

The College of Saint Rose

**VICE PRESIDENT FOR INSTITUTIONAL ADVANCEMENT
THE COLLEGE OF SAINT ROSE
ALBANY, NY
<http://www.strose.edu>**

Send Nominations or Cover Letter and Resume to:

Jill Lasman

Senior Vice President

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The Opportunity:

LOIS L. LINDAUER SEARCHES is proud to partner with The College of Saint Rose in its search for the Vice President for Institutional Advancement (VPIA). The VPIA position is an ideal role for the entrepreneurial and seasoned development professional to partner with a newly appointed, charismatic, and high-energy President who is committed to fundraising and has a vision to move The College of Saint Rose to national prominence. Serving as an integral member of the Executive Cabinet, this is an outstanding opportunity to create one's mark at an institution where leadership recognizes the importance of investing in the Advancement team, especially as Saint Rose builds momentum to launch a historic comprehensive campaign in celebration of its 100th anniversary.

The VPIA should be a passionate advocate for higher education, the liberal arts, and pre-professional programs. S/He should bring considerable experience as a successful, frontline advancement officer combined with an ability to advocate for the College to its internal and external constituencies. The ideal VPIA will engage personally and professionally with alumni, parents, current students, neighbors, corporate and foundation leaders, and colleagues to further the goals and aspirations of the institution. The incumbent will also bring wide-ranging interests in higher education, exceptional judgment, collaborative style, optimistic worldview, and an approach to discussion that values respectful intellectual exchange and supports the conclusions of the team. S/He should be visionary, decisive, energetic, and have an excellent strategic sense of the institutional, departmental, and prospect level. The VPIA should also be a talented manager of volunteers as well as a tireless motivator of faculty, students, and staff to be ambassadors for The College of Saint Rose. Above all, the successful VPIA will be committed to a

team concept, whether s/he is the coach, the captain, or the rank-and-file player on any given team.

Saint Rose seeks a true professional, a leader who knows best practices across the industry and has the talent, the optimism, and the drive to implement those practices to the benefit of the College. S/He is asked to be a visible presence and contributor, not only within the College community, but also in the broader community. Such a leader should quickly earn and retain the respect and confidence of his or her colleagues, staff, and external constituents, and will be a strong partner to the newly appointed President Dr. Carolyn J. Stefanco, the 11th president of The College of Saint Rose.

Client Overview

THE COLLEGE OF SAINT ROSE



Mission: The College of Saint Rose community engages highly motivated undergraduate and graduate students in rigorous educational experiences. In the progressive tradition of the founding Sisters of St. Joseph of Carondelet, we welcome men and women from all religious and cultural backgrounds. In addition to developing their intellectual capacities, students have the opportunity to cultivate their creative and spiritual gifts in a diverse learning community that fosters integrity, interdependence, and mutual respect.

The College delivers distinctive and comprehensive liberal arts and professional programs that inspire our graduates to be productive adults, critical thinkers, and motivated, caring citizens. Our engagement with the urban environment expands the setting for educational opportunities and encourages the Saint Rose community's energetic involvement and effective leadership in society.



Regional Universities (North), Ranked #41



7 Time Recipient



Saint Rose has the values and character of a private, liberal arts college with strong pre-professional programs usually found only at a large premier university - all in the heart of Albany, New York's Capital city. With a rigorous liberal education curriculum, 70 undergraduate majors, 57 graduate degrees and certificates of advanced study, 14 dual degrees, and a mission of service to the urban community, students have many ways to discover what makes them fulfilled and passionate.

With a student faculty ratio of 13:1, no teaching assistants, and an average class size of 20, students are mentored by full-time faculty who are at Saint Rose because first and foremost they want to teach in a personalized learning environment. More than 96 percent of professors have the highest degrees in their fields and engage in dynamic research with undergraduate students. Students present their findings at an annual research symposium and publish in the College's "Journal of Undergraduate Research." Undergraduate students co-author research papers that appear in scholarly journals and present their findings at national conferences, often garnering honors.

Most majors, from business to education, from communications to social work, also require semester-long internships. Students are placed in multinational corporations, entrepreneurial firms, research hospitals, nonprofit organizations, government agencies, and school districts in Albany, New York City, Atlanta, Boston, and Washington D.C. Many students do a study abroad experience including an internship with recent placements in England, Ireland, and Argentina. Many graduates are employed directly from their internships, with many employers preferring to hire Saint Rose graduates because they have the specific technical skills, the ability to write and analyze quickly, and a strong work ethic.



