



ASSOCIATE VICE PRESIDENT FOR ADVANCEMENT & CAMPAIGN DIRECTOR

UNIVERSITY OF PORTLAND

PORTLAND, OREGON



Aspen Leadership Group is proud to partner with University of Portland in the search for an Associate Vice President for Advancement & Campaign Director.

The Associate Vice President for Advancement & Campaign Director will plan, organize, and execute the university's major gifts program, serving as the primary strategic, administrative, and management partner to the Vice President for University Relations. The Associate Vice President will serve as the team leader and supervisor for professional staff members dedicated to major gift fundraising and as the strategic manager of campaign operations, providing gift officers with the support and tools that they need to be successful in their roles. The Associate Vice President will also manage a portfolio of high value prospects and serve as the university's chief giving officer. Working in close concert with strategic partners across the university, including the academic schools and other divisions, the Associate Vice President will build upon the strategic planning process for University of Portland's largest comprehensive campaign to date.

University of Portland (UP) is a thriving community of more than 3,500 undergraduate students who come from around the nation and the world, as well as over 1,000 faculty and staff. The university is located on a bluff in a residential neighborhood overlooking the Willamette River and the city of Portland. The school's location is the inspiration for its nickname, "The Bluff." Since its inception in 1901, the university has been guided by the Congregation of Holy Cross, a Catholic order of priests and brothers. The founder of the order, Blessed Basil Moreau, CSC, said, "The mind will not be cultivated at the expense of the heart." This commitment to educating the hands, heart, and mind are hallmarks of the institution's belief in educating the whole person.

As an independently governed Catholic university, University of Portland addresses significant questions of human concern through disciplinary and interdisciplinary studies of the arts, sciences, and humanities, and through studies in majors and professional programs at the undergraduate and graduate levels. As a diverse community of scholars dedicated to excellence and innovation, UP pursues teaching and learning, faith and formation, service and leadership in the classroom, residence halls, and the world. Because the university values the development of the whole person, it honors faith and reason as ways of knowing, promotes ethical reflection, and prepares people who respond to the needs of the world and its human family.

University of Portland is Oregon's only comprehensive university with schools of business, education, engineering, nursing, a College of Arts and Sciences, and a graduate school. There are more than 40 undergraduate programs and 30 minors, as well as 18 graduate programs, and more than 1,300 courses. The university features small class settings (9:1 student-faculty ratio) and award-winning faculty. UP was ranked #1 in the nation as top producer of Fulbright U.S. students among master's level institutions. The university offers a rich resource for the community through educational opportunities, research, and experts, in addition to a host of community offerings such as athletic events, cultural events, speakers, and lectures.

Believing that education takes place both inside and outside the classroom, the university places a strong emphasis on residential living with more than 90 percent of freshman living in one of the university's 10 residence halls. The university's commitment to an education outside the classroom means that UP offers a wide variety of extracurricular programming including an inclusive Campus Ministry program; local, national, and international volunteer opportunities through the Moreau Center; fitness, intramurals, and outdoor activities through the recreation services program in the Beauchamp Recreation and Wellness Center; and an active student government—Associated Students of the University of Portland. The Portland Pilots are members of the West Coast Conference and compete at the NCAA Division 1 level. There are sixteen intercollegiate teams.

For 28 consecutive years, the University has earned a top-10 ranking by *U.S. News & World Report* in the "Regional Universities-West" classification, including the number 1 spot in the 2022 rankings. For nine consecutive years, UP has been the top Oregon school in *Kiplinger's Personal Finance* annual ranking of best values in private universities. And for three consecutive years, *Bloomberg Businessweek* has named University of Portland the top school in Oregon for "return on investment" in a state-by-state ranking of schools providing graduates with the most return for the price of their education.

University of Portland is building upon its 123 years of excellence through [*Strategic Plan 2022-2027: Hope, Renewal, Transformation*](#) which will advance its purpose of preparing people to bring hope to the world. The plan's guiding vision is that University of Portland will become the nation's transformative Catholic university. The plan leverages the university's position as Oregon's only Catholic university, the largest private undergraduate institution in the state, and its location in the heart of the Pacific Northwest, to grow into a better version of itself. The university is already recognized for its well-rounded educational experience anchored in the liberal arts, excellent teaching, strong sense of community, high graduation rate, and the post-graduation success of its alumni. At the conclusion of the strategic plan in 2027, University of Portland will have strengthened its position as a premier Catholic comprehensive university excelling in ethics, experiential learning, athletics, service, health professions, engineering, business, education, and the liberal arts.

