

**Associate Vice President, Central Development
Cal Poly Pomona
Pomona, CA**

Cal Poly Pomona invites applications and nominations for the position of <https://www.wittkieffer.com/position/24211-associate-vice-president-central-development/>. The AVP will envision, develop, implement and manage the divisional annual plan that achieves the University's ambitious fundraising goals. With Cal Poly Pomona's University Advancement Department, the AVP is responsible for the overall leadership and direction of corporate relations, foundation relations, planned giving, leadership annual giving and the annual fund teams. The individual will also serve as the staff liaison to the Nominations and Governance Committee for the Board of Directors of the Cal Poly Pomona Philanthropic Foundation.

Reporting to Vice President of University Advancement, the new AVP will join a campus that strives to inspire creativity and innovation and embraces local and global challenges to transform lives. The advancement team generates the external and internal resources to improve and support the delivery of exceptional education at Cal Poly Pomona. The university's most recent comprehensive campaign raised a record \$160 million in donations, bequests and pledges, adding \$73 million to the university endowment. The new AVP has an opportunity to evaluate these efforts, plan for the next phase of Cal Poly Pomona's central fundraising efforts and develop a more ambitious plan for the future.

In this role, the AVP will:

- Develop, implement and evaluate a comprehensive fundraising program that includes corporate and foundation relations, planned giving and all aspects of the annual fund.
- Provide strategic leadership and counsel on complex planned gift agreements and legal strategies, oversight and prioritization of strategies for outreach to targeted supporters. Manage a schedule of written proposals and case statements to support the major initiatives associated with equity, educational access and university excellence.
- Oversee the directors of corporate relations, foundation relations, planned giving, and annual fund programs in the planning and implementation of their fundraising efforts. In conjunction with the Vice President for University Advancement, establish the fundraising goals and priorities for the fiscal year.
- Meet regularly with the Vice President for University Advancement and the SAVP for University Development, Deans and fund-raising staff to review prospect management to drive greater levels of donor identification and solicitations.
- Serve as a member of the Division of University Advancement senior management team to envision, develop, implement and manage the divisional annual plan which includes the goals, objectives, priorities, development of policies and procedures, and assessment/identification of problems and recommendations associated with the implementation of a comprehensive major gift and annual giving program.

The preferred candidate will have five years professional experience as a seasoned performance-driven development officer of higher education or nonprofit institution and a minimum of five years management or supervisory experience. A Bachelor's degree is required.

Please direct all applications, inquiries, and nominations to Ben Haden, Ashley Buderus and Eleanor Vogelsang using the WittKieffer Candidate Portal:

<https://apptrkr.com/3623982>

or via email, at: CalPolyPomonaAVPCD@wittkieffer.com.

Candidates should provide a resume and a letter of application that addresses the responsibilities and requirements described in the Leadership Profile. Application materials should be submitted via the WittKieffer Candidate Portal by clicking the buttons below.

Salary Range: \$164,000-\$168,000/annually

The Cal Poly Pomona Philanthropic Foundation values diversity and is committed to equal opportunity for all persons regardless of age, color, disability, ethnicity, marital status, national origin, race, religion, sex, sexual orientation, veteran status or any other status protected by law.