



## **SENIOR VICE PRESIDENT FOR UNIVERSITY ADVANCEMENT**

Loyola Marymount University (LMU) seeks an energetic and innovative advancement professional to serve as Senior Vice President for University Advancement (SVP). The SVP will be a proven leader with a bold vision to lead and support a creative and forward-looking fundraising organization and university.

The SVP will guide and advance the philanthropic efforts of the university and will steward the University's comprehensive campaign. The successful candidate will engage and foster productive relationships with colleagues in the various university colleges, schools, centers, institutes, and programs and enhance the institutional culture of philanthropy. The SVP will also have extensive experience in the areas of campaign planning and execution, team management, and major and principal gift fundraising.

### **University Summary**

Founded in 1911, LMU is a nationally top-ranked, private Catholic university rooted in the Jesuit and Marymount traditions, grounded in a centuries-old educational mission that produces extraordinary women and men dedicated to service and social justice. LMU fosters a diverse academic community rich in opportunities for intellectual engagement and real-world experience.

LMU enrolls an academically ambitious, multicultural, and socioeconomically diverse student body and recruits, retains and supports a diverse faculty committed to excellence in teaching, research, scholarship and creativity. LMU is home to seven colleges/schools with over 6,500 undergraduates, 2,000 graduate students and 1,100 law students who benefit from the country's top programs in film and television, business, education, among others. More than 95,000 LMU alumni live lives of meaning and purpose, demonstrating that their professional achievements are matched by an enduring commitment to improving the lives of others.

LMU is embedded in the intellectual and cultural fabric of Los Angeles, the world's creative capital, where the arts, entertainment, technology, business and entrepreneurship flourish and where diverse religions, races, and languages interconnect. LMU's main campus, its launching pad for global imagination and its impacts, is located in the heart of Silicon Beach, where innovation and media thrive and where world-changing ideas are imagined and formed.

LMU was voted one of the top 10 most beautiful campuses in America, a sun-soaked oasis overlooking the Pacific coast that is a model of sustainability. In the fall of 2018, LMU opened a new Playa Vista campus, marking its third location in Los Angeles, including its main campus in

Silicon Beach and its Loyola Law School campus in downtown Los Angeles. President Timothy Law Snyder said, “The LMU Playa Vista Campus is a game-changer. As the University of Silicon Beach, our industry partnerships, immersive and interdisciplinary learning opportunities, career pathways, and ideal location are unmatched. LMU is already a crucible of creativity, where world-changing ideas are imagined and formed. Silicon Beach is one of the world’s fastest-growing startup ecosystems, an ideal counterpart for LMU as the definitive center for global imagination and its impacts.”

LMU's highly esteemed faculty are globally recognized scholars, including Nobel and Pulitzer Prize winners, Fulbright Scholars, and many other accomplished academic leaders. LMU has an average student-to-faculty ratio of 10:1 and has been recognized internationally as among the nation’s best for its programs, curricula, and student life. The Wall Street Journal ranked LMU among the top 15 percent of all U.S. colleges and universities in their World University Rankings in 2019. For LMU’s rankings, visit [www.lmu.edu/rankings](http://www.lmu.edu/rankings).

LMU delivers an exceptional learning experience to its students. It recruits competitive students from an increasingly talented, diverse, and global applicant pool from every one of the United States and nearly 100 countries. The university’s co-curricular programs include 21 Division I and varsity sports, 19 housing facilities, 201 registered student organizations, 24 international/national Greek fraternities and sororities, and nationally acclaimed, student-run media programs in radio, television, yearbook, and newspaper. LMU students are committed to working on behalf of others; they provide over 200,000 annual community and *pro bono* service hours to nearly 250 community organizations.

### **Mission**

LMU offers rigorous undergraduate, graduate, and professional programs and by intention and philosophy, we invite women and men, diverse in talents, interests, and cultural backgrounds, to enrich our educational community and advance our [mission](#):

- The encouragement of learning
- The education of the whole person
- The service of faith and the promotion of justice

The university takes its fundamental inspiration from the combined heritage of its sponsoring orders: the Society of Jesus (the Jesuits), the Religious of the Sacred Heart of Mary (the Marymount Sisters), and the Sisters of St. Joseph of Orange (C.S.J.), a composite religious heritage that distinguishes LMU among Catholic universities. Institutionally committed to Roman Catholicism, LMU enrolls, employs, and celebrates the contributions of persons of all faiths to its distinctive mission.