Recent Saint Rose graduates are employed at numerous schools, colleges and companies, including but not limited to the American Red Cross, Astra-Zeneca, Centers for Disease Control, Converse, DreamWorks Animation, IBM, Houghton-Mifflin, Lehman Brothers, Bank of America, Fox Broadcasting, Goldman Sachs, Hallmark Corp., Hearst Newspapers, KPMG, MasterCard Worldwide, MTV Networks, San Diego Padres, United States Environmental Protection Agency, United States District Court, Yamaha Corporation, World Health Organization, and the VH-1 Network.

Students pursue graduate study at prestigious universities including Carnegie Mellon University, Columbia University, Dartmouth Medical School, Duke Medical School, Georgetown Law School,

Harvard, Notre Dame, NYU Law School, Tufts Medical School, and Yale University. Of the Class of 2012, 77 percent said they had participated in at least one internship or student-teaching /clinical practicum. In the same survey, 94 percent of respondents are employed or pursuing masters or doctoral degrees, and 85 percent said they would attend Saint Rose again.

The College is ranked #41 in the 2015 edition of *U.S. News - Best Colleges, Regional Universities (North)*. In addition, the College was named to President Obama's Honor Roll for Community Service in 2011, 2012, and 2013. It also is an award-winning employer; the College is a seven-time recipient of the *Chronicle of Higher Education's* prestigious "Great Colleges to Work For" award. *Billboard* magazine, in its 2013 guide to the top music business programs in the nation, named The College of Saint Rose one of just 35 "Schools that Rock Enroll," and one of only three in the northeast, for its innovative music industry program. The Art Directors Club of New York (ADC) has selected Saint Rose as one of the "top graphic design schools in the country."



The College lives out its founding values through its commitment to building interfaith, multicultural, and global understanding. The College's Hubbard Interfaith Sanctuary is a place of prayer, worship, meditation, and celebration. Its location at the heart of campus is a concrete symbol of the College's deep commitment to interfaith understanding and dialogue. It is also the home of the College's Office of Spiritual Life, which encourages students of all faiths to explore their values especially in the service of others. Reach Out Saint Rose sends more than 800 students out into the Capital Region to do service work at more than 50 sites.

Through the generosity of donors, The College of Saint Rose endowed its first chair, The George and Jane Pfaff Endowed Chair in Ethics and Moral Values. The Endowed Chair was established as a way to cultivate and reaffirm a commitment to fostering integrity among all members of the Saint Rose community. At Saint Rose, this commitment plays out in real ways. As one example, every undergraduate is required to enroll in at least one course in ethics.

In this global economy, the College is also committed to giving students opportunities for gaining knowledge about the many different cultures and subcultures in our world. The Center for Intercultural Leadership and the Center for International Programs are places where students can learn from each other and have gathering spaces that feel comfortable for them.

The College has 37,000 living alumni residing in all 50 states, as well as Guam, Puerto Rico and the Virgin Islands, and in 26 countries; 29,000 of the living alumni reside in Northeastern New York.

The College in the Community:

A legacy of the College is one of service – a direct embodiment of the “caring for the dear neighbor” charism of the Founders, the Sisters of Saint Joseph of Carondelet. Nearly 100 years since its founding, the College lives these values daily through dedication to interfaith dialog and through the community service of its students whether, in the nearby Pine Hills Elementary After School Academy or thousands of miles away in Honduras serving some of the planet’s poorest people. More than 800 students participated in the most recent Reach Out Saint Rose Day in September 2014, serving more than 50 organizations. The College continues to anchor the Pine Hills Neighborhood, and faculty and staff also continue to develop productive partnerships across the region, to assume leadership positions, to participate in their communities, and to offer service trips to Washington, D.C., Florida, Louisiana, Honduras, and the like. The College is a model for a commitment to the ethic of sustainability.

