



Lander

UNIVERSITY



EXECUTIVE SEARCH

Vice President for University Advancement and Executive Director of The Lander Foundation

Presented by



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Lander University, a comprehensive regional public university in South Carolina, seeks an experienced administrator and successful fundraiser to serve as the **Vice President for University Advancement and Executive Director of The Lander Foundation**. Applications and nominations are being accepted.



The Opportunity

Lander University is one of the fastest growing institutions of higher education in South Carolina. More than 3,000 students are enrolled in undergraduate and graduate programs across five colleges and a school. The University anticipates continued growth, reaching approximately 5,000 students.

In 2015, Richard Cosentino, Ph.D., was appointed president. During his tenure, President Cosentino has placed a priority on fundraising and resource development.

The University seeks a talented and

experienced development executive with a strong record of accomplishments in fundraising and fundraising administration. Reporting to the President, the Vice President will have broad authority and responsibility for oversight of all aspects of the University Advancement office.

The Division of University Advancement is comprised of three departments: Development, Alumni Relations, and Advancement Services.

- **Development** provides fundraising and resource development, including annual giving, major giving, organizational giving (including

corporation and foundation relations), planned giving, and special initiatives.

- **Alumni Relations** serves the University's 18,000 alumni through outreach and engagement; events; alumni services; communication; and affinity programs.
- **Advancement Services** supports the unit through database operations; donor recognition and stewardship events; prospect research and management; and advancement communications and marketing.

The new Vice President will have the opportunity to make key Advancement hires to build upon an already solid foundation of team members.

The Vice President for University Advancement also will hold the position of Executive Director of The Lander Foundation. In that role, the Vice President will facilitate activities of the Foundation Board, serve as the liaison between the Foundation and the broader university community, and be responsible for oversight of the management of the endowment.

The Vice President will be a member of the University's executive leadership team. This administrator will work with the team to achieve Dr. Cosentino's and the Board of Trustees' vision for the University.

To be successful in this position, the Vice President must have proven leadership



Lander University Mission Statement

Lander University offers high-demand and market-driven programs to ambitious and talented students in South Carolina and beyond. These programs are delivered in a rich liberal arts environment to produce highly qualified and marketable graduates.

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and communication skills. The Vice President will interact with various campus constituency groups, including academic, athletic, and student leaders and organizations, as well as existing donors and alumni groups throughout the nation.

The Lander Foundation

Since 1948, The Lander Foundation has played a major role in the life of Lander University. For 25 years, the Foundation was the policy-making board of the

University. When Lander moved from private to state support in 1973, The Lander Foundation was reorganized into an independent, nonprofit organization operating solely to support Lander.

As a public institution, Lander University receives state funds to ensure its students receive a very good education. Lander, however, is committed to offering an education that goes beyond very good. Friends of Lander who share that vision are helping provide, through The Lander Foundation, the funding that

makes the difference between a very good education and one that is truly excellent.

Qualifications

The appointed candidate will be a strong leader with integrity and a strategic thinker who is organized, willing to travel, and desires to excel at being an effective and sensitive advancement partner with the Board(s), President, faculty, staff, volunteers, funding sources, and others.

A bachelor's degree is required; an advanced degree is preferred. At least five years of experience in progressively responsible development positions and competency with electronic donor information systems are strongly preferred.

Other requirements in qualities, experience, and skills include:

- High professional aspirations and the ability to serve as a mentor to a

Lander University Leadership

President Richard E. Cosentino



Richard E. Cosentino, Ph.D., began his tenure as Lander University's 12th president on July 1, 2015. He has more than 25 years of experience in higher education as a senior administrative and financial executive and a background in fundraising, enrollment management, and government relations.

Dr. Cosentino came to Lander from the University of North Carolina at Pembroke (UNC-P), where he was the Vice Chancellor for Finance and Administration. He was responsible for strategic management and leadership in over a dozen areas, including budget and financial planning, information technology, human resources, risk management, procurement and facilities management. A native of Baltimore, Md., Dr. Cosentino has a Bachelor of Science in business administration with a major in finance and a Master of Business Administration with a major in strategic financial planning from the University of Baltimore in Maryland. He earned a Ph.D. in engineering from The George Washington University

(GWU) in Washington, D.C.

Prior to UNC-P, Dr. Cosentino was an Assistant and Associate Vice President for Finance and Administration at GWU and Vice Dean for Finance and Administrative Affairs in the university's School of Engineering and Applied Science. He also worked as a Senior Budget Manager at Johns Hopkins University School of Medicine and as a Senior Administrator and Director of Budget and Finance at the University of Maryland School of Medicine. He has presented at national conferences, addressing contemporary issues affecting higher education. His particular interest is the fielding of complex enterprise class systems in higher education environments.