### **Vision**

Under President Snyder’s leadership, and guided by the university’s mission and 2012-20 [strategic plan](#), “[Forming Leaders Who Transform the World](#),” LMU envisions itself as the definitive center for global imagination and its impacts. It will maximize its global impact, showcase and leverage

its creativity, and develop new opportunities for interdisciplinarity. For the university to realize this vision, it must:

- expand its visibility, evolve and position LMU's brand, and increase its reputational capital;
- accelerate its culture of giving and the magnitude of its philanthropic support;
- deepen its relationships with Los Angeles and Silicon Beach;
- strengthen curricular and co-curricular programs that showcase global imagination and interdisciplinarity;
- further its efforts to recruit high-quality, diverse students and faculty globally while ensuring accessibility; and
- advance the transformational effects of its Catholicity.

### **About the President**

Timothy Law Snyder, Ph.D., began his term as LMU's 16<sup>th</sup> president on June 1, 2015. He has been a professor and administrator for more than 30 years at Jesuit institutions, most recently as vice president for academic affairs at Loyola University Maryland. He also served as dean of the College of Arts and Sciences at Fairfield University and dean of science at Georgetown University.

President Snyder has published and presented widely on his research interests, including computational mathematics, data structures, design and analysis of algorithms, geometric probability, digital processing and computer music. He has also worked on risk assessment, with applications in commercial air travel, the treatment of human immunodeficiency virus (HIV), and other areas. President Snyder is a sought-after speaker on the topic of Millennial and Post-Millennial Generations and how best to educate them. For more information, visit <http://president.lmu.edu>.

President Snyder has called for LMU to embolden its public image, enhance its inclusive excellence, and increase its interdisciplinary collaborations. To this end, President Snyder has launched a comprehensive campaign, currently in its quiet phase, as well as a multi-year brand development initiative including a comprehensive new visual identity system to elevate LMU's visibility and promote a more-integrated communications strategy.

President Snyder believes L.A. is the international capital of creativity, poised to lead an exciting new era of life-changing innovations. By opening LMU's new Playa Vista Campus for graduate and professional programs in film, television, and business, and by helping to increase engagement and partnerships with L.A.'s business and civic leaders, under President Snyder's leadership LMU will continue to maximize its global impact on discovery and imagination.

### **Governance**

Loyola Marymount University is governed by its Board of Trustees and led by President Snyder and the President's Cabinet, comprised of executive university leaders responsible for managing and overseeing the institution. The academic deans lead the university's colleges, schools, and library.

The Board of Trustees is the legal governing body of the university. The board has ultimate responsibility for the educational, physical, and financial well-being of the university, as well as for its preservation and advancement as a leader in higher education.

### **Financial Overview**

Loyola Marymount's financial situation is secure, with an operating budget of \$500 million. As of December 31, 2019, the approximate value of the LMU endowment was \$466 million and is overseen by the Board of Trustees. Annual spendable income from the endowment is prudently targeted each year to be roughly 5% percent of the market value, using a model that ensures that each endowed fund retains its purchasing power on an inflation-adjusted basis. LMU's long-term historical returns have been comparable to peer institutions with endowments of similar size.

<https://giving.lmu.edu/faqs/endowmentfaqs/>

### **University Advancement**

University Advancement staff build relationships with and solicit support from alumni, parents, friends, foundations, the local and regional community, corporations, and government organizations. The team comprises major and principal gifts, alumni relations, annual and leadership giving, corporations and foundations, advancement services, board and donor relations, gift planning, parent programs and parent giving. These teams consist of approximately 90 professional and support staff members with an annual budget of \$11M+. Annually, the institution secures approximate \$60M a year in philanthropic support.

### **The Role: Senior Vice President for University Advancement**

Reporting to the president of the university, the Senior Vice President for University Advancement is a member of the President's Cabinet and provides support to the Board of Trustees, to its Development Committee, and to the Board of Regents. The SVP is responsible for designing and implementing comprehensive institutional advancement programs and recruiting and developing talented team members seeking to increase constituent involvement and fundraising outcomes significantly. The advancement function includes responsibility for major gifts and gift planning, comprehensive campaigns, corporate and foundation relations, annual fund, endowment fundraising, alumni and constituent relations, stewardship, and advancement services.

The SVP will demonstrate a track record of major and principal gift fundraising success and will possess the leadership and managerial acumen necessary to inspire and motivate an ambitious, highly-integrated advancement team and program.

### **Opportunities and Priorities**

**Collaborate closely with a president who is committed and passionate about the success of advancement efforts and is energized by the opportunity to engage in the relationship building and fundraising process.** President Snyder is an active participant in the advancement efforts of LMU and dedicates significant time, energy and resources to the program. The SVP will be a thoughtful, strategic partner to the president and they will work closely together to design

and implement a comprehensive plan for developing key external alliances by cultivating individual, corporate and foundational philanthropic support.