Academics:

The College of Saint Rose offers undergraduate degrees, graduate degrees, and certificate programs. Students may also take advantage of affiliations with Albany Law School, Rensselaer Polytechnic Institute, Albany College of Pharmacy, and Sage Colleges. Academic Centers and Institutes also include the Center for Citizenship, Race and Ethnicity Studies as well as the Institute for Community Research & Training, the Institute for New Era Educational Leadership and Innovation, the Institute for Science and Mathematics Education, and the Sullivan Institute for Higher Education Leadership.



School of Arts and Humanities:

Comprised of seven separate departments and two programs, the School of Arts and Humanities at The College of Saint Rose forwards a unified commitment to creative and humanistic endeavors as the foundation for a successful career and for a meaningful life. A faculty of 80 researchers, artists, musicians, and writers work closely with students to develop their professional and creative profiles in almost 40 programs of undergraduate and graduate study.

Humanities and the arts have historically favored the deep knowledge and habits of mind that shape civilizations and cultures. In the classroom and in internships in the “real world,” in service learning projects and in digital realms, in the performance/lab spaces of flagship buildings like the Massry Center for the Arts and The William Randolph Hearst Center for Communications and Interactive Media, students become engaged practitioners that go on to understand and shape the future.

Huether School of Business:

The Huether School of Business at The College of Saint Rose serves its students through undergraduate and graduate degree programs as well as certificate programs. Undergraduate degrees include accounting, business administration, economics, entrepreneurship, human resource management, management, and marketing. Graduate degrees include an MS in accounting and an MBA. This year, a new online MBA degree was developed and will initially be offered through the College's contract partners. Bachelor's students participate in the first-year experience program, gain business skills through an internship/field study program, and an "integrated business experience" capstone course. The dual degree MBA program allows students to accelerate their education, earning a bachelor and master's degree in 4.5 years. For those pursuing their Master's degree, the School of Business MBA and Masters of Science in Accounting programs are offered.

Thelma P. Lally School of Education:

The Thelma P. Lally School of Education houses one of New York's largest centers for certifying educational professionals. With over 2,000 undergraduate and graduate students and a faculty distinguished for practice, theory, and research, The Thelma P. Lally School of Education offers a repertoire of more than 25 undergraduate and graduate programs that respond to current needs in schools and communities.

A signature feature of the School's professional programs is emphasis on building students' ability to apply classroom learning to field settings throughout their courses of study. Thus, by the time students enter their culminating field experiences, they are ready to work confidently with cooperating professionals.

Students within the Thelma P. Lally School of Education will enjoy learning in a state-of-the-art facility. The Lally building is well-equipped with technology and pleasant classrooms designed to enable faculty to model current instructional best practices, such as cooperative learning, inquiry, problem-based learning, case study, and hands-on techniques. The Thelma P. Lally School of Education is also home to the Joy S. Emery Educational and Clinical Services Center within which literacy tutoring and a variety of treatment, evaluative, and consultation services are available to students and members of the community.

The professional education programs at The College of Saint Rose are accredited by the National Council for Accreditation of Teacher Education (NCATE), recognized by their respective Program Associations, and registered with the New York State Education Department.

The College's faculty in the School of Education are actively developing a Ph.D. in Communication Sciences and Disorders which would be the College's first doctoral program.

School of Mathematics and Sciences:

The School of Mathematics and Sciences spans a wide range in disciplines, from the lab-based physical sciences, to mathematics and computer science, to the social sciences. The School's 21 academic programs offer students a great deal of opportunities for study, research, and field-based practice.

The School also offers a master's degree and an advanced graduate certificate in computer information systems. The College's location in the Capital District offers abundant opportunities for internships in laboratory science, computer science, and technology, along with such social service areas as mental health counseling, social work, and criminal justice/forensics.



Opportunities also exist throughout the School's programs for independent research, often carried out alongside faculty mentors. This combination of classroom, lab, and field-based education prepares students for further graduate study, medical, dental, or veterinary school, or for careers in their chosen professions. With modern facilities and top-quality, dedicated faculty, classrooms are alive with the excitement of sharing and learning. The School is well poised to fulfill its goal of offering 21st century opportunities to empower its graduates and to influence the prosperity and health of future generations.

Leadership



Dr. Carolyn J. Stefanco

President

On July 1, 2014, Dr. Carolyn J. Stefanco of Decatur, Georgia, became the 11th president of The College of Saint Rose.

