



**VICE PRESIDENT FOR ADVANCEMENT
PRESIDENT OF THE UNIVERSITY OF FLORIDA FOUNDATION
UNIVERSITY OF FLORIDA
GAINESVILLE, FLORIDA**



Aspen Leadership Group is proud to partner with the University of Florida in the search for a Vice President for Advancement and President of the University of Florida Foundation.

The Vice President for Advancement and President of the University of Florida Foundation will be able to leverage many advantages the university enjoys relative to its fundraising activities: the university is ranked among the top ten public universities in the nation (according to the current *U.S. News & World Report's* public university list); UF is a member of the prestigious Association of American Universities (AAU); it is classified as an R-1 research institution, and is a member of the Southeastern Conference (SEC); it is the flagship state university in Florida which is enjoying a significant economic and population boom, attracting many new corporations and philanthropists; and the state of Florida has an appealing tax environment that has encouraged many relocations.

Another advantage for UF Advancement is the recent inauguration of President Ben Sasse who brings his experience from public service and years of contributing to the national conversation on higher education reform. Dr. Sasse places a high priority on the Advancement function and has expressed his preference for a strategic-thinking, transparent, collaborative leader for this important function within the university. The University of Florida Foundation has traditionally operated as a hybrid of centralized institutional priorities and entrepreneurial fundraising inside the individual colleges and departments, though under the new administration, there may be more emphasis on university strategic needs. This unit should be a key contributor to making the University of Florida the fastest university to partner with key corporations and government agencies to address society's challenges and opportunities.

Working closely with the President and senior university leadership, the Vice President will have the opportunity to develop and champion a strategic vision for UF Advancement. This includes creating a comprehensive advancement strategy which aligns with the university's strategic priorities and lays out a vision for short-, medium-, and long-term success.

The University of Florida has a strong foundation in advancement, and the Vice President will have the opportunity to build on this success. This includes refining current processes, improving the donor and alumni experience, and developing programs and procedures that respond to the university's growing needs and ambitions.

As a leading research university, the University of Florida has the potential to attract support from a wide range of donors. The Vice President will have the opportunity to significantly expand the university's donor base, reaching out to new audiences and building relationships with individuals, corporations, and foundations that share the university's vision and values.

The Vice President will join a high-performing team dedicated to the university's mission. The successful candidate will be an experienced leader with the ability to mentor and support the advancement team, removing barriers and fostering a culture of collaboration and innovation.

THE UNIVERSITY OF FLORIDA

The University of Florida, Florida's flagship public university, is ranked 6th among the nation's top public research universities by *U.S News & World Report*. Located in Gainesville for more than a century, UF has 16 colleges, a major academic health center, a championship-winning athletic program, a top-ranked undergraduate online program and, in keeping with its land-grant mission, one of the nation's largest and most comprehensive agriculture and natural resources programs. UF has facilities across the state, in 67 counties for extension, in Jupiter at the Herbert Wertheim UF Scripps Institute for Biomedical Innovation & Technology, and, most recently, in Jacksonville. The university's flagship 2,000-acre campus in Gainesville, integrates an historic red-brick core with advanced facilities and preserved natural areas connected to adjacent innovation, commercial, and residential districts.

UF has over 60,000 students, 32,000 employees, 6,600 faculty members, an \$8 billion annual budget, and more than 140 mission focused units across the state of Florida. It is one of only two members of the prestigious Association of American Universities in Florida. About 67,000 students have applied as freshmen for the 2023-24 academic year with an average SAT score of 1460 for the incoming class—a new record.

