

LEARN ABOUT OUR TEAMS

Advancement Services

The Advancement Services team processes all charitable gifts and certain types of revenue to the University. We maintain and update records for alumni, current and past parents of students, and other constituents relevant to the greater University community; we also help execute DAUR's operational strategies.

Advancement Systems & Analytics

The Advancement Systems and Analytics team plays a critical role in ensuring that DAUR's alumni and donor information systems operate smoothly. We are responsible for managing several technology platforms, including Fordham Advance (Ellucian CRM Advance), Blackbaud Fundraiser Performance Management, WebFocus (operational data reporting), and Power BI (visual analytics). We also develop operational data and analytics reports to support the needs of all business units within the Division.

Advancement Talent

The Advancement Talent team is dedicated to recruiting, hiring, developing, and retaining top talent across DAUR. We collaborate closely with Human Resources to ensure a seamless and consistent onboarding experience. In addition, we lead initiatives that shape and enhance office culture, organizing training workshops that equip managers to build and lead high-performing teams. With support from Human Resources, we also customize the employee appraisal process to promote constructive feedback, accountability, and clear documentation of performance outcomes.

Alumni Relations

The alumni relations team strives to connect our 210,000+ alumni with each other and the University in relationships that are lifelong, symbiotic, and meaningful. We achieve this by engaging our alumni base across schools, programs, and affinities on the premise that Fordham will be a stronger institution if we are united, particularly on critical matters. This overarching approach is then supplemented to ensure that cohort-specific engagement needs are met.

Arts & Sciences

The Arts and Sciences team at Fordham is composed of the faculty of arts and sciences at Fordham College at Rose Hill, Fordham College at Lincoln Center, and the Graduate School of Arts and Sciences. We work with the deans of these institutions and their faculty to identify, engage, cultivate, and solicit alumni, parents, and friends who may have a philanthropic interest in the schools. We also partner with the deans to develop fundraising strategies for specific projects.

Athletics

The Athletics Development team is the fundraising and engagement arm of the Fordham University Athletics Department. We help provide the resources needed to enhance the student-athlete experience, support competitive excellence, and position athletics to fully support University priorities.

Development Research and Prospect Management

Development research and prospect management identifies new major gift prospects for major gift officers and the president's office. We determine capacity to give, prepare research on potential donors, manage the prospect assignment process with the AVP for development for major gifts, and administer the prospect activity tracking process and prospect movement along the fundraising cycle.

Donor Relations

The Donor Relations team works to create and implement strategies that help reinforce relationships with the University's stakeholders and convey the value and impact of their investments on our students, faculty, and programs. We collaborate with DAUR colleagues and other University officers to support the University's advancement activities and promote productive interactions with alumni and friends through a donor-centric mindset.

Fordham Fund

The Fordham Fund team drives efforts to raise vital unrestricted fundraising revenue that supports all areas of the University. Through comprehensive marketing and communications strategies, the team engages nearly 200,000 alumni, parents, and friends to inspire donor acquisition, retention, and growth. Key initiatives include class, affinity, and program-based campaigns; identifying and soliciting leadership annual gifts; collaborating with volunteers and events to expand the donor pool; leveraging innovative programs to reach new audiences; and executing signature fundraising campaigns like Fordham's Giving Day.

The Gabelli School of Business

The Gabelli School of Business team works closely with Dean Aksoy, her faculty, staff, parents, students, and more than 46,000 living alumni to secure resources to advance the dean's vision, mission, and strategic plan. We engage stakeholders and raise funds for the undergraduate, graduate, and doctoral programs in New York, London, and Beijing. We identify alumni and parent leaders to serve on the dean's advisory board and other councils and boards within the business school.

Gift Planning

The gift planning team plays an important role in Fordham University's fundraising activities. We work closely with alumni across the University who have demonstrated an interest in adding Fordham to their estate plans. Our primary duties include stewarding existing life income and bequest intention donors, managing the 1841 Society, and creating strong working relationships with fundraisers by providing training, knowledge, and assistance where needed.