**Support, engage and advise the Board of Trustees to ensure they are well informed about advancement and university efforts.** In partnership with the president and the trustees, the SVP will work to identify and cultivate new board members who reflect a diverse set of perspectives and possess significant philanthropic capacity. The SVP will work closely with the Boards of Trustees and regents and support board members as they take on active fundraising roles.

**Frame and communicate a clear strategic vision and fundraising plan for the university that addresses new donor acquisition, pipeline development, cultivation of principal donors who can make transformational gifts to the institution, and increased alumni participation.** The SVP will build on a solid base of donors, alumni, parents and friends to develop a plan to attract continued university support, while also broadening the base of support. A particular focus on young alumni, mid-career alumni, and principal donors will be required to grow the pipeline and increase LMU's overall fundraising capabilities. The SVP will also maintain a dynamic portfolio of high net worth individuals and secure major, capital, and planned gifts, as well as advanced annual gifts and endowment support.

**Enhance philanthropic culture through increased alumni participation and engagement.** The SVP will strengthen the culture of philanthropy within and outside of the institution and, in particular, with students and young alumni by addressing their unique interests, expectations and motivations. The Senior Vice President will lead development of innovative practices in alumni participation and engagement.

**Provide vision, direction and clear communication for the University's campaign.** The SVP will provide strategic leadership and direction to set goals, plan, launch, and successfully complete the campaign, as well as provide a plan to address campaign analytics, reporting, and follow-up. A collaborative and cooperative working relationship with faculty, coaches, and campus departments will be essential.

**Strengthen and support an experienced and growing advancement team by maintaining a leadership style that is open and fluid, that empowers staff through active communication and delegation, and that ensures staff accountability for excellence through clearly defined and measurable goals.** The SVP will be a dedicated collaborator who is able to empower staff and foster strategic collaboration within and across the institution. The Vice President will inspire, mentor, connect, and provide the vision for a collaborative and collegial team. To be most successful, the Vice President will work to develop a diverse team whose members share a clear vision, are able to take risks, and will work to fulfill measurable goals.

### **Personal Attributes, Qualifications and Experience**

The Senior Vice President will be a proven, visionary leader who values innovation and creativity, and is well-versed in current relationship-driven fundraising and alumni engagement strategies and tactics. The ideal candidate will embrace, articulate passionately, and advance the mission,

vision, values, and goals of the university. To be successful at LMU, the candidate should embody values of caring, compassion, justice, integrity, competence, and affirmation as well as treat members of the campus community with fairness, dignity, and respect.

Candidates from academic and non-academic environments are welcome. A bachelor's degree is required as well as a minimum of 10 years' demonstrated leadership experience in fundraising, campaign planning and execution, and team building and management. The ideal candidate will:

- Be able to develop and articulate an aspirational philanthropic vision and strategy with measurable goals.
- Show measurable success in expanding and diversifying the donor base/pipeline, major and principal gift cultivation, solicitation, and stewardship.
- Have successful experience with campaign planning and execution and the ability to provide guidance to the advancement and senior leadership team of the institution throughout a campaign.
- Demonstrate success in leading diverse work groups with complex challenges and opportunities.
- Have the desire and ability to maintain productive relationships with all constituents—internal, donors, potential donors, alumni, parents, community, and other appropriate entities.
- Possess exemplary communication skills (written and oral) evidenced by background in preparing comprehensive reports and executive summaries incorporating business and industry trends.
- Have experience in successfully recruiting, developing, and retaining top-tier talent and a strong and demonstrated commitment to diversity and inclusion.
- Actively leverage faculty relationships and strengths to further advancement efforts and institutional priorities.

Review of application materials will begin immediately and will continue until the position is filled. Nominations, inquiries and applications, including letter of interest and resume, should be forwarded, in confidence, to:

Susan VanGilder, Partner  
Kenna Boyd, Associate  
Storbeck / Pimentel & Associates, LP  
[LMUSVPUAdvancement@storbecksearch.com](mailto:LMUSVPUAdvancement@storbecksearch.com)

For more information on Loyola Marymount University please visit <http://www.lmu.edu/>

*LMU, an equal opportunity employer, values diversity and is committed to providing an environment free from discrimination and harassment as defined by federal, state and local law. Loyola Marymount seeks professionally outstanding candidates who value its mission and share its commitment to academic excellence, the education of the whole person, and the building of a just society. LMU is actively working to promote an intercultural learning community.*