Several qualities distinguish UF among today's leading public research universities. The first is its highly comprehensive breadth on a single campus, facilitating interdisciplinary collaboration among, for example, faculty within the adjacent colleges of journalism, engineering, and medicine. The second is its unwavering support from the state of Florida, which has embraced UF's drive to become one of the nation's very best public research universities—supporting those efforts since 2013 with hundreds of millions of dollars in additional funding to grow its faculty positions by 600 members. UF's third exceptional quality is its dynamism. Like the state of Florida, the nation's third largest by population and among the fastest-growing and most economically diverse, UF is undergoing rapid transformation as it pursues its goals of establishing national leadership in changing students' lives, research that makes a difference in the world and nimbly embracing partnerships and initiatives that advance its mission in this time of rapid technological change.

UF traces its beginnings to a small seminary in 1853. It opened its doors in Gainesville in 1906 with 102 students. As it enables students to lead and influence the next generation and beyond for economic, cultural, and societal benefit, the university welcomes the full exploration of its intellectual boundaries—and supports its faculty and students in the creation of new knowledge, the pursuit of new ideas, and the robust embrace of pluralism and civil debate and discussion.

UF is the fifth largest, single-campus university in the United States and the largest in composite sponsored research, health system, and budget in Florida. The university has achieved rapid and profound gains in recent years, rising from ranking 14th in 2013 to 5th in 2022 and maintaining that ranking in 2023. UF also reached a milestone of \$1 billion in research expenditures in 2022. The university has 450,000 living alumni, half in the state of Florida.

REPORTING RELATIONSHIPS

The Vice President for Advancement and President of the University of Florida Foundation will report directly to University of Florida President Dr. Ben Sasse and will serve as an important member of the Leadership Team. As President of the Foundation, the person in this role will inform the Foundation Board on all fundraising activities. Currently, there are 350 employees who directly or indirectly report to the Vice President for Advancement. The operating budget for which the Vice President for Advancement and President of the University of Florida Foundation is responsible is \$65 million.

FROM PRESIDENT SASSE

Both elite and practical, the University of Florida is a special place, and finds itself at a unique moment: poised at the top of the public institutions in our nation, with both a rich history and a laser focus on the changing landscape of higher education. The next leader of our Foundation will be ready to lead our advancement team to attract resources to UF with innovation and energy, while upholding the highest standards of transparency and integrity.

—Dr. Ben Sasse, President, University of Florida

PRIMARY RESPONSIBILITIES

The Vice President for Advancement and President of the University of Florida Foundation will

- lead and manage all aspects of fundraising, donor relations, alumni engagement, and other activities related to philanthropic revenue generation for the university, developing and implementing comprehensive fundraising strategies to secure major gifts, corporate donations, foundation grants, and other philanthropic support;
- work with university leadership to develop and implement strategic plans for advancement, aligning fundraising efforts with institutional priorities;
- provide leadership for university-wide fundraising campaigns, working closely with university leadership and volunteers to set goals and strategies for success;
- lead and manage the advancement team, including hiring, training, and performance management to ensure a high-performing and motivated team;
- provide support and leadership to the university's Board of Trustees as well as volunteer groups involved in fundraising and alumni relations;
- manage the advancement budget, ensuring resources are allocated effectively to support fundraising and engagement efforts;
- oversee stewardship activities to ensure donors are recognized and appreciated for their support, building long-term relationships with key supporters; and
- oversee programs and initiatives to engage alumni and strengthen relationships with the university, including alumni events, communications, and volunteer opportunities.

LEADERSHIP

Ben Sasse, Ph.D.

President

Dr. Ben Sasse, former U.S. Senator for Nebraska, joined the University of Florida as professor and 13th President of the 170-year-old institution in February 2023. A husband, father, historian, Uber driver, and football addict, Dr. Sasse is committed to guiding Gator Nation through this era of rapid change in the nature of work, technology, and higher education.

A two-time *The New York Times* national best-selling author, Dr. Sasse's career has spanned the private and public sectors. As a turnaround guy working for the Boston Consulting Group, McKinsey and Company, and private equity firms, Dr. Sasse has led dozens of teams that built winning strategies.