The six themes of the strategic plan are rooted in the university's Catholic, Holy Cross charism and support the university's mission of Teaching and Learning; Faith and Formation; Service and Leadership. The themes are: focus on engaged learning and experiential education grounded in ethics; embrace and renew the University's Catholic identity and Holy Cross charism to grow and enhance the University of Portland community, foster faith formation, and promote holistic community health; committed to the tenets of Catholic Social Teaching, strengthen efforts in the areas of diversity, equity, inclusion, justice, and access; optimize student enrollment and support student success outcomes across the university; enhance and expand the institution's human, physical, and financial resources; and expand and communicate the ways in which the university's Catholic mission and identity animate its students and alumni to make a meaningful impact on the world.

REPORTING RELATIONSHIPS

The Associate Vice President for Advancement & Campaign Director will report to the Vice President for University Relations, Gregory J. Naleski. The Associate Vice President will oversee a team of four staff, two Associate Directors, Major Gifts; an Associate Athletic Director, Major Gifts; and a Major Gifts Officer.

FROM THE VICE PRESIDENT

University of Portland nurtures students with a strong ethical foundation and a commitment to human flourishing. Informed by our Catholic, Holy Cross mission this translates to educating the whole student—head, heart, hands. The strong tie between ethics and academics creates a ripple effect that touches and transforms the world.

On that foundation, we are poised to make a truly astounding impact. Our 2022-2027 strategic plan reflects a vision of hope, renewal, and transformation. We have entered the leadership phase of a comprehensive campaign that is bringing this vision to life.

This is an effort Advancement cannot do alone. It will take our entire community—students, leadership, faculty, staff, alumni, donors, and corporate partners—to harness our collective strength and bring the strategic plan to life, ensuring a lasting and meaningful impact. This work has begun, and we are looking for the Associate Vice President of Advancement & Campaign Director to lead and amplify these efforts. This is your opportunity to leave your legacy. In this role, you'll plan, organize, and execute the university's major gifts program while leading a transformative campaign. The Associate Vice President & Campaign Director is a principal giving officer who mentors staff in their gift development strategies. Working closely with partners across the university, including the academic schools and other divisions, you will build upon the strategic planning process and University of Portland's largest comprehensive campaign to date. Join us as we walk boldly into the future.

—Greg Naleski, Vice President for University Relations

UNIVERSITY OF PORTLAND'S COMMITMENT TO DIVERSITY, EQUITY, AND INCLUSION

University of Portland is a close-knit community that's open to all. It is a place where diversity, equality, and inclusivity are paramount. That translates into continually striving to create an environment where everyone benefits from being exposed to a wide range of ideas, experiences, and perspectives. Because the university believes inclusivity is a way of life, it is always looking at enhancing the types of programs, events, and resources offered to best embrace its diverse community.

As a Catholic university, guided by the Congregation of Holy Cross, University of Portland's core tenants of teaching and learning, faith and formation, and service and leadership are underscored and enhanced by its commitment to honoring the dignity of each and every member of the community. This commitment to diversity, equity, and inclusion is rooted in the university's rich mission and traditions. Supporting diversity, equity, and inclusion is not only about honoring the past, but also being mindful of the present and future. Through inclusive vision-setting, intentional collaboration, and a collective commitment to excellence in all that it does, the university can continue to build its beloved community. University of Portland invites its students and staff to find ways to bring their identities, cultural heritage, and distinct talents to the campus and work together to foster a culture of inclusion and belonging on The Bluff and in the world.

