



CHIEF DEVELOPMENT OFFICER
ADVANCED STUDIES IN CULTURE FOUNDATION
CHARLOTTESVILLE, VIRGINIA



Advanced Studies
in Culture
Foundation

Aspen Leadership Group is proud to partner with the Advanced Studies in Culture Foundation in the search for a Chief Development Officer.

The Chief Development Officer will expand the base of support for the Institute for Advanced Studies in Culture in tandem with the expansion of the Institute's national influence. The Chief Development Officer will possess an entrepreneurial vision and significant principal and major gift experience, as well as a passion for relationship building and prospect development. The Chief Development will serve as a collaborative fundraising thought partner with the senior leadership team of the Foundation and Institute, including the Executive Director and Director, to successfully design and execute a fundraising plan that supports the Institute's vision and mission. The Chief Development Officer will join and help lead a small, high performing team prepared to work and grow with the Foundation and find joy in their work, while setting an example of collegiality, hospitality, and institutional effectiveness in the midst of a world class university.

The Advanced Studies in Culture Foundation (ASCF) was established in 1995 as a 501(c)(3) non-profit organization to support the work of the Institute for Advanced Studies in Culture at the University of Virginia. For nearly thirty years, ASCF and its individual and institutional partners and supporters have enabled the Institute to explore contemporary cultural change and its individual and social consequences and have maintained the physical, financial, and human resources necessary to continue this work.

Through the Institute, Foundation resources fund basic and applied research to educate the public and key societal leadership groups about the nature and challenges of late-modern society; to conduct inquiry into humane and democratic responses to these challenges; to train early career scholars; and to provide intellectual leadership in service to the common good. The Institute is part of the [University of Virginia](#), which has consistently ranked as one of the nation's premier public universities.

Not only is the Institute's vision unique, but its character is as well. For one, while the work may have social and political implications, its first task cannot be position taking in the ever-changing, ever-pressing contest for political power. Rather, the first task of the Institute is to see as clearly and as dispassionately as possible. In this regard, the Institute both affirms the goal of objective inquiry and rejects the politicizing of scholarship. Yet in refusing to politicize its work, the Institute also does not keep it within the walls of higher education. Indeed, it believes that because knowledge exists for the common good, it is imperative that the work is accessible and available for individuals and institutions for whom the work would have significant impact. The Institute is also distinct for its embodiment as an *intellectual community*, rather than, as in a typical research university, a random aggregate of individual efforts.

There are other scholars, of course, exploring cultural change, but they are mostly scattered and isolated from each other. The reigning model of intellectual individualism only reinforces this isolation. The work of the Institute occurs in the rare context of a lived and thriving community — a context historically decisive to the generation and dissemination of the most influential ideas.

For all of these reasons, the Institute for Advanced Studies in Culture is uniquely positioned to understand the times and their consequences, to challenge anti-humanistic paradigms of thought so influential in our day, and to build a critical mass of engaged scholars in the humanities and social sciences toward a humane alternative that would ultimately influence not only higher education but the wider world as well.

The Institute stands at a key and promising inflection point in its 28-year history. Founder and LaBrosse-Levinson Distinguished Professor of Religion, Culture, and Social Theory James Davison Hunter published in April of this year, *Democracy and Solidarity: On the Cultural Roots of America's Political Crisis* (Yale UP) to glowing reviews (David Brooks in *The New York Times* proclaimed Hunter “the nation’s leading cultural historian”) and significant donor interest (the William & Flora Hewlett Foundation awarded the Institute in May of this year a \$1 million grant to support new work in democracy and culture). Hunter’s scholarship joins the work of more than 70 active fellows, at the University of Virginia and universities around the world, advancing the Institute’s mission at its Charlottesville home in historic Watson Manor blocks from the Rotunda, through the Institute’s award-winning journal [The Hedgehog Review](#) reaching more than 25,000 print and digital subscribers, and with virtual programming throughout the academic year to audiences of scholars and leaders across the nation.

