



LYNCHBURG
COLLEGE EST. 1903



Inviting Applications and Nominations for

Senior Vice President for Institutional Advancement



Lynchburg College, a nationally recognized independent college in Virginia, seeks an experienced administrator and fundraiser to serve as **Senior Vice President for Institutional Advancement**. Reporting directly to the College President, the Senior Vice President is responsible for all institutional advancement activities, including fundraising, annual fund, planned giving, alumni relations and advancement services.



The Opportunity

Lynchburg College is a thriving, private, residential college affiliated with the Christian Church (Disciples of Christ). Located in the eastern foothills of the beautiful Blue Ridge Mountains, approximately 135 miles west of Richmond, the state capitol, the college offers bachelor's, master's and doctoral degree programs.

With a 17-member staff, the Senior Vice President for Institutional Advancement leads a comprehensive development program that engages alumni and friends in advancing and supporting the fundraising priorities of the college. The Senior Vice President works with all of the college's constituencies and college advisory boards to encourage a culture of philanthropy that provides financial support for the institution.

Working with the President and key Advancement staff, the Senior Vice President sets ambitious, clear and achievable goals and inspires the staff to meet and exceed expectations. Active in the college and surrounding community, this senior officer personally participates in the identification, solicitation and stewardship of major gifts of \$50,000 and above.

The Senior Vice President for Advancement:

- Provides strategic leadership and direction to all development teams to ensure successful development activity and achievement of goals
- Plans and directs capital or other focused fundraising campaigns to provide support for major projects of the college
- Identifies appropriate top prospects

for the President to meet, cultivate and solicit

- Interfaces successfully with people of means and influence, including trustees, major donors, foundations, corporate and business leaders, friends and alumni to promote the President's priorities and initiatives to advance the institution
- Provides formal performance appraisals to staff to inspire accountability, success, continuous improvement and professional growth
- Ensures a coordinated approach to development among the departments, supporting the college's top strategic priorities.

Qualifications

A bachelor's degree is required; an advanced degree is preferred. Candidate must have significant experience and proven success in fundraising, serving as a Director of Development (or equivalent) or a higher-level position.

Other requirements include:

- A successful record of soliciting major gifts from individuals, foundations and corporations
- Significant experience managing staffs and multiple responsibilities and projects through a collegial, team-building approach
- A proven record of progressive experience in successful fundraising activities, including planning and executing capital campaigns
- Exceptional and persuasive communication skills, both English language oral and written, in addressing internal and external audiences
- An understanding of budgets and financial records associated with a comprehensive advancement program
- Ability to work collaboratively with



administrative leadership as well as faculty, staff and others across the college and the community

- A self-starter attitude with a strong work ethic that includes the necessary energy, intellect and judgment to be successful and to represent the college and the President
- Excellent strategic and analytical skills for developing and evaluating prospect strategies and fundraising plans
- Ability to travel 60 percent of work schedule and work some evenings and weekends

Lynchburg College

Lynchburg College was founded in 1903 in covenant with the Christian Church (Disciples of Christ). The college is nationally recognized for its distinctive undergraduate and graduate programs that offer

quality educational opportunities while building the character and the leadership ability of its students.

Lynchburg is one of only 40 colleges nationwide to be included in Loren Pope's *Colleges That Change Lives*. It also is one of 60 institutions nationwide selected to participate in the Bonner Leaders Program.

More than 2,700 students from 37 states and 9 countries attend Lynchburg. In the tradition of the Christian Church (Disciples of Christ), the College is an inclusive community that welcomes students of all faiths and backgrounds. This commitment to diversity is reflected throughout all levels of the college.

Lynchburg fosters a student-centered environment designed to prepare students for successful engagement in a global society and for effective leadership in the civic, professional and spiritual dimensions of life. The 12:1

student-faculty ratio enables the 171 full-time faculty members to develop individual relationships with students, going beyond the coursework with mentoring and guidance.

The college provides its students with a wide range of rigorous educational experiences delivered through multiple modes of instruction. While maintaining its commitment to the liberal arts, the college also encourages professional preparation in the belief that the two areas of study support and complement one another.

The curriculum offers more than 41 undergraduate majors, 57 minors, 13 pre-professional programs, and 19 graduate degrees. The college awards bachelor of arts, bachelor of science, master of arts, master of business administration, master of education, master of science in nursing, doctor of physical therapy and doctor of education in leadership studies. The college's Physician Assistant in Medicine Program accepted its inaugural class of students last summer.

Lynchburg awarded more than \$34 million in institutional aid to support its student financial aid programs to over 98 percent of its students for 2014-15. The average financial aid package for entering freshman averaged \$31,000 including scholarships, grants, loans and work-study.

The college extends its reach beyond the campus through experiential learning, cultural opportunities and service by sharing the expertise and



The Drysdale Student Center was declared a hit when it opened in 2014.

Senior Vice President for Institutional Advancement

commitment of faculty, staff and students with the broader community.

In addition to the main campus, Lynchburg has the Claytor Nature Study Center in Bedford County. This 470-acre outdoor classroom and laboratory is dedicated to the study and appreciation of the natural environment.

Lynchburg is a member of the NCAA Division III and the Old Dominion Athletic Conference. The college fields teams for 21 intercollegiate sports. In 2014, the women's soccer team won the NCAA Division III Championship.

Lynchburg, Virginia

The college's 250-acre campus is located in Lynchburg, Va. The city has a population of more than 75,000, with the metropolitan area, the fifth largest MSA in Virginia, tallying more than 250,000 residents.

With a vibrant central city, Lynchburg fosters a strong sense of community and offers outstanding cultural, performing arts and recreational opportunities. Shops, restaurants, art galleries, theatre and special events mean something is always happening downtown. The area has numerous historical sites to visit and explore. Lynchburg operates one of the top school systems in the state.



The men's lacrosse team was runner-up in the 2015 NCAA Division III National Championship game held in Philadelphia.



The first phase of the Central Virginia Center for Simulation and Virtual Learning, a Centra facility operated jointly with Lynchburg College, was dedicated in 2013.

Outdoor recreational opportunities include hiking, camping, biking, fishing, boating, rowing, rock climbing and more. Eight miles of hiking and biking trails, including portions through downtown, run through the

city's Blackwater Creek Natural Area.

Nearby cities include Roanoke, Va., at 50 miles; Charlottesville, Va., at 70 miles; Greensboro, N.C., at 115 miles; and Washington, D.C., at 180 miles.

Applications & Nominations

Confidential inquiries are welcomed and nominations are invited.

1. Applications must include:

- A letter of interest
- A current resume
- Five professional references with full contact information
- Your answers to the questions available at: www.myersmcrae.com/skins/userfiles/file/MMQuestions.pdf

2. Submit application materials to: Lynchburg@myersmcrae.com

Nominations should include contact information for the individual being nominated. We will contact the person and provide information on the search. Submit nominations to the email provided above.

Confidential review of materials begins immediately. For best consideration, submit application materials by **January 15, 2016**.

David Gring, Senior Vice President, and **Robb Myers**, Vice President, of **Myers McRae Executive Search and Consulting** are assisting Lynchburg College with this search.



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