



Boyden Executive Search Contact

Lisa Vuona | 508.320.6445 | lvuona@boyden.com

Sarah Lawrence College

Sarah Lawrence College (SLC) is a prestigious, coeducational college that has maintained a tradition of excellence and innovation in the liberal arts since its founding in 1926 on progressive educational principles. By fostering an inclusive, diverse, and intellectually curious community through its unique approach to education, the College's distinguished faculty and staff strive to provide students with the drive and skills they need to make a difference in their own lives and those of others.

Position Summary

Reporting to the Vice President of Advancement and External Affairs, the Associate Vice President of Philanthropy will oversee major and principal giving, planned giving, corporate and foundation relations, and research/prospect management.

The Associate Vice President will be responsible for developing and implementing strategies that advance the reputational and financial goals of the college. He/she will frame the value proposition of Sarah Lawrence to engage alumni, students, parents, and friends of the College as ambassadors and donors, demonstrating its diverse and forward-thinking culture and community.

Leveraging the refined and repositioned institutional reputation, the Associate Vice President will be part of an Advancement team striving to meet and grow its annual fundraising goal of approximately \$15 million and build a funnel of donors toward the next campaign.

This is an exciting time for the College. The Associate Vice President will play a critical role in the College by honoring its legacy, building on the success of the Campaign and planning for the future:

- ***Sarah Lawrence's Centennial Celebration*** – As the College approaches the 100th anniversary of its founding in 1926, the College will honor this milestone through major new fundraising and marketing initiatives.
- ***Expansion and Innovation of Student Facilities and Resources*** – The College is continually seeking to improve its offerings in all aspects of academics and student life. Recently, Sarah Lawrence completed the new Barbara Walters Campus Center, made possible by a \$15 million gift from Ms. Walters herself, a distinguished alumna of the College. The Center sits at the heart of the campus, serving as a space for connection between students, the College and the community. Future capital improvement plans will continue to improve student living and community experiences.

- ***The Campaign for Sarah Lawrence: Ahead of the Curve*** – the College wrapped up an ambitious campaign to raise \$200 million in support of the College’s continuing growth. The campaign concludes at the end of October 2019. Funded priorities included scholarships, multiple endowed academic chairs, the development of campus spaces and amenities (including the Barbara Walters Campus Center), and much more. Find out more about the Campaign for Sarah Lawrence at campaign.sarahlawrence.edu.

Strategy and Oversight

The Associate Vice President will oversee and manage a team of eight fundraisers and support staff, and be the lead fundraiser for the College. He/she will work closely with the President of the College, Members of the Board of Trustees, and the Vice President for Advancement and Marketing on every aspect of College fundraising. He/she will inspire alumni, parents, and the greater Sarah Lawrence community to increase their philanthropic support of the College. He/she will carry an elite portfolio of around 50 top major gift prospects.

- In collaboration with the Vice President, create an annual plan for major and principal giving, planned giving, corporate and foundation relations, and research/prospect management;
- Identify, cultivate, solicit and steward a portfolio of donors and prospects to achieve annual revenue goals;
- Recruit, manage, evaluate, and inspire a team of eight while instituting best practices and ensuring top performance using individual and unit-wide metrics, goals and strategies;
- Engage alumni, parents, faculty, and friends in innovative and vigorous ways to encourage connection to the College, community, and to each other, and help to increase the giving participation rate;
- Serve as a representative of the College by attending College-wide events;
- Assist the Vice President and senior staff with major gift stewardship and solicitations through planning, research and materials development;
- Collaborate across the Advancement department and across campus to build and strengthen internal relationships;
- Leverage research, data and analytics as a roadmap for productivity;
- Work seamlessly with the Senior Director of Annual Giving and Alumni Relations as well as the AVP of Marketing and Communications.

Experience and Skills

- Bachelor’s degree required.
- Minimum of eight years of job-related experience.
- Success in soliciting and closing seven-figure gifts.
- A skilled, experienced manager with expertise in coaching and mentoring development officers in all aspects of the solicitation cycle.
- Experience with designing and implementing fundraising programs.

- Demonstrated success in working in a complex organization.
- Strong collaborator, individual contributor, and team player who can develop authentic partnerships within the department and throughout the institution.
- Excellent oral and written communication skills.
- Data-driven, with expertise in donor management systems such as Raiser's Edge.
- Proficient in leveraging technology for effective data analysis and research.
- Experience working on a major campaign, demonstrating a deep understanding of strategic planning, execution, and evaluation.
- Proven ability to multitask by successfully managing a team and individually fundraising simultaneously.