REPORTING RELATIONSHIPS

The Chief Development Officer will report to the Director and Senior Fellow of the Institute for Advanced Studies in Culture, Ty Buckman and work closely with the Executive Director of the Institute, James Davison Hunter. The Chief Development Officer will serve on the senior leadership team of the Foundation and Institute and will supervise the Development & Operations Coordinator.

FROM THE DIRECTOR

Thank you for your interest in joining our leadership team as Chief Development Officer.

To start with a confession: the Institute for Advanced Studies in Culture has a fourteen-page [Vision Statement](#).

Remarkably, that heft is not its most memorable feature. On the testimony of fellows and staff, friends and donors, the vision statement and the Institute it inspires have an uncanny ability to ring true to the times. Working from a robust humanism and a pluralism that invites scholars of diverse views and traditions to bring their moral particularity with them as they explore the questions that matter most, we look to the casual observer to be centrist. But it’s an iconoclastic centrism, the center not as a set of political convictions, as our founder James Davison Hunter is fond of saying, but the center as the place where the conversation takes place in an increasingly polarized American society.

Through scholarly research, postdoctoral fellowships, countless seminars and conferences for academic and institutional leaders, from its home at the University of Virginia the Institute has for more than 28 years served as a foundry of cultural vision, forging and sharing out freely new ways of understanding and addressing the most pressing challenges we face as a country and as a people.

We seek a Chief Development Officer ready to join a leadership team committed to advancing this visionary work through relationship-building and exceptional stewardship. Having come to the organization four years ago after a dozen years in academic leadership positions, most recently as a provost and professor of English at a small private university, I am looking for a partner to shape and lead our fundraising strategy, but also, most crucially, to engage a new generation of donors ready to carry the work forward and help write the next chapter of our extraordinary Institute.

— Ty Buckman, Director and Senior Fellow, Institute for Advanced Studies in Culture

PRIMARY RESPONSIBILITIES

The Chief Development Officer will

- in collaboration with the Director, Executive Director, and senior leadership, develop a comprehensive annual operating plan for fundraising that includes goals, strategies, tasking, and metrics for measuring performance;
- execute and oversee an annual fundraising plan that incorporates the effective and thoughtful use of leadership, scholars and fellows, contracted talent, travel, professional communication, fundraising events, and stewardship of donors;
- serve as a fundraising thought partner to the Executive Director, Director, and senior leadership team;
- develop and manage a portfolio of principal and major gift prospects capable of providing current, capital, and endowed support;
- develop and implement an exceptional stewardship program, providing regular and personalized communication with donors to keep them informed about the impact of their contributions consistent with the Institute's mission, ensuring that donors feel valued and engaged; and
- build constructive working relationships with board members, staff and contractors, scholars and fellows, and other key stakeholders.

LEADERSHIP

Ty Buckman

Director and Senior Fellow, Institute for Advanced Studies in Culture

Ty Buckman spent four years as Provost and Professor of English at Mary Baldwin University in Staunton, Virginia prior to joining the Advanced Studies in Culture Foundation and the Institute for Advanced Studies in Culture in 2021. Earlier, he was Vice President for Strategic Initiatives and Associate Provost at Wittenberg University in Springfield, Ohio, where he also spent eighteen years as an English professor. During his administrative career, Buckman has served as a strategic planning consultant to small college and state university campuses, an accreditation peer reviewer with the Higher Learning Commission for more than ten years, and an executive coach to several early-career academic leaders. He began his faculty leadership as Director of Faculty Development for seven years at Wittenberg University, redesigning and leading the new faculty orientation program and organizing teaching and advising workshops.

Although his recent scholarship focuses on the peculiar circumstances of private institutions of higher education in America, he has an abiding research and teaching interest in politics and religion in the early canon of British literature — especially the works of Edmund Spenser and John Milton — and the epic tradition. Buckman holds an MA and PhD in English Renaissance Literature from the University of Virginia.

