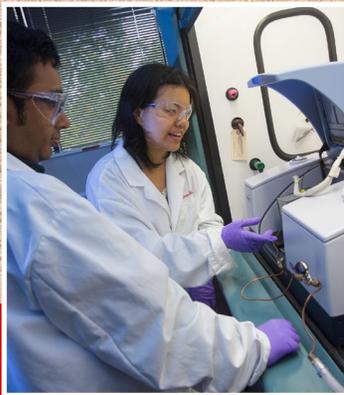
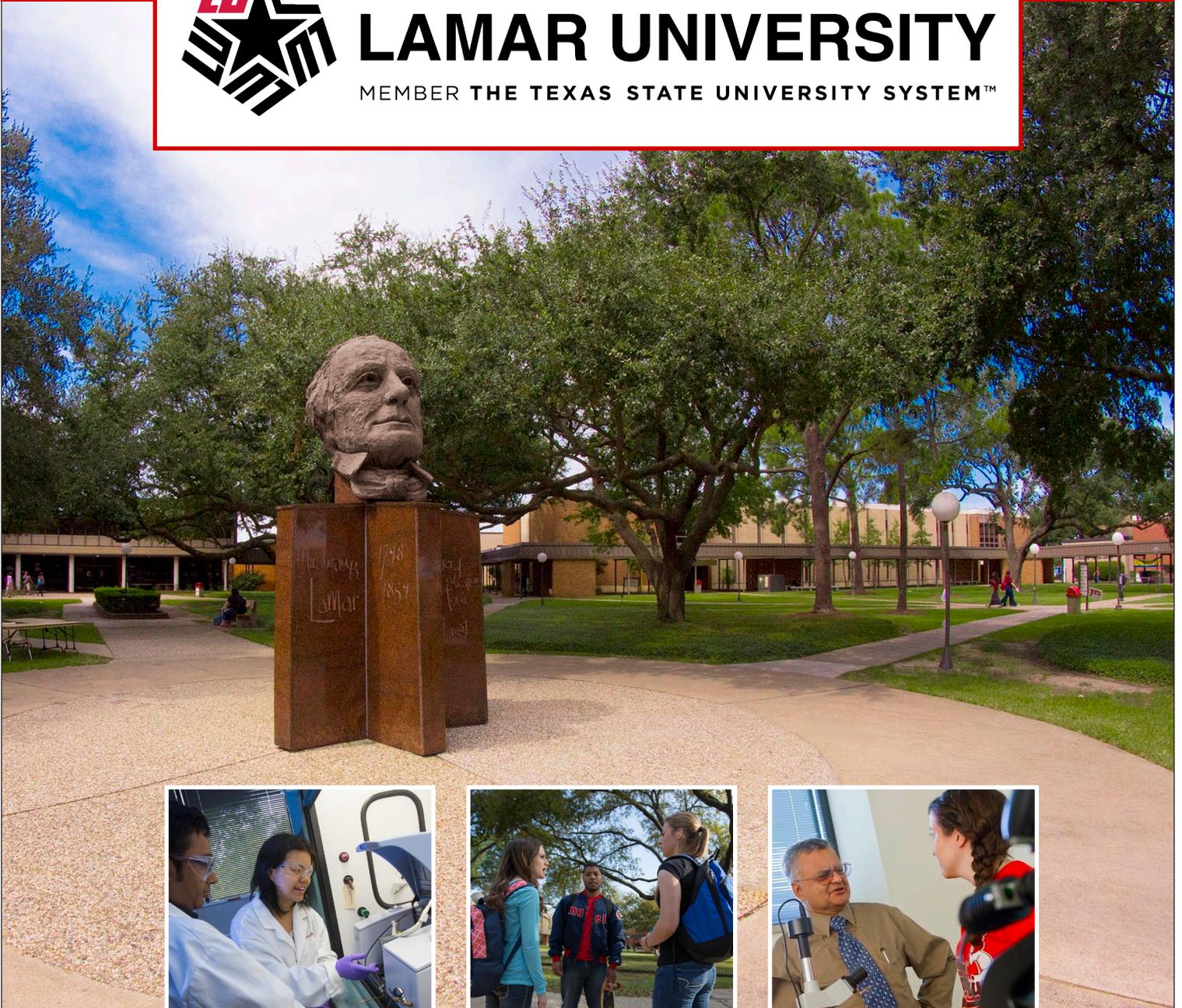




# LAMAR UNIVERSITY

MEMBER THE TEXAS STATE UNIVERSITY SYSTEM™



announces a National Search for the

## Associate Vice President for University Advancement

Beaumont, Texas

# Associate Vice President for University Advancement

Lamar University, a member of The Texas State University System, seeks an experienced fundraising professional to provide visionary leadership as the **Associate Vice President for University Advancement**. This dynamic and energetic leader directs and manages the fundraising activities to achieve Lamar’s mission and potential, emphasizing a comprehensive and integrated approach to philanthropic resource development for the University.