PRIMARY RESPONSIBILITIES

The Associate Vice President for Advancement & Campaign Director will

- lead the advancement team in the planning and implementation of long- and short-term strategies to secure gifts from individuals and organizations through major, planned, and annual gifts;
- work with the Vice President to establish measurable goals to increase fundraising results that are both aspirational and achievable;
- maintain a personal portfolio of major and planned gift prospects;
- ensure successful implementation of a planned giving program by informing marketing and prospecting strategy and by personally soliciting and assisting in the solicitation of planned gift prospects;
- set direction and give guidance to the stewardship program to recognize donors in effective and meaningful ways;
- provide direction and leadership for research and prospect management, setting measurable and attainable goals and evaluating outcomes to ensure fundraising staff have the information they need to successfully engage with prospective donors;
- mentor, train, and supervise advancement staff overseeing the hiring processes, setting of expectations, training and professional development, performance management and evaluations, and disciplinary processes;
- develop strong positive relationships across the university community to establish the Office of University Relations as a major resource and coordinator for all university fundraising;
- in consultation with the Vice President and departmental staff, establish and adhere to annual operating budgets, ensuring that development programs are operating in a fiscally prudent and productive way;
- remain well-informed of current best practices in the advancement profession and evaluate new and emerging ideas for implementation;
- develop and administer policies related to fundraising and gift stewardship in collaboration with the Office of University Relations;
- assist with the successful completion of *The Campaign for University of Portland* through personal solicitations as well as through leadership of the frontline advancement team;
- coordinate and lead efforts with senior leadership and campaign committees to achieve campaign goals;
- analyze and synthesize data into coherent reports for senior leadership and the Board of Regents on campaign progress and initiatives; and
- track campaign progress and adjust campaign strategy as appropriate.

LEADERSHIP

Gregory J. Naleski

Vice President for University Relations

Gregory J. Naleski began his service as Vice President for University Relations at the University of Portland in January of 2023. Prior to joining UP, Naleski served as Associate Vice President for Advancement at The Catholic University of America. He has also held senior advancement roles at Washington Jesuit Academy, KIPP DC, the Nativity Miguel Network of Schools, Georgetown Preparatory School, and Loyola Blakefield High School. Naleski also served as Expert in Residence for the Mary Ann Remick Leadership Program at the University of Notre Dame. Naleski holds a Bachelor of Science in biology from Loyola University of Maryland.

PREFERRED COMPETENCIES AND QUALIFICATIONS

University of Portland seeks an Associate Vice President for Advancement & Campaign Director with

- a commitment to the mission of University of Portland—to address significant questions of human concern through disciplinary and interdisciplinary studies of the arts, sciences, and humanities and through studies in majors and professional programs at the undergraduate and graduate levels;
- an ability to lead, grow, and enhance fundraising efforts in collaboration and coordination with internal and external stakeholders, preferably within a higher education environment;
- experience planning and implementing long- and short-term fundraising strategies across major, planned, and annual gifts;
- experience establishing measurable goals to increase fundraising results that are both aspirational and achievable;
- experience in multiple facets of campaign development and execution including campaign strategy, personal solicitations, campaign leadership, coordinating efforts of senior leadership and campaign committees, analyzing and synthesizing data into coherent reports for senior leadership and other stakeholders on campaign progress and initiatives; and tracking campaign progress;
- experience overseeing and guiding stewardship programs that recognize donors in effective and meaningful ways;
- experience providing direction and leadership for research and prospect management, setting measurable and attainable goals and evaluating outcomes to ensure fundraising staff have the information they need to successfully engage with prospective donors;
- an ability to manage a personal portfolio of high-net-worth prospects, serving as a successful frontline fundraiser and leading by example;
- experience hiring, training, managing, mentoring, and supervising successful fundraising teams while helping individual staff excel in their work and grow professionally;
- a commitment to fostering a diverse working and learning environment and supporting and advancing the university's diversity, equity, and inclusion initiatives;
- deep knowledge of and an ability to strategically apply best practices and principles in the field of advancement—to align tasks and people with the goals and objectives of the institution;
- strong project management skills, including an ability to execute multiple and varied programs and events in service to various audiences; and
- an ability to communicate effectively with a wide variety of audiences across multiple platforms.

A bachelor's degree or an equivalent combination of education and experience is preferred for this role as is at least eight years of advancement leadership experience. University of Portland will consider candidates with a broad range of backgrounds. If you are excited about this role and feel that you can contribute to UP, 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 \$145,000 to \$160,000 annually. University of Portland offers a [comprehensive benefits package](#).

LOCATION

This position is in Portland, Oregon. This position requires travel and off-site meetings on a weekly basis including weekend and evening attendance at events.

APPLICATION INSTRUCTIONS

All applications must be accompanied by a cover letter and résumé. ***Cover letters should be responsive to the mission of University of Portland as well as the responsibilities and qualifications stated in the prospectus.*** Review of applications will begin immediately and continue until the successful candidate has been selected.

To apply for this position, visit: [Associate Vice President for Advancement & Campaign Director, University of Portland.](#)

To nominate a candidate, please contact Don Hasseltine: [donhasseltine@aspenleadershipgroup.com.](mailto:donhasseltine@aspenleadershipgroup.com)

All inquiries will be held in confidence.