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dedicated staff seeking leadership and professional development

- A record of achievement in higher education fundraising or a related development context, including capital campaign and major gift solicitation experience, and knowledge of best practices in advancement
- The ability to identify and pursue opportunities between ongoing projects and potential donors
- Excellent analytical and communication skills, including public speaking
- Ability to effectively communicate Lander's vision and distinctive mission
- Significant development experience building effective constituency-based development programs, as well as corporate and foundation development programs
- Oversight of the growth and management of foundation financial assets
- Experience in working with university advancement, foundation, and alumni offices
- Demonstrated experience and track record of leading a team, based on and off campus, and cooperating with leadership in a collaborative and results-driven environment that enables the team to cultivate donors; plan, execute,

and close major gifts; and create vibrant alumni networking

- Significant experience with alumni engagement, as well as experience engaging and cultivating new donors from recent graduating classes to promote lifelong giving
- The ability to create policies and procedures to govern the Foundation
- Demonstrated ability and successful track record in securing significant major and principal six- and seven-figure gifts
- Successful direct experience in planning or leading major comprehensive campaigns
- Experience in working and interacting with governing boards and other volunteer leaders
- Successful employee hiring and team development

Lander University

Established in 1872, Lander University is experiencing unprecedented growth, as evidenced by a 26 percent increase in freshman enrollment over the previous fall. More than 91 percent of Lander's students are South Carolina residents, with every county in the state represented.

Ranked among the top five regional public colleges in the South for 2016 by *U.S. News and World Report*, Lander offers more than 60 areas of study, including 16 signature academic

Vision & Core Values

All Lander University graduates are educated, well rounded and prepared to continue their education or launch their careers. Lander University will be:

- Relevant
- Timely
- Innovative
- Supportive
- Informed
- Diverse
- Responsive
- Competitive
- Sustainable
- Ethical
- Transparent
- Responsible

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programs in fields that are emerging and in high demand. In addition to its academic programs in Arts & Humanities; Behavioral & Social Sciences; Business; Education; Science & Mathematics; and Nursing, the University has an Honors College that offers academically accomplished students challenges both inside and outside the classroom.

The University has more than 500 full- and part-time faculty and staff. The campus is a close-knit community of professionals who work together toward the same goal of providing the best educational experience for students.

Lander's robust selection of pre-professional programs include pre-dentistry, pre-law, pre-medicine, pre-occupational therapy, pre-optometry, pre-pharmacy, pre-physician assistant, and pre-veterinary medicine. Students also can participate in a variety of study abroad opportunities, from Central and South America, to Europe, Asia, and beyond.

Lander's athletic teams are continually ranked in the top 25 in the country and are highly competitive in the Peach Belt Conference and NCAA Division II. Lander student-athletes also score high in the classroom, as many are listed on the Peach Belt Conference Presidential Honor Roll.

Greenwood, South Carolina

Lander University is located in Greenwood, a beautiful, thriving city nestled in South Carolina's Upstate region. With a population of some 25,000, the city is home to a number of regional festivals, including the nationally acclaimed Festival of Flowers and the *Food Network*-featured Festival of Discovery.

Exceptional dining, shopping, and cultural attractions are available only minutes from campus. The area



offers plenty of recreational options, including the beautiful 11,000-acre Lake Greenwood. The mild winter weather permits year-around outdoor recreation.

Greenwood has a high quality of life

with affordable quality housing and public and private schools.

Larger cities, beaches, and the mountains are easily accessible with three major roadways serving the city.

Application and Nomination Process

Confidential inquiries are welcomed; nominations are invited.

To Apply - Applications must include:

1. Letter of interest
2. Current resume or curriculum vitae
3. At least five references with full contact information, including emails (References will not be contacted without consent from applicant.)

Submit applications to Lander@myersmcrac.com by **July 12, 2018**, for best consideration. The search remains open until the position is filled.

Submit nominations to Lander-Nominate@myersmcrac.com with individual's full contact and email information.

Emily Parker Myers, CEO, and **Jennifer Barfield**, Senior Vice President, of **Myers McRae Executive Search and Consulting**, are assisting Lander University with this search.



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It is the policy of Lander University that no person shall be discriminated against, excluded from participation in, denied the benefits of, or otherwise be subjected to discrimination in employment, or in any program or activity for which the University is responsible on the basis of race, color, national origin or ancestry, sex, sexual preference, age, disability, religion, height, weight, marital status or veteran status. All candidates must have legal authorization to work in the United States. Lander University is not sponsoring H1B Visa.