Upon the announcement of her appointment, Dr. Stefanco stated: "I am honored and excited to carry on the mission and deeply rooted values of the Sisters of Saint Joseph of Carondelet and look forward to working with the trustees, students, faculty, staff, alumni, friends, and community to build the College's future. I love that the College prioritizes community service and recognizes that partnerships with local and regional business, government, and civic leaders are key to the success of higher educational institutions in urban environments. To lead an outstanding institution that is poised to reach even higher levels of innovation and entrepreneurship, to serve in even greater ways the workforce and economic needs of the Capital Region and beyond, and to set a course that will ensure academic excellence and management success is an extraordinary opportunity."

Stefanco previously served as chief academic officer and the first of the college's five vice presidents at Agnes Scott College in Decatur, Georgia. The Division of Academic Affairs included academic programs, the curriculum, staff and faculty recruitment and review, budget planning and management, assessment, student success, international education, sponsored

programs and information technology, as well as numerous other offices and resources. During her four-year tenure, she led initiatives that achieved master planning goals, won institutional reaccreditation, increased academic quality and student retention, raised funds from foundations and individuals, and fostered the college's global efforts.

Prior to her service at Agnes Scott College, Stefanco held leadership and teaching positions at California State University, Stanislaus, California Polytechnic State University (Cal Poly), and Wheaton College in Massachusetts. At CSU Stanislaus, Stefanco was the founding dean of the new College of Humanities and Social Sciences, overseeing 77 undergraduate and graduate programs. Her tenure at Cal Poly included special assistant to the dean for faculty development, chair of the institution's Department of History, and director of the Women's Studies Program. Stefanco joined the Wheaton faculty in 1986 as an assistant professor of history and served as co-coordinator of the Women's Studies Program.

Stefanco earned her doctorate in history from Duke University, a master's degree in history from Binghamton University, and a bachelor's degree in history from the University of Colorado at Boulder. She completed the Harvard Management Development Program, the American Council on Education's Institute for New Chief Academic Officers, the Council for Independent Colleges' program on Presidential Vocation and Institutional Mission, Leadership Atlanta, and the Harvard Seminar for New Presidents. Her research has been funded by the National Endowment for the Humanities, the National Science Foundation and other agencies, and she has published in the areas of Southern and Western women's history, and higher education leadership. Stefanco previously served as a member of the board of directors of the Council of Colleges of Arts and Sciences, and as the vice president/president elect of the Association of Chief Academic Officers. She is a member of the advisory committee for The Council of Independent Colleges' Campaign for the Liberal Arts and Liberal Arts Colleges.

Stefanco was a Fulbright Scholar to the University of Zagreb in Croatia, served as resident director of a study abroad program at The University of London, and has created programs for student exchange and faculty research in Honduras, Brazil, Portugal, and Croatia. She received the 1989 Faculty Appreciation Award for Teaching at Wheaton College and the Richard K. Simon Outstanding Service Award from the College of Liberal Arts at Cal Poly in 2007.

A native of Garfield, New Jersey, Stefanco is married to McGuire Gordon, who works in the film industry. The couple has one daughter, Alexandra, who recently graduated from the University of California, Berkeley.

Position Overview – Vice President for Institutional Advancement

The VPIA reports directly to the President of The College of Saint Rose and serves as one of six senior officers on the President's Cabinet. The Vice President manages 21 professional and support staff with plans to increase this number and carries the following responsibilities:

Responsibilities:

The VPIA leads The College of Saint Rose's alumni and development programs. S/He is responsible for ensuring proactive management and productivity of alumni, parent, community, corporate, foundation, and other donor relationships and for all methods of giving, including all comprehensive campaigns. The VPIA must also implement internal planning, budgeting systems, and personnel training programs to motivate and to effectively develop highly productive staff. The VPIA must provide insight, direction, leadership, judgment, advocacy, and proven fundraising expertise to assist the College in the attainment of its goals.

