



VICE PRESIDENT, INSTITUTIONAL ADVANCEMENT

ABOUT ADLER UNIVERSITY

Adler University continues the pioneering work of the first community psychologist Alfred Adler by graduating socially responsible practitioners, engaging communities, and advancing social justice. Adler University is named for Alfred Adler (1870 – 1937), a physician, psychotherapist, and founder of Adlerian psychology, sometimes called individual psychology. He is considered the first community psychologist because his work pioneered attention to community life, prevention, and population health. Adler held equality, civil rights, mutual respect, and the advancement of democracy as core values. He was one of the first practitioners to provide family and group counseling and to use public education to address community health. He was among the first to write about the social determinants of health and of mental health. In 1952, Rudolf Dreikurs (1897-1972), one of Adler's advocates and followers, founded the Institute of Adlerian Psychology that is now known as Adler University.

Today, Adler University prepares students to engage the world and create a more just society – enrolling more than 1,800 graduate students at its campuses in downtown Chicago and Vancouver (BC), as well as on an online campus. Adler's vision is to be the leading academic institution advancing socially responsible practice, healthy communities, and a more just society. Five values guide expectations and behavior at Adler: social interest, pluralism, courage, excellence, and pragmatism.

In 2018, Adler University's Board of Trustees approved an extension of the Strategic Plan to 2022 to address changes in enrollment in Chicago and Online. The Strategic Plan – "Becoming Adler University" through four Key Strategies – remains relevant, clear, and aligned with realizing Adler's social justice mission. Examples of Adler's commitment include the Institute on Public Safety and Social Justice, Adler Community Health Services, Center for Adlerian Practice and Scholarship, Center for Civic Learning and Community Action, and Center for Diversity and Inclusion.

Key Facts

Visit

- [Programs](#)
- [Board Leadership](#)
- 1955 students
- 518 employees
- \$51 million budget
- Three campuses, Chicago, Vancouver and Online



ABOUT THE VICE PRESIDENT, INSTITUTIONAL ADVANCEMENT

Reporting to the University President, the Vice President, Institutional Advancement partners with the advancement team and senior management team of the University to implement Adler's philanthropic goals. This critical role drives fundraising and grants activity across the university, supports the philanthropic engagement of the trustees and university partners, and supports the president's fundraising activities as well as provides thought-leadership to the university while leveraging industry knowledge and best practices to promote the mission and vision of the institution.

The Vice President, Institutional Advancement will manage a team of six, four in Chicago, and two in Vancouver. The team includes a Director of Institutional Advancement, Directors of Development (one-Chicago, one-Vancouver), a Manager of Donor Relations, a Manager of Institutional Grants and a Manager of Advancement Services. Once appointed, the Vice President will take part in hiring two Directors of Development. The Vice President serves on the University's 10-member Senior Team and the 21-member University Cabinet.

One of Adler's fundraising opportunities is to grow philanthropy through individual giving, particularly in the Vancouver location where most higher education institutions are public and individual private giving is still relatively new. Another is to successfully launch a comprehensive campaign that will address programmatic and infrastructure needs.

MAJOR OBJECTIVES

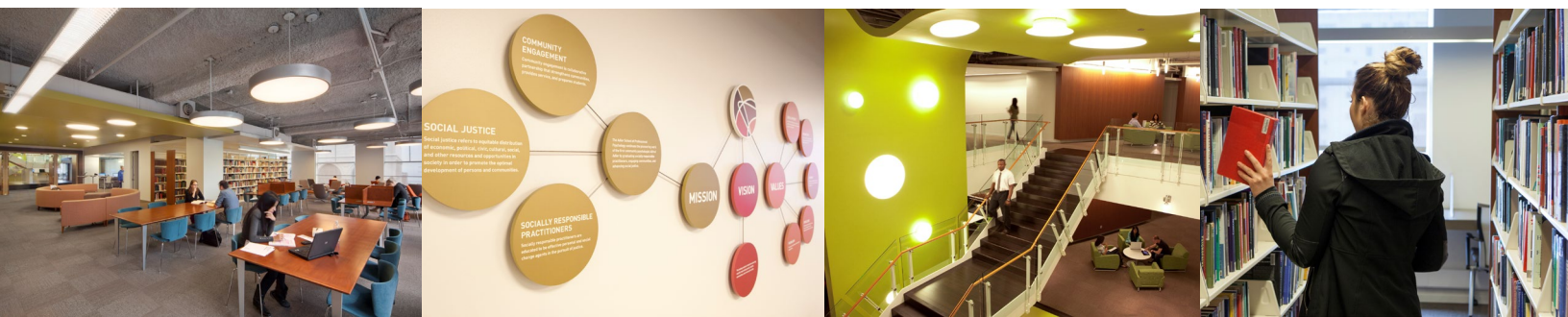
Within the first 12 to 18 months, the Vice President, Institutional Advancement will achieve the following major objectives:

- Expand the Institutional Advancement team that includes strengthening the capacity of direct calling officers. This will include evaluating the team's current capacity and making the necessary adjustments that will help to ensure high performance. Additionally, the Vice President will optimize Institutional Advancement's organizational structure and establish aspirational yet attainable goals for each team member.
- Serve as a key architect of Adler's comprehensive campaign, including helping to set the university's campaign goals and the strategies that will help to ensure success. The Vice President will work closely with the President on this initiative
- Travel with the President to cultivate and expand Adler's donor base.

