



SENIOR ASSOCIATE VICE PRESIDENT OF DEVELOPMENT AND CAMPAIGN DIRECTOR

[THE UNIVERSITY OF TOLEDO FOUNDATION](#)

TOLEDO, OHIO



THE UNIVERSITY OF TOLEDO

FOUNDATION

Aspen Leadership Group is proud to partner with The University of Toledo Foundation in the search for a Senior Associate Vice President of Development and Campaign Director.

The Senior Associate Vice President of Development and Campaign Director is a key leadership role within the advancement division, responsible for providing strategic leadership, direction, and oversight to the Foundation's fundraising and development efforts. The Senior Associate Vice President will be a seasoned professional with a deep understanding of philanthropy, strategic planning, relationship-building, and effective team management. The Senior Associate Vice President will collaborate closely with other senior leadership colleagues to develop and execute comprehensive fundraising strategies that support the institution's mission, goals, financial sustainability, and future campaign initiatives.

The University of Toledo is a regional force powering opportunities to learn, care, play, and work. A public research university and academic medical center, UToledo has been improving the lives of its students, patients, employees, and neighbors in the greater northwest Ohio community since 1872. UToledo is proud to unlock the potential of students, supporting their success through innovative academic programs, caring faculty, and engaging experiential learning opportunities. UToledo has a safe campus in a vibrant city where students can fuel their passions through more than 400 student organizations and join friends to cheer for one of 16 NCAA Division 1 Rockets Athletics teams. The University of Toledo is shaping the next generation of doers—those who dare to do what others only dream.

In 1868, Jesup Wakeman Scott had a dream. The Toledo newspaper editor believed that the center of world commerce was moving westward to Toledo. In 1872, he donated 160 acres of land as an endowment for a university to train the city's young people. The Toledo University of Arts and Trades was incorporated on October 12, 1872. It created the foundation for The University of Toledo that has been transforming lives for more than 150 years.

The University of Toledo improves the human condition as a public research university and academic medical center whose mission is to educate students to become future-ready graduates, cultivate leaders, create and advance knowledge, care for patients, and engage local, national, and global communities. The University of Toledo will impact the present and shape the future through actions and discoveries. To achieve this vision, UToledo has developed a strategic plan with six key goals: ensure student success from recruitment through graduation; deliver relevant and innovative academic programs; set the standard for health education and patient care; distinguish UToledo regionally, nationally, and internationally; foster a people-centered culture; and position UToledo for future success through financial and operational effectiveness.

The University of Toledo is proud to be the city of Toledo's university. The university contributes \$2.8 billion to the regional economy with an economic impact that accounts for approximately 6.1% of the region's total gross regional product. Statewide, public higher education has a \$68.9 billion total impact, representing 8.8% of Ohio's total gross state product. Many UToledo alumni stay in the Toledo metropolitan area—a testament to the region's opportunity, affordability, and quality of life.

Ranked among the best colleges in the country by *U.S. News & World Report* and recognized as a top performer on social mobility, UToledo provides a high-quality education at an affordable cost. The university proudly offers a Tuition Guarantee that puts a UToledo degree within reach for more families and serves a student body that is 26% first-generation. UToledo is committed to student success as demonstrated by student outcomes. At UToledo, students learn from the experts and get unique opportunities for career and personal growth. More than 171,000 alumni are positively impacting their communities across the world. UToledo is known nationally as a leader in solar energy innovation, water quality research, cellular research, and astrophysics. With a growing research enterprise, UToledo tackles the challenges of today while engaging students as early as their first year to participate in undergraduate research.

The University of Toledo Foundation, a separate, nonprofit organization, is the university's official fundraising and gift-receiving organization. The mission of The University of Toledo Foundation is to secure the future for The University of Toledo through prudent asset management and philanthropy. The Foundation builds strong linkages between alumni and the university, fostering a spirit of loyalty and opportunities for engagement.

REPORTING RELATIONSHIPS

The Senior Associate Vice President of Development and Campaign Director will report to the Vice President for Advancement, Floyd Akins, Jr. The Senior Associate Vice President will oversee a team of 14 staff.

