban community located in the Town of Harrison in Westchester County, just 25 miles north of New York City. This unique setting combines the serenity of a small-town atmosphere with easy access to the opportunities of a major metropolitan area.

The nationally recognized Harrison Central School District and nearby Silver Lake Preserve contribute to Purchase's appeal as an inviting place to live and learn. Meanwhile, proximity to New York City provides access to world-class cultural institutions and professional networks, creating the perfect balance of community and opportunity.



THE VICE PRESIDENT FOR UNIVERSITY ADVANCEMENT AND EXTERNAL RELATIONS

The Vice President for Advancement and External Relations will lead Manhattanville University's newly unified advancement and communications departments, integrating these critical functions to drive strategic University goals. Reporting directly to President Sánchez and serving as a senior member of the President's Cabinet, the VPAER will lead a team of approximately six direct reports and provide visionary leadership to shape brand equity, strengthen alumni relations, enhance external engagement, and increase philanthropic support.

Given the University's strategic growth in recent years and its plans, this role offers an exceptional opportunity to drive its future trajectory; to align advancement and communications strategies to elevate the University's profile, expand its donor base, and foster lasting relationships with diverse constituencies.

The ideal candidate will bring proven experience in advancement and communications leadership, demonstrated success in leading and inspiring teams, a proven ability to build strong relationships, and a track record of delivering innovative, data-informed strategies that resonate with internal and external audiences.

PRINCIPAL DUTIES AND RESPONSIBILITIES

The Vice President for Advancement and External Relations will lead efforts to integrate

advancement and communications initiatives, ensuring alignment with Manhattanville University's mission and strategic priorities. Key responsibilities include:

Strategic Leadership:

- Develop and execute a comprehensive, integrated strategy for advancement and communications to enhance donor engagement, strengthen alumni relations, and elevate the University's brand and reputation.
- Oversee the newly unified advancement and communications department, ensuring cohesive messaging and streamlined operations to maximize impact and efficiency.
- Serve as a trusted advisor to the President, his Cabinet, and the Board of Trustees, providing strategic insights to advance institutional goals.

Advancement Leadership:

- Oversee all fundraising activities, including programs for major and planned gifts, annual giving, corporate and foundation relations, events, and campaign initiatives.
- Personally cultivate and solicit major gifts, managing a portfolio of high-value donors and prospects.
- Strategize approaches to major gift prospects and accompany the President and/or Board members on cultivation and solicitation visits.
- Lead planning and execution of Manhattanville's capital campaigns, ensuring robust strategies and achievement of ambitious fundraising goals.
- Lead work with the Board of Trustees and related Committees; attend and report on Institutional Advancement progress at Board and Committee meetings.

Communications and Brand Management:

- Develop a comprehensive communications strategy that aligns with advancement objectives to strengthen institutional messaging and engagement.
- Oversee the creation of impactful marketing and communications materials that resonate with prospective students and their families, alumni, donors, and other external audiences.
- Leverage digital platforms and data analytics to expand the reach and effectiveness of communication initiatives.

Alumni and External Engagement:

- Foster strong connections with alumni to cultivate a lifelong affinity for Manhattanville and increase alumni participation in giving and volunteer opportunities.
- Create and implement standard and systematized approaches to alumni, parents and friends that result in increased contribution revenue.
- Represent the University in the broader community, building partnerships with local, regional, and national organizations.
- Oversee events and initiatives that engage stakeholders, including alumni, donors, and external partners, in meaningful ways.

Team Leadership and Development:

- Lead and mentor a high-performing team of advancement and communications professionals, fostering a culture of collaboration and excellence.
- Establish clear goals, performance metrics, and professional development opportunities to support team success.



Data-Informed Decision Making:

- Utilize data analytics to inform strategies, evaluate effectiveness, and identify opportunities for improvement across advancement and communications functions.
- Ensure alignment of all activities with institutional goals and strategic priorities.

SKILLS AND ATTRIBUTES OF A SUCCESSFUL CANDIDATE

Visionary Leadership: Demonstrates the ability to provide strategic vision and direction, aligning advancement and communications efforts with institutional priorities.

Collaborative Change Agent: Skilled in driving culture change, breaking down silos, and fostering collaboration across departments. Works effectively with institutional leaders, including the President, faculty, and Board of Trustees, to build a culture of philanthropy.

Strategic Thinker and Executor: Balances high-level strategic planning with the ability to execute initiatives and achieve measurable outcomes.

Compelling Communicator: Excels at crafting and articulating a clear and persuasive case for support to various audiences, including donors, alumni, and community partners.

Cultural Competence and Commitment to Diversity: Brings a genuine interest in engaging with individuals from diverse backgrounds, along with experience and a willingness to actively participate in fostering an inclusive environment. Ensures advancement and communications efforts reflect and support the university's values of equity and respect.

Proven Relationship Builder: Adept at cultivating and maintaining relationships with high-level constituents, including University leadership, major donors, and alumni of diverse ages, backgrounds, and experiences.

Experience With Data Systems and Analytics: Possesses a deep understanding of donor management systems (e.g., Raiser's Edge), data analytics, and evidence-based practices to inform strategy and enhance engagement efforts.

Change Management Expertise: Demonstrates experience reorganizing and building high-performing teams, fostering innovation, and leading through change.

Self-Starter and Results-Driven: Takes initiative, exhibits a strong work ethic, and is committed to achieving ambitious goals, quickly adapting to new challenges and delivering immediate impact.

QUALIFICATIONS AND PREFERENCES

- Minimum of 10 years of progressive experience in advancement and fundraising, with a preference for candidates who also possess communications experience.
- Experience in a higher education setting is a plus.
- Demonstrated success in managing a prospect portfolio, soliciting major gifts, and cultivating donor relationships.
- Familiarity with campaign planning and execution; direct experience leading campaigns is a plus but not required.
- Strong knowledge of donor databases (e.g., Raiser's Edge) and the ability to ensure high-quality data utilization and management.
- Bachelor's degree required; an advanced degree is preferred.



APPLICATION PROCEDURE

Applications will be accepted until the position is filled, but candidates are encouraged to apply before February 14, 2025. To be considered, candidates should submit a statement of interest and CV to The Angeletti Group at search@theangelettigroup.com.

NOMINATIONS AND CONFIDENTIAL INQUIRIES CAN BE MADE TO:

Kate Hughes, The Angeletti Group
(973) 540-1400
search@theangelettigroup.com

Salary commensurate with experience and will range from \$225,000 - \$250,000.

Manhattanville University is committed to equality of educational opportunity and is an equal-opportunity employer. The University does not discriminate against current or prospective students and employees based on race, color, sex, national and ethnic origin, religion, age, disability, or any other legally protected characteristic.