RESPONSIBILITIES

The Vice President, Institutional Advancement will have the following primary responsibilities:

- Works collaboratively with key stakeholders including, but not limited to the President, Board of Trustees, donors at all levels, and alumni and friends of the University, to develop both long-term



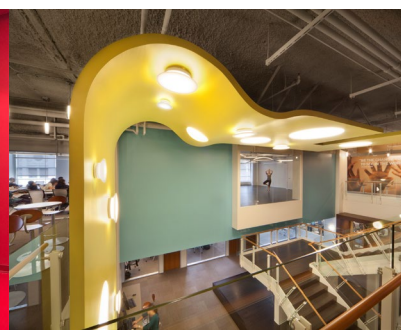
and short-term strategies and programs for engagement, cultivation, solicitation, and stewardship of constituents in all matters pertaining to the advancement and philanthropic support of the University.

- Sets priorities and assumes responsibility for a broad and complex set of initiatives related to the philanthropic priorities and activities of the university.
- Supports and develops a growing institutional advancement team, formalizes, and enacts a plan for the university's next comprehensive campaign and works to leverage the involvement and engagement of university partners in fundraising.
- Oversees the planning and implementation of all programs and activities designed to enhance philanthropic support of the University, by, e.g., establishing overall office-wide goals and goals for all units, and by directing the strategic implementation and assessment of fundraising and engagement strategies to achieve those goals.
- Manages the cultivation, solicitation, and stewardship of a portfolio of leadership gift prospects through personal visits and other forms of communication.
- Plans and supports all fundraising and constituent activities of the President, Center and Institute Directors, other departments, and faculty.
- Works with the Chairs of the Board of Trustees and Campaign Steering Committee and other leaders on the Board to ensure coordination and continued progress of all fundraising and constituent engagement activities.
- Serves as a member of the President's Cabinet, responsible for advising and working with the President on the full spectrum of institutional issues.
- Manages, motivates, and evaluates Institutional Advancement staff.
- Establishes and manages the budget for Institutional Advancement
- Represents the University at events, to volunteer groups, and in the community with the goal of increasing the visibility of the University's fundraising priorities and needs.

QUALIFICATIONS

The ideal Vice President, Institutional Advancement will bring most of the following qualifications and skill sets:

- Master's degree from an accredited institution of higher learning required.
- Minimum of seven (7) years' documented experience progressive development leadership and/or as a successful fundraiser in a complex, dynamic and/or matrixed environment required; higher education, non-profit or related industry experience would be an advantage. Of the minimum seven (7) years, at least four (4) years required managing a team.
- Strong demonstration of alignment with Adler's social justice mission and vision.



- Ability and desire to serve as a champion and leader of the university's comprehensive campaign.
- Ability to identify and advance the President's fundraising priorities.
- Awareness and competence regarding diversity, inclusion, and equity issues for fundraising, higher education, and the world at large.
- Innate entrepreneurial and innovative thinking competence.
- Ability to travel at least 30% with the President and with advancement team members.
- Strong interpersonal skills, including a positive and professional attitude; leadership and teamwork skills.
- Comfort and experience being successful in a fast-paced environment
- Strong budget and project management skills to effectively manage resources and the execution of multiple projects on time and within budget
- Strong critical thinking, problem-solving and visioning acumen.
- Strong collaboration acumen and abilities.
- Demonstrated emotional Intelligence and professional maturity.

UNIVERSAL CORE BEHAVIORS

- Communication
- Teamwork and Collaboration
- Responsiveness to Change
- Quality-Driven and Accountable
- Support of Vision, Mission, Values, and Key Strategies

COMPENSATION AND BENEFITS

The salary range for this position is competitive. The Vice President, Institutional Advancement will live in Chicago, IL and travel occasionally to Vancouver, BC. Adler University offers a generous benefits package that includes medical, dental, and vision insurance; life insurance; short- and long-term disability; paid time off including holidays, sick days, vacation, and a generous employer match on retirement plans.



APPLICATION

Adler University has retained Campbell & Company to conduct this search. The team for this project is Marian DeBerry and Angèle Bubna. To be considered for this opportunity, please send a letter of interest and resume to:

Angèle Bubna

Associate Consultant, Executive Search
angele.bubna@campbellcompany.com
(312) 896-8883 direct

It is the policy of Adler University that all persons are entitled to Equal Employment Opportunity (EEO) protection. The University does not discriminate against any individual for employment because of age, religion, race, color, gender, gender identity, sexual orientation, national origin, ancestry, marital status, physical or mental disability, military status (including unfavorable discharge from the military), or any other category protected by federal, state, or local law. As part of the Adler's equal employment opportunity policy, Adler will also take affirmative action to ensure that minority group individuals, females, disabled veterans, recently separated veterans, other protected veterans, Armed Forces service medal veterans, and qualified disabled persons are introduced into our workforce and considered for promotional opportunities