## The Opportunity

Reporting directly to the Vice President of University Advancement, the Associate Vice President of University Advancement serves as a member of the Advancement leadership team. The Associate Vice President of University Advancement is responsible for planning and managing major and annual giving efforts, including corporate and foundation relations for the University, as well as managing Lamar’s comprehensive campaigns.

The Associate Vice President provides leadership and direction to a team of fundraising professionals and is responsible for developing and implementing professional processes and activities in all areas under his/her supervision. The administrator also provides ongoing staff management, including orientation, performance evaluations, and professional development.

In collaboration with his/her team, the AVP establishes annual plans and goals with metrics to measure success. The officer works with the University Marketing department to develop and implement messages and themes for fundraising.

The Associate Vice President is involved in community outreach as a representative of the University with external constituents in the business, arts, education, and other related communities.

Duties also include:

- Providing leadership, direction, and motivation to the professional development staff
- Personally managing a portfolio of major gift prospects and developing and implementing cultivation and solicitation strategies
- Developing strategies and programs necessary to ensure continued



success by providing advice, analysis, and recommendations to decision-makers on prioritization, planning, and policy issues in relation to major gift fundraising

- Working closely and in partnership with the President of the University, Vice Presidents, Deans, faculty, staff, and volunteers to implement and achieve the goals of the development operation
- Developing short- and long-range strategic plans for fundraising efforts for the University
- Developing regular means for assessing plans and goals for each area of responsibility
- Preparing and presenting reports related to areas of responsibility
- Actively participating on the Advancement senior leadership team and collaborating with other colleagues in development, alumni relations, Foundation, and advancement services and prospect research to increase contacts and fundraising totals

## Statement of Mission

Lamar University engages and empowers students with the skills and knowledge to thrive in their personal lives and chosen fields of endeavor. As a doctoral granting institution, Lamar University is internationally recognized for its high quality academics, innovative curriculum, diverse student population, accessibility, and leading edge scholarly activities dedicated to transforming the communities of Southeast Texas and beyond.

## Qualifications

A bachelor’s degree and 10 years of substantial, progressively responsible and successful principal and major gifts fundraising experience are required. A combination of education and experience may be considered.

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*Lamar University has more than 75,000 alumni who live in every county in Texas, in each of the 50 United States, and in hundreds of nations around the world.*

Travel and weekend/evening work are required.

The preferred candidate will have:

- Higher education fundraising experience
- Proven management experience of development professionals and support staff
- Demonstrated success in working with volunteer leadership
- Experience planning and executing a comprehensive campaign; fundraising experience in a complex university and prior experience working with a major gift program

### About Lamar University

Home to nearly 15,000 students, Lamar University is among the fastest growing Texas colleges and universities.

Founded in 1923, LU offers more than 100 programs of study leading to bachelor's, master's, and doctoral degrees. Dr. Kenneth R. Evans became the University's 15th president in 2013.

The University has been nationally recognized for the quality of its core curriculum and the diversity of its student body. Lamar's small class sizes and a low student-to-faculty ratio allow students to build meaningful relationships with expert faculty who truly care about their success.

Lamar stresses academic achievement by emphasizing hands-on learning at all levels, providing ample opportunities for undergraduate research, and supporting an excellent Honors Program. LU was recently designated as a Carnegie Doctoral Research University, one of only 29 public schools in the nation to receive this

designation. It has more than 300 students enrolled in doctoral programs.

The University also has a robust and growing online program. Nearly a third of semester credit hours are taught online. In addition to providing online courses to on-campus students, LU offers ten baccalaureate degrees, seven Master's programs, and one doctoral program online.

Beyond the classroom, students develop leadership skills and lifelong friendships in more than 100 campus clubs and organizations. Students make an impact through nationally affiliated fraternities and sororities, professional associations, cultural groups, religious clubs, and service organizations.

More than 2,500 students live on campus in modern, apartment-style residence halls. All students have access to the gourmet dining hall and the spacious Sheila Umphrey Recreational Sports Center, a showpiece facility with a 43-foot climbing wall, all the latest workout equipment and a range of intramural sports.