FROM THE VICE PRESIDENT

This is an exciting time to be at The University of Toledo. As we prepare to launch a comprehensive campaign focused on student success and improving the university's infrastructure, this role will be an active and driving force of this endeavor. For more than 150 years, UToledo has prepared the next generation of students, researchers, clinicians, athletes, and change-makers to meet the ever-evolving demands of the world around them.

The University of Toledo Foundation is determined to take the institution to the next level by engaging with alumni, friends, and patients by providing meaningful, philanthropic opportunities. We are seeking a Senior Associate Vice President of Development and Campaign Director who can provide both vision and direction for the development staff—which includes major and planned giving and corporate and foundation engagement. In short, we are looking for someone to be a catalyst to achieving success that bridges the present moment and promising future.

As a senior member of the leadership team, the Senior Associate Vice President will work closely with me as Vice President for Advancement. Our culture is very important to us and we encourage you to review our [mission, vision, and values](#) to ensure the principles we operate on resonate with you as well.

In FY24, the UToledo Foundation raised more than \$21 million and aspires to consistently raise more than \$30 million annually. This is a great opportunity for an experienced leader who is willing to establish roots in the growing, vibrant city of Toledo, and help prepare our university for the next 150 years of success. With more than 170,000 alumni, UToledo has only scratched the surface of its ability to achieve transformational outcomes, and you can be part of it.

—Floyd Akins, Jr., Vice President for Advancement

THE UNIVERSITY OF TOLEDO FOUNDATION'S COMMITMENT TO DIVERSITY, EQUITY, AND INCLUSION

The University of Toledo Foundation embraces diversity of pedagogy, religion, age, ability, sexual orientation, gender identity/expression, and political affiliation. Diversity is essential to the university's ability to survive and thrive. The foundation and university recognize that all do not arrive on campus with the same resources, which in turn creates different experiences and may exacerbate existing inequities. The practice of equity equalizes the playing field resulting in an inclusive environment that provides opportunity for full participation in the classroom and on campus by each of its members. An inclusive university embraces differences and fosters a sense of belonging among all its members and the community.

The University of Toledo and The University of Toledo Foundation are committed to empowering individuals, expanding access, and meaningfully honoring all voices. They envision a place where the entire community—faculty, staff, and students—can be their whole selves every day and they will cultivate a safe, diverse community that will harness its power to change cultures.

PRIMARY RESPONSIBILITIES

Strategic Leadership

The Senior Associate Vice President of Development and Campaign Director will

- work in collaboration with the Vice President for Advancement and other senior leaders to develop and execute a comprehensive advancement strategy aligned with the foundation and university's mission, vision, and strategic priorities;
- supervise all major gifts activity on the Main and Health Science campuses and UToledo Health;
- provide input on long-term planning, goal setting, and performance metrics for the advancement division; and
- identify opportunities for growth and expansion of fundraising initiatives to enhance donor engagement and support.

Fundraising, Donor Relations, and Stewardship

The Senior Associate Vice President of Development and Campaign Director will

- develop and oversee major gift programs and fundraising efforts;
- lead major gift cultivation and solicitation efforts by personally managing a portfolio of high-level donors and prospects;
- collaborate with development officers to cultivate key donors, alumni, foundations, and corporate partners to secure significant financial contribution; and
- identify and target new funding opportunities, partnerships, and grant possibilities to diversify the organization's funding sources.

Prospect Management

The Senior Associate Vice President of Development and Campaign Director will

- collaborate with the prospect research team to identify and prioritize potential major donors and support; and
- develop personalized cultivation and solicitation strategies for individual prospects, managing a portfolio of high-potential donors.

Leadership and Team Management

The Senior Associate Vice President of Development and Campaign Director will

- provide leadership and guidance to the development team, including hiring, training, mentoring, and performance evaluation of staff members;
- foster a collaborative and results-driven team environment to achieve fundraising goals; and
- provide guidance and professional development opportunities to ensure the team's success in achieving fundraising goals.

Campaign Management

The Senior Associate Vice President of Development and Campaign Director will

- oversee the planning, execution, and management of comprehensive fundraising campaigns, including feasibility studies, goal setting, solicitation strategies, and progress tracking; and
- oversee campaign goals and initiatives with senior leadership.