Institutional Giving

The Institutional Giving team supports the University in achieving its education and research mission by raising funds from corporations and foundations. We work across Fordham's schools to assist faculty and program directors in obtaining external support for projects identified as University priorities. Grant funds enable research, fund special projects, meet capital needs, support curriculum development, and provide resources for community engagement and a variety of other initiatives.

Law School's Office of Advancement

Fordham Law School's Office of Advancement aims to promote the mission and brand of the Law School by communicating the dean's strategic vision to a broad range of constituencies. The office focuses its work on three main areas: development, alumni relations, and marketing and communications who work to help meet our philanthropic priorities, engage our alumni, and share and protect the Fordham Law brand.

Major Gifts

The major gifts team raises major gifts from alumni, parents, and friends across the University. We are generalists, while our counterparts in DAUR are more school/area-specific. We also cover several strategic geographic regions for Fordham, such as Connecticut, New Jersey, New York state, California, Florida, the Great Lakes region, and the Baltimore and Washington, D.C. areas.

Mission and Public Impact Initiatives

The Mission and Public Impact Initiatives team works with the Office of Mission Integration and Ministry to fundraise for mission-related programs and objectives. This team partners with school/unit/program gift officers to enhance gift conversations for alumni, parents, and friends who are particularly invested in Fordham's connection to its Jesuit mission, as well as Fordham's impact in its neighborhoods through the Center for Community and Engaged Learning (Bronx, Lincoln Center, Westchester). In addition, this team works on fundraising efforts for the Graduate Schools of Education and Social Service.

Office and Financial Operations

The Office and Financial Operations team is responsible for the day-to-day operations of the office. We provide guidance on administrative policies and procedures. We also manage DAUR's finances and resources by overseeing budgeting, accounting, financial forecasting, and planning. Additionally, we analyze spending patterns, identify cost-saving opportunities, and implement strategies to keep expenses in check.

Regional Advancement

The Regional Advancement team is charged with dramatically increasing the quality and size of Fordham University's prospect pool. They play a key role in the overall growth of private philanthropy across the University by originating prospect/donor activity and coordinating all development work in their assigned regions. Regional gift officers work collegially with the school/unit/program gift officers and think creatively about how to leverage various forms of communication, as well as maximize multiple forms of technology to reach prospective donors and advance strategic philanthropic conversations.

Parent and Family Philanthropy

The Parent and Family Philanthropy team provides giving and engagement opportunities for family members of undergraduate students. We partner with student-facing colleagues to provide relevant parent communications and solicitations. Additionally, we oversee various parent volunteer groups and giving societies and host events for both these groups and the general parent and family community throughout the year.

Special Events and President's Council

In consultation with members of DAUR, the president's office, and the provost's and deans' offices, the special events team is responsible for the strategic development and implementation of all signature donor events for Fordham University, ranging in scale from 20 to 1,000 guests. We are responsible for the development of concepts, themes, formats, procedures, timelines, and solicitations/stewardship for donor cultivation/fundraising/recognition event experiences, including meetings, lectures, conferences, receptions, formal dinners, benefits, dedications, academic and athletic productions. This team produces the Fordham Founder's Dinner – and annually raises more than \$2 million for the Fordham Founder's Undergraduate Scholarship Fund, which helps Fordham advance its goals and mission of recruiting more underrepresented students of all backgrounds to the University. The team also manages engagement opportunities for and philanthropy of the President's Council, a group of successful professionals and philanthropists who are committed to mentoring Fordham's future leaders [students and young alumni], funding key initiatives, and raising the University's profile. Council members share their time and expertise with the Fordham community, opening doors in the corporate sector for University leadership and serving as a sounding board for the president.

WFUV

WFUV's development and membership team focuses on producing three signature special events that cater to more than 1,000 attendees annually: The WFUV High Line Bash, On the Record, and the Holiday Cheer VIP Party. We cater to approximately 16,000 members and raise nearly \$4,400,000 annually, raising funds via quarterly on-air membership drives, a patron-level Marquee membership program, a sustainer program, direct mail and email appeals, and car donations. Funding is also raised via major gifts.