James Davison Hunter**Executive Director, Institute for Advanced Studies in Culture****LaBrosse-Levinson Distinguished Professor of Religion, Culture, and Social Theory, University of Virginia**

James Davison Hunter completed his doctorate at Rutgers University in 1981 and joined the faculty of the University of Virginia in 1983. Hunter has written nine books, edited three books, and published a wide range of essays, articles, and reviews — all variously concerned with the problem of meaning and moral order in a time of political and cultural change in American life. More recently, he published *The Death of Character: Moral Education in an Age without Good or Evil* (2000), *Is There a Culture War? A Dialogue on Values and American Public Life* (with Alan Wolfe, 2006), and *To Change the World* (2010). These works have earned him national recognition and numerous literary awards. In 1988, he received the Distinguished Book Award from the Society for the Scientific Study of Religion for *Evangelicalism: The Coming Generation*. In 1991, he was the recipient of the Gustavus Myers Award for the Study of Human Rights for *Articles of Faith, Articles of Peace*. The *Los Angeles Times* named Hunter as a finalist for their 1992 Book Prize for *Culture Wars: The Struggle to Define America*. In 2004, he was appointed by the White House to a six-year term to the National Council of the National Endowment for the Humanities. In 2005, he won the Weaver Prize for Scholarly Letters.

Over the years, his research findings have been presented to audiences on National Public Radio and CSpan, at the National Endowment for the Arts, and at dozens of colleges and universities around the country including Columbia, Harvard, Vanderbilt, Notre Dame, and the New School for Social Research. He also has been a consultant to the White House, the Bicentennial Commission for the U.S. Constitution, the Pew Charitable Trusts, and the National Commission on Civic Renewal.

PREFERRED COMPETENCIES AND QUALIFICATIONS

The Advanced Studies in Culture Foundation seeks a Chief Development Officer with

- a commitment to the mission of the Institute for Advanced Studies in Culture — to operate in ways that build common ground in our deeply fractured world;
- an ability to understand and clearly communicate the needs of the Foundation and Institute and to achieve results aligned with the Institute's vision and mission;
- experience managing and developing fundraising strategies in collaboration with leadership;
- a creative and entrepreneurial approach to identifying, qualifying, and cultivating prospects;
- higher education fundraising experience including a history of managing a principal and major gift portfolio while setting and achieving ambitious fundraising goals;
- exemplary communication and writing skills across platforms and an ability to effectively articulate the Institute's and Foundation's missions, strategic aims, and programs, making complex realities understandable to donors and partners;
- experience managing a team, an ability to balance managing staff and an active portfolio, and an ability to work under tight deadlines with internal and external pressures;
- strong interpersonal skills with a high level of emotional intelligence;
- a commitment to a diverse, equitable, and inclusive work environment;
- the highest level of integrity;
- an entrepreneurial mindset, self-direction, motivation, creativity, and resourcefulness;
- an ability to manage multiple priorities and succeed within the ambiguity that arises in complex academic settings; and
- proficiency in CRM databases, various organizational systems and platforms, and pertinent Microsoft and Apple applications.

A bachelor's degree or an equivalent combination of education and experience and at least eight years of professional experience, including at least five years of successful fundraising experience, is preferred for this role as is experience in an academic or institute setting. The Advanced Studies in Culture Foundation will consider candidates with a broad range of backgrounds. If you are excited about this role and feel that you can contribute to ASCF, but your experience does not exactly align with every qualification listed above, we encourage you to apply.

SALARY AND BENEFITS

The salary range for this position is \$170,000 to \$190,000 annually. The Advanced Studies in Culture Foundation offers a comprehensive package of benefits.

LOCATION

The Advanced Studies in Culture Foundation is in Charlottesville, Virginia at Watson Manor near the historic central grounds of the University of Virginia. The Chief Development Officer is expected to spend at least one week each month at the ASCF offices, as well as travel and work on nights and weekends as needed.

APPLICATION INSTRUCTIONS

All applications must be accompanied by a cover letter and résumé. ***Cover letters should be responsive to the missions of the Advanced Studies in Culture Foundation and the Institute for Advanced Studies in Culture as well as the responsibilities and qualifications stated in the prospectus.***

To apply for this position, visit: [Chief Development Officer, Advanced Studies in Culture Foundation](#).

To nominate a candidate, please contact [Don Hasseltine](#).

All inquiries will be held in confidence.