Lamar's athletic program has more than a dozen NCAA Division I sports: Men's baseball, basketball, cross country, football, golf, tennis, and track and field, and Women's basketball, cross country, golf, soccer, softball, tennis, track and field, and volleyball. The Cardinals compete in the Southland Conference and have a history of winning championships in sports including men's and women's basketball, volleyball, golf, and cross country.

The baseball program has produced multiple major leaguers. LU's new football program has heightened excitement on campus with sell-out crowds and students involved in

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marching band, cheerleading, the dance team, and game-day tailgating.

The 270-acre campus in Beaumont is about 90 miles east of Houston and about 25 miles west of Louisiana. Its location provides easy access to large city activities, such as professional sports, top entertainment, and world-class dining and shopping.

Lamar has an annual operating budget of \$168 million. External support for research at the University is strong with faculty members securing more than \$13 million in federal, state, business and foundation grants to fund their inquiries. Funding sources include the National Science Foundation, the National Institutes of Health, the National Endowment for the Arts, the U.S. Department of Defense, the U.S. Department of Education, and many others.

The University is home to 11 grant-funded research centers in the Texas Centers for Technology Incubation housed in the College of Engineering.

The University is accredited by the Commission on Colleges of the Southern Association of Colleges and Schools. Several LU colleges and programs hold additional specialized certifications recognizing their quality and expertise.

## About University Advancement

Lamar's University Advancement Division is dedicated to building awareness, community, tradition, involvement, advocacy, and contribution among its constituents in order to strengthen the programs of the University. The division seeks to develop and promote vital connections to the University that create continuing support from alumni, friends, and the community.



The Development Office supports the Lamar's instructional, research, and service mission through the cultivation of relationships and the raising of funds for the benefit of the University. While a part of the University, LU's Development staff works closely with the Lamar University Foundation.

The University's first-ever comprehensive campaign, *Investing In The Future: The Campaign for Lamar University*, concluded in 2013. It successfully surpassed its goal by raising more than \$132 million.

The campaign launched in 2006 with a \$50 million goal. At the end of the campaign's silent phase in 2008, the goal was raised to \$100 million. In 2012, the campaign cabinet raised the goal to \$125 million in response to the enthusiasm among donors.

Of the \$132 million raised, \$72 million was for academic support, \$40 million for scholarships, and \$20 million for athletics. Nearly half of the campaign's 34,193 gifts came from beyond the Southeast Texas region.



## About Beaumont, Texas

Lamar University is in Beaumont, Texas, a diversified city of more than 115,000 residents. Beaumont is home to businesses and industries stemming from a strong petrochemical and agricultural base. World-renowned companies are attracted to the area's resources and its educated workforce.

A host of cultural attractions offer a variety of leisure options from museums and symphony presentations to shopping districts and many spring and fall festivals. A civic center, convention center, entertainment complex, and coliseum draw professional entertainers and a wide variety of business, social, and professional groups to the city.

Beaumont is convenient to lake, river, and ocean recreation. Located only a few miles from the balmy Gulf Coast, the city is little more than an hour from the Big Thicket National Preserve, large lakes, and piney woods.



## Applications & Nominations

**Applications** must include:

- A letter of interest
- A current resume
- At least five references with full contact information
- Answers to the questions at: [www.myersmcrac.com/skins/userfiles/file/MMQuestions.pdf](http://www.myersmcrac.com/skins/userfiles/file/MMQuestions.pdf)

Submit applications to: [Lamar-AVP@myersmcrac.com](mailto:Lamar-AVP@myersmcrac.com)

**Nominations** should include contact information for the individual being nominated. Submit nominations to: [Lamar-nominate@myersmcrac.com](mailto:Lamar-nominate@myersmcrac.com)

Confidential review of materials is underway and continues until the appointment is made.

**Kenny Daugherty, Executive Vice President of Myers McRae Executive Search and Consulting**, is assisting Lamar University with this search.



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*Lamar University is an equal opportunity, affirmative action educational institution and employer. Lamar University will not discriminate against any employee or applicant for employment because of race, color, religion, sex, age, disability, national origin, veteran status, sexual orientation, or gender identity, consistent with the Assurance of Compliance with the Title VII of the Civil Rights Act of 1964; Executive Order 11246 as issued and amended; Title IX of the Education Amendments of 1972, as amended; Section 504 of the Rehabilitation Act of 1973.*