Having taught at Yale, the University of Texas, and Midland University in his Nebraska hometown, Dr. Sasse has won teaching awards and holds a history Ph.D. from Yale, where his dissertation won both the Egleston and Theron Rockwell Field best dissertation prizes.

In the U.S. Senate, his work on the intelligence, finance, and judiciary committees focused on the future of work, the future of war, and the First Amendment. A sharp critic of the nation's increasing tribalism, he became both the most censured office holder in the history of Nebraska—and also by far the highest vote-getter in the history of Nebraska.

Dr. Sasse believes in pluralism, free speech, and the power of ideas to build strong and vibrant communities in a digitally disrupted future. In his Senate farewell address, he praised Americans' tradition as "builders"—of churches and synagogues, schools and little leagues, businesses and "the million and one life together."

Dr. Sasse and his wife, Melissa, have two college-age daughters and a 12-year-old son. Ben, Melissa, and Breck live on campus in The Dasburg House with multiple dogs and Breck's lizard, Dart, who is delighted now to call humid subtropical Gainesville home.

PREFERRED COMPETENCIES AND QUALIFICATIONS

The successful candidate for the role of Vice President for Advancement and President of the Foundation at the University of Florida will have a proven track record of leadership in all aspects of advancement. He or she will possess experience in managing numerous advancement functions and roles and have the ability to work closely with key constituents and stakeholders at all organizational levels. Additionally, he or she will be resourceful, forward-thinking, enthusiastic, innovative, and collegial, serving as a trusted advisor on matters of philanthropy, donor development, stewardship, and alumni relations.

The Vice President for Advancement and President of the Foundation will be a visionary leader who brings an innovative, entrepreneurial, and data-driven approach to the advancement function. He or she will have impeccable integrity, a transparent and strategic leadership style, and will demonstrate the ability to engender trust among donors, the internal academic community, key governing bodies, and the President. Of course, exemplary written and verbal communication skills will be important characteristics expected in the next Vice President for Advancement and President of the Foundation.

SALARY AND BENEFITS

The University of Florida offers a competitive salary for this position. As one of the nation's top public research universities, the University of Florida is dedicated to elevating its [benefits offerings](#) to support the wellbeing of its faculty and staff and to be responsive to a range of individual and family needs.

LOCATION

Gainesville is one of the country's greatest college towns and is home to one of the state's centers of education, medicine, cultural events, and athletics. The University of Florida and UF Health Shands Hospital are the leading employers in Gainesville and provide jobs for many residents of surrounding counties.

Gainesville is also the largest city in Alachua County and is the county seat, with approximately 269,000 residents county-wide. It serves as the cultural, educational, and commercial center for the north central Florida region. The city provides a full range of municipal services, including cultural and nature services and necessary administrative services to support these activities. Because of its beautiful landscape and urban "forest," Gainesville is one of the most attractive cities in Florida. The city is in a central location to both the Gulf of Mexico and the Atlantic Ocean, providing easy access to beaches, nature preserves, and water-based activities all within a two-hour drive.

APPLICATION INSTRUCTIONS

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

The University of Florida is an Equal Opportunity Employer. It is committed to non-discrimination with respect to race, creed, color, religion, age, disability, sex, sexual orientation, gender identity and expression, marital status, national origin, political opinions or affiliations, genetic information, and veteran status in all aspects of employment including recruitment, hiring, promotion, transfers, discipline, terminations, wage and salary administration, benefits, and training.

Aspen Leadership Group will provide accommodation due to a disability if needed to apply for this position. Hiring is contingent upon eligibility to work in the United States.

The "government in the sunshine" laws of Florida require that all documents relating to the search process, including letters of application and references, be available for public inspection upon request.

To apply for this position, visit: [Vice President for Advancement and President of the University of Florida Foundation, University of Florida](#).

To nominate a candidate, please contact Don Hasseltine, donhasseltine@aspenleadershipgroup.com or Ron Schiller, ronschiller@aspenleadershipgroup.com.

All inquiries will be held in confidence until final candidates are selected.