Personally, the ideal candidate will be a seasoned fundraising professional who is:

- Passionate about higher education broadly and the need for private support to complement and support a liberal arts education;
- Committed to broadening and deepening relationships with prospective donors;
- Sophisticated and poised, with the executive presence to lead and serve as an ambassador for the College;
- A collaborative leader and partner, able to manage a team;
- Honest, straight-forward, and self-directed with the internal desire to make a difference;
- Flexible and adaptable in working with multiple constituencies, including faculty, prospective and current students and their families, staff, alumni, and the surrounding community;
- A self-starter with an ambitious mentality, willing to roll-up their sleeves and actively take on new challenges.

A Diversified Community

The College is deeply committed to developing an inclusive and diversified community and in recent years has moved to increase the diversity of backgrounds and identities of the students for whom a Sarah Lawrence education is available. SLC has invested significant effort and resources in admissions, financial aid, and student programming during a period of unprecedented competition to attract and enroll high-achieving students. Over the last decade, those efforts helped the College increase the number of undergraduates who are US citizens who self-identify as students of color from 237 in 2007 to 352 in 2018 (from 18% to 26% of total enrollment). In the same period, the number of international undergraduate students on campus increased from 42 (3%) to 170 (12%). Taken together, US and international students who identified as students of color doubled in this period from 237 to 471 (from 18% to 34% of students enrolled). Among Faculty, 18% self-identified as people of color, 48% as female and 52% as male; 33% of Staff during the same time period self-identified as people of color.

The Sarah Lawrence campus is located just north of New York City and is home to 1,377 undergraduate students and 12 graduate programs. Students are encouraged to develop their own courses of study within the 50 disciplines available at Sarah Lawrence. They receive personalized attention from professors throughout

their time on campus thanks to the College's 9:1 student:/faculty ratio and high percentage of small, round-table seminar-style courses offered. Seventy percent of SLC graduates earn advanced degrees.

Since SLC's founding, political and social activism has been at the heart of the Sarah Lawrence identity as a natural outcome of its pedagogy. Students regularly and increasingly participate in service-learning classes and student-led community engagement initiatives supported by the Anita L. Stafford Community Partnerships and Service Learning Program. The College has a remarkable track record of producing high-achieving graduates who make lasting marks in their professions and on their communities. The College is well known for its excellence in the arts and in writing and has produced multiple winners of the Pulitzer Prize, MacArthur "Genius" grants, PEN/Faulkner and Pushcart Prizes, as well as Tony, Emmy, Bessie, Golden Globe, Obie, Grammy, Screen Actors' Guild, and Academy awards.

Campus facilities include theatres, art and performance studios, and music spaces; modern science labs; state-of-the-art graphic computing equipment; competitive sports facilities; a 60,000-square-foot visual arts center; and recently renovated dining facilities.

Development and Advancement Overview

In October 2019, Sarah Lawrence closed its \$200m Campaign above goal, the College's largest fundraising effort to date. In addition to opening the Barbara Walters Campus Center, the first new building on campus in a decade, the College concluded the campaign with gifts toward scholarships, faculty programs and chairs, and an increased endowment.

In 2020, the College received their biggest gift to date to fund New Business Ventures, a strategy to expand the offerings of the College to a new Genomics Institute, commitment to new technology and an increase in young faculty salaries.

Boyden Contacts



Lisa Vuona, Partner

lvuona@boyden.com

M +1 508.320.6445

About Boyden

Founded in 1946, Boyden global executive search was the first firm to focus entirely on retained executive search. Others would soon follow, using many of the basic tenets and principles that Sidney Boyden put in place: maintaining a strict code of ethics and standards; establishing a global presence; creating uniform processes; and working with highly experienced business partners. These aspects of Sidney Boyden's vision are still in use today.

Boyden continues to be a leader in the executive search industry. Through the ever-expanding use of cutting-edge technology, while always adhering to strict ethical standards, we remain true to our rich heritage as the founders of retained executive search. We cover the globe with over 70 offices in more than 40 countries, led by resident professionals adept at working in a global economy. We are poised to help our clients find the people who will lead them today and into the future. In addition to retained executive search, Boyden works with clients seeking advice regarding their Boards. We also assist clients with interim management and leadership assessment.

This document contains confidential and/or legally privileged information. Any disclosure, reproduction, or distribution without the consent of Boyden is strictly prohibited.