Specific responsibilities include:

- Designs, implements and manages Saint Rose's fundraising plans, strategies, and activities to achieve fiscal objectives. This includes, but is not limited to, enhancing the College's annual giving programs, alumni programs, grants development, major and planned giving programs, campaigns, and special projects and initiatives.
- Conceptualizes, creates, and articulates a strategic plan for the College's advancement program, the most immediate feature of which will be to design an effective, cohesive effort to build and maintain systems and momentum to launch a comprehensive campaign in celebration of the institution's 100th anniversary.
- Serves as a member of the College's senior management team, working closely with senior leaders, faculty, administrators, trustees, and alumni to provide insights, guidance, and judgment on the full range of issues, challenges, and opportunities facing the College and to carry out corresponding actions.
- Provides strategic leadership to the continuous development of Saint Rose's relationships with its external constituencies, and in particular with its alumni. As a part of this effort, leads the creation and implementation of programs that increase the participation of alumni in all aspects of their relationship with the institution, especially in philanthropy.
- Recruits, trains, motivates, and reviews staff to develop a strong team. In particular, nurtures a culture characterized by collaboration, participation, and high morale that provides and values professional development opportunities and career enhancement for staff on all levels.
- Guides the College Relations operation and plays an active frontline role in College marketing efforts, creating a seamless and compelling case for the College that increases the support from its many constituencies.
- Proactively staffs the President and the leadership of the Board of Trustees, and provides advice to other volunteer leaders to optimize their efforts and encourages other campus and volunteer leaders to become engaged in the advancement effort.

- Plays an active role in identifying and evaluating prospective donors, and personally solicits gifts at all levels, but especially major gifts. Directly manages a portfolio of prospects and donors.
- Prepares and administers departmental budgets, management controls, policies, and procedures, including the maintenance of technological and other systems sufficient for the efficient and effective operations of the College advancement functions.
- Undertakes other duties as assigned.

Immediate Leadership Expectations:

- Design and execute a campaign plan.
- Engage and manage College and campaign leadership.
- Design and execute specific program(s) to significantly increase giving to the College endowment.
- Collaborate with academic and athletic programs.
- Extensive travel, including frequent trips with the President to cultivate and solicit the institution's highest level donors.
- Accomplish expectations through efficient use of available resources and create long-range plans to build and expand the team.

The ideal candidate will possess:

- A bachelor's degree, with an advanced degree preferred
- Superb communication skills, including the ability to publicly represent the College
- Excellent listening skills
- Ability to delegate
- A track record of creativity, innovation, and hands-on success with major one-on-one donor solicitations
- A minimum of five – and preferably in excess of ten – years of hands-on, frontline Advancement experience, with a significant portion of that experience in higher education
- A track record of increasingly responsible, successful program leadership and management, with a commitment to professional development
- Comprehensive campaign experience, with campaign design, management, and leadership experience

- A strong grasp of and commitment to the building blocks of Advancement: prospect research, database management, donor relations, etc.
- Unquestioned integrity, impeccable judgment, a commitment to diversity in all its forms, and a sense of humor

Location

The Capital Region:

The Capital Region is a four-county (Albany, Rensselaer, Saratoga, and Schenectady) area in Upstate New York that is a fantastic place to pursue a career, build a business, raise children, go to school, and simply enjoy life's pleasures.

The region is a global leader in the field of nanotechnology with ground-breaking research and development being conducted at Rensselaer Polytechnic Institute and the University at Albany's College of Nanoscale Science and Engineering with its industry partners including Sematech and IBM. GlobalFoundries is constructing a \$4.2 billion state-of-the-art semiconductor chip fabrication plant in Saratoga County which will bring thousands of jobs and dozens of suppliers and supporting businesses to the region.

An increasing number of entrepreneurs and emerging companies from the area's incubators are also flourishing in the fields of alternative energy, information technology, homeland security and advanced materials. These ventures have diversified an already strong economy that was based on higher education, health care, and other traditional industries.

Beyond the workplace, the Capital Region offers year-round outdoor pursuits, a robust arts and entertainment scene, great dining and nightlife options, and things to do that people of all ages will enjoy. The Region is located on the doorstep of the Adirondacks, Catskills, and Berkshire mountains, and all of the outdoor recreation, beautiful scenery, and arts venues that these areas provide. Albany is about a three-hour drive to Boston, Montreal, and New York City.

With a multitude of top colleges and universities, and relatively low housing prices, one quickly understands why the Capital Region is so attractive to professionals, families, and just about anyone else seeking great career opportunities and a high quality of life.

