

**SAN FRANCISCO BAY
UNIVERSITY****Boyden Executive Search Contact**Wendy Wilsker | 781.572.5703 | wwilsker@boyden.comShaké Sulikyan | 508.410.1811 | ssulikyan@boyden.com**Position Summary**

San Francisco Bay University (SFBU) is redefining education to help empower every student who wants a degree to have access to a school that is transformative in its learning environment. In making this a reality, SFBU is striving to disrupt the broken higher education system characterized by skyrocketing tuition, disconnected curriculum, and a system that struggles to serve students. SFBU is the only institution in the country poised to take on this challenge and rethink the experience they provide students. Through inclusive education that inspires SFBU's students, the University can innovate and transform not only higher education itself but also the industries they advance and the communities they serve.

Inclusive, innovative and inspirational are three words that embody the spirit and culture of San Francisco Bay University and define the qualities that the first Vice President of Advancement will bring to this inaugural role.

Reporting to President Nick Ladany and serving on the President's Leadership Cabinet, the VP of Advancement will have the rare opportunity to build an Advancement Program from the ground up. Entrepreneurial and innovative, the VP will initially focus on creating and building the infrastructure and systems of the Advancement program. Resources have been allocated to begin hiring an Advancement Team in the first year. SFBU is implementing Salesforce as their integrated CRM and plans to utilize it for Advancement and Alumni and Community Relations efforts. The VP of Advancement will create a five-year plan for advancement with a goal of reaching a minimum of \$5-7M raised and \$2M received annually by year five.

SFBU is seeking a seasoned non-profit leader with expertise in building and elevating high performing and progressive fundraising teams and programs. The VP of Advancement will be a critical thought partner to President Ladany and the Leadership Cabinet.

Essential Responsibilities

- Design, create, implement, and lead Advancement strategy.
- Develop and implement a five-year fundraising plan for SFBU in collaboration with President Ladany and colleagues.
- Collaborate with the CFO in creating a department budget with realistic assessments of projected revenue and expenses in alignment with the organization's budget and programmatic needs.
- Establish performance measures to monitor results and evaluate effectiveness of fundraising efforts, reporting regularly on progress toward fundraising goals.

- Identify and implement strategies that support program and administrative staff members' role in donor engagement and stewardship.
- Support the Board of Directors' related committees and provide leadership in pursuit of private fundraising.
- Work in close partnership with the President, faculty, and members of the Board to identify and cultivate prospective donors to the University.
- Identify, qualify, cultivate, solicit, and steward a portfolio of individual major gift donors.
- Develop relationships with Silicon Valley corporations and both national and regional foundations; oversee the development of compelling partnership opportunities, grant proposals, and impact reports.
- Build community partnerships and represent SFBU externally at a variety of civic and business events.
- Hire, train, and supervise team members.

Qualifications

The Vice President of Advancement role requires candidates to have 10+ years as a frontline fundraiser (foundation relations, corporate relations, or major gifts) and 2+ years directly managing staff.

- 10+ years of front-facing experience in nonprofit fundraising.
- Proven record of building and maintaining fruitful relationships with donors, including individual, corporate, and foundation funders.
- Excellent written and verbal communication skills; including grant writing experience.
- 2+ years of successful management experience leading outcomes-driven teams.
- Leadership capabilities: experience in planning, leading, and managing development projects, including coordinating with peers to achieve desired outcomes, and tracking and reporting on progress to leadership/board of directors.
- Coaching: enjoys coaching others and being coached.
- A demonstrated commitment to diversity, equity, and inclusion.
- Entrepreneurial spirit: takes initiative and actively seeks to deepen current donor relationships and to forge new ones.
- Communications: skilled in creating powerful and compelling written and oral communications for fundraising. Able to convey complex ideas through brief, simple materials. Experience with and credibility in presenting materials to external audiences.
- Influencing: creates win-win situations and responds appropriately to key stakeholders.
- Collaboration: effective at working with others to reach common goals and objectives.
- Relationship Building: skilled at establishing and cultivating strong relationships across different levels of the organization and externally. Enjoys networking and meeting new people.
- Adept with technology.

Boyden Contacts**Wendy Wilsker**

Managing Partner

wwilsker@boyden.com

M. 781.572.5703

**Shaké Sulikyan**

Senior Advisor and Consultant

ssulikyan@boyden.com

M. 508.410.1811

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.

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