



Regional Advancement Director
Search Extended

Colgate University, one of America's top 15 liberal arts universities, invites inquiries, nominations, and applications for the position of Regional Advancement Director. A highly selective, independent institution with an undergraduate college at its core, Colgate offers the Bachelor of Arts in 51 major concentrations and additional minor concentrations in 23 academic departments. The campus is located in the village of Hamilton, in rural central New York. With 2,750 undergraduates (51 percent women and 49 percent men), Colgate is one of the nation's largest liberal arts colleges as defined by the Carnegie Foundation. Students of color comprise approximately 21 percent of the undergraduate population. Nearly 90 percent of students who enroll will graduate from Colgate — one of the highest rates in the country. Colgate's endowment is at \$705 million.

In March 2007, Colgate launched the public phase of Passion for the Climb: The Campaign for Colgate, a comprehensive \$400 million campaign to implement a strategic vision for the university. As of February 2008, commitments from alumni, parents, and friends in support of campaign initiatives reached \$260 million.

Joining a team of 31 advancement professionals, the Regional Advancement Director will report to the Director of Advancement for Capital Giving. Regional Advancement Directors work closely with other team members as well as with other staff in the advancement program to meet the fundraising goals and support the strategic initiatives of Colgate University. The Regional Director is responsible for a portfolio of major gift prospects concentrated in a specific geographic region, with a particular emphasis on those who have the capacity to make gifts of \$100,000 or more over five years.

The Regional Director will promote maximum engagement and giving to Colgate, including annual, capital, and planned gifts, from a select group of leadership giving prospects. He/she will work with the team in research, annual giving, and planned giving to develop strategies for a portfolio of prospects, as appropriate. The Director will travel extensively and maintain an average of 12 to 14 personal visits per month. It is expected that the Director will create and implement strategies for the cultivation and solicitation of 150 to 200 assigned prospects while determining the appropriateness of involvement of other advancement staff, volunteers, faculty, deans, provost, and/or the president. He/she will work closely with the Director of Leadership Giving and Director of Donor Relations to ensure recognition and stewardship plans are in place for assigned prospects.

The successful candidate will possess strong leadership, interpersonal, and communication skills along with extensive experience in advancement. Preference in private college advancement is highly desirable. Requirements include a baccalaureate degree and a proven track record in garnering philanthropic support. The ability to balance multiple priorities in a fast-paced organization and work effectively with staff, administrators, faculty, alumni, and board members is essential. Enthusiastic commitment to advancing the university's mission, experience in team building and campaign management along with a high level of energy, initiative, and a sense of humor are required.

Interested individuals should send a letter describing their interest in and qualifications for the position, a résumé, and contact information — including mail and e-mail addresses — for five references. Information should be sent electronically (Microsoft Word attachments preferred) to Bill Spelman at Bill@wspelman.com. The subject line of the e-mail should be **RADColgate**. Confidential inquiries will be received at 585-787-9742.

Documents that must be mailed should be sent to William Spelman Executive Search at 667 Midship Circle, Webster, NY 14580. All applications and inquiries are confidential, and all reasonable efforts will be made to maintain confidentiality for those candidates who proceed to on-campus interviews. The process will begin immediately and will continue until the position is filled.

Colgate University is an Equal Opportunity/ADA employer. Women and minorities are strongly encouraged to apply. Developing and sustaining a diverse faculty and staff further the university's educational mission.