Background Checks:

Prior to submitting your resume for this position, please read it over for accuracy. LLLS does verify academic credentials for its candidates, and our clients frequently conduct background checks prior to finalizing an offer.

To learn more call
Jill Lasman, Senior Vice President
617-262-1102
or send nominations or cover letter and resume to
jasman@LLLsearches.com

All inquiries will be held in confidence.

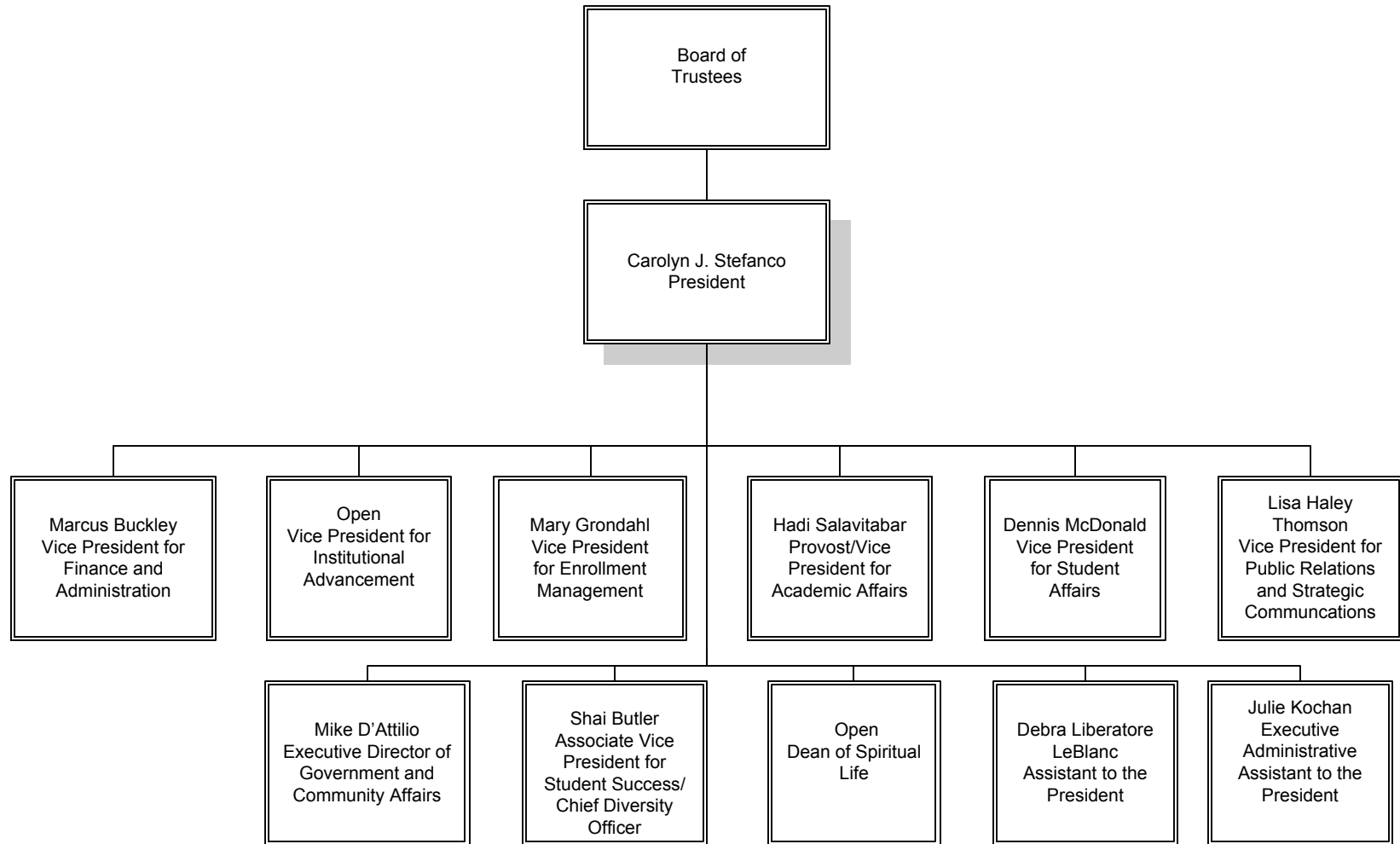


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President's Office



Institutional Advancement