Strategic Partnerships

The Senior Associate Vice President of Development and Campaign Director will

- establish and maintain relationships with key internal and external stakeholders, including academic leaders, faculty, alumni, community partners, and other relevant groups.

Collaboration and Communication

The Senior Associate Vice President of Development and Campaign Director will

- collaborate closely with other departments to align fundraising efforts with broader institutional goals; and
- communicate effectively with internal and external stakeholders, presenting the organization's case for support and demonstrating the impact of donor contributions.

Data-Driven Decision Making

The Senior Associate Vice President of Development and Campaign Director will

- utilize data and analytics to assess the effectiveness of fundraising initiatives, track progress toward goals, and make informed decisions for strategy adjustments.

Budget Oversight

The Senior Associate Vice President of Development and Campaign Director will

- manage the development budget, allocating resources appropriately to achieve fundraising objectives while ensuring financial responsibility.

LEADERSHIP

Floyd Akins, Jr.

Vice President for Advancement

Floyd Akins joined The University of Toledo Foundation in February 2022 as a fundraiser with 25 years of experience in higher education advancement, public relations, and admissions ready to move UToledo forward through philanthropy and increased engagement of alumni and friends.

Akins came to UToledo from Michigan State University, where he served as Associate Vice President for Advancement, overseeing constituent fundraising, individual giving, prospect development, and corporate and foundation engagement. Prior to that, Akins served as a senior consultant for the Aspen Leadership Group where he executed nonprofit executive search and counsel in advancement and fundraising strategies.

In his career Akins also has served as Assistant Vice Chancellor for Development for the University of Tennessee Foundation, Senior Associate Vice President for Constituent Fundraising for Ohio State University and Vice President of the Ohio State University Foundation, and Executive Director of Development for the University of Iowa Tippie College of Business. He also held several positions at Grinnell College.

Akins earned a Master of Arts degree from the University of Iowa School of Journalism and Mass Communications and a bachelor's degree in communications from Eastern Illinois University College of Liberal Arts.

PREFERRED COMPETENCIES AND QUALIFICATIONS

The University of Toledo Foundation seeks a Senior Associate Vice President of Development and Campaign Director with

- a commitment to the mission of The University of Toledo—to improve the human condition; to advance knowledge through excellence in learning, discovery, and engagement; and to serve as a diverse, student-centered public metropolitan research university;
- success in fundraising, including experience with major gifts and campaign management;
- strong leadership and management skills, with an ability to motivate and develop a high-performing team;
- excellent interpersonal and communication skills, with an ability to build and maintain relationships with diverse stakeholders;
- integrity, impeccable ethics, initiative, enthusiasm, and an ability to establish trust and credibility;
- strategic thinking skills and an ability to translate vision into actionable plans;
- knowledge of best practices in advancement, fundraising ethics, and industry trends;
- experience working with senior leadership and board members;
- an ability to problem-solve utilizing critical thinking skills;
- proficiency in the use of fundraising software and CRM systems; and
- a commitment to providing quality customer service.

A bachelor's degree or an equivalent combination of education and experience and at least 10 years of progressive leadership experience in advancement, fundraising, or development is preferred for this position. The University of Toledo Foundation will consider candidates with a broad range of backgrounds. If you are excited about this role and feel that you can contribute to UToledo Foundation, 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 \$160,000 to \$200,000 annually. The University of Toledo Foundation offers a [comprehensive package of benefits](#).

LOCATION

This position is in Toledo, Ohio. Residency within the metropolitan Toledo area is required. This position requires travel.

APPLICATION INSTRUCTIONS

All applications must be accompanied by a cover letter and résumé. ***Cover letters should be responsive to the mission of The University of Toledo Foundation as well as the responsibilities and qualifications stated in the prospectus.***

To apply for this position, visit:

[Senior Associate Vice President of Development and Campaign Director, The University of Toledo Foundation](#).

To nominate a candidate, please contact Don Hasseltine:

donhasseltine@aspenleadershipgroup.com.

All inquiries will be held in confidence.