



LEADERSHIP PROFILE

Vice President for Development

Major & Principal Gifts | University Advancement

**THE OPPORTUNITY**

Loyola Marymount University seeks an accomplished and visionary fundraising leader to serve as Vice President for Development. Reporting to the Senior Vice President of University Advancement, the Vice President will lead the University's major and principal gift program during a pivotal moment in LMU's history, driving transformational philanthropy that advances the University's mission, priorities, and community impact.

This is a rare opportunity to shape the future of one of the nation's leading Jesuit Catholic universities — a community defined by a commitment to excellence, diversity, and the greater good.

ABOUT LOYOLA MARYMOUNT UNIVERSITY

Founded in 1911, LMU advances its threefold mission and is rooted in the Catholic intellectual tradition. As a top-ranked private university, LMU is recognized nationally for its academic programs and known for its values-based, personalized educational experience. LMU combines the expertise of world-class faculty with a diverse student body engaged in interdisciplinary exploration across the country's most respected academic programs. LMU is situated at the global nexus of religion, the arts, culture, entertainment, technology, entrepreneurship, and commerce in Los Angeles, the world's creative capital.

The university is shaped by the two educational traditions of its three sponsoring religious orders: the Society of Jesus (Jesuits), the Religious of the Sacred Heart of Mary, and the Sisters of St. Joseph of Orange. Located in the largest Catholic archdiocese in the nation, LMU, a member of the Association of Jesuit Colleges and Universities, is among the most culturally diverse of the nation's 27 Jesuit universities and has recently met enrollment markers to qualify for the statuses of Hispanic Serving Institution (HSI) and Asian American and Native American Pacific Islander Serving Institution (AANAPISI), demonstrating outcomes of LMU's DEI commitments and progress. LMU educates more than 10,000 students from over 100 countries, offering 56 majors, 56 minors,

45 master's programs, two doctoral degrees, a juris doctorate, and 12 credential programs across its seven colleges and schools. More than half of LMU's students identify as students of color. With an 11:1 student-to-faculty ratio, the university fosters an intimate, rigorous, and dynamic learning environment. LMU's esteemed faculty includes Fulbright Scholars, Nobel laureates, and Pulitzer Prize winners, who drive its scholarly, creative, and research initiatives.

Designated as an R2 "high research" institution, LMU's robust undergraduate and graduate offerings reflect its deep commitment to academic inquiry and impact. Beyond academics, LMU provides a vibrant co-curricular experience. The university offers 20 student housing facilities, 14 NCAA Division I sports in the West Coast Conference, 214 registered student organizations, 21 national Greek fraternities and sororities, and nationally recognized student-run media outlets, including a radio station, newspaper, and television network. LMU students contribute more than 250,000 service hours annually across 250 community organizations, demonstrating the university's deep commitment to social responsibility. Learn more about LMU here: [LMU](https://www.lmu.edu).



QUALIFICATIONS

The Vice President will provide leadership to the comprehensive development program and play a key role in revenue generation through donor-centric strategy development for university executive management. Working in close collaboration with Deans, Senior Vice President, Provost, and other unit heads, the Vice President of Development ensures that major fundraising efforts address the unit goals and university priorities.

The Vice President leads the annual fundraising planning process in collaboration with department leadership, to establish work plans that outline priorities and goals for individual development officers.

KEY RESPONSIBILITIES

Fundraising Leadership & Revenue Generation

Lead a senior-level team responsible for strategy, goal setting, cultivation, solicitation, and stewardship of special, major, and principal level gifts across all schools, colleges, and units. Develop annual and multi-year fundraising plans aligned to university priorities and achieve annual and campaign goals.

Pipeline Strategy & Collaboration

Collaborate with the SVP, University Advancement Cabinet, and the full development team to build a connected strategy that grows the entire philanthropic pipeline — from alumni and family engagement through annual, leadership, major, and principal giving.

Reporting & Pipeline Management

Partner with Prospect Research and Management and the Campaign team to monitor the gift pipeline and provide quarterly, year-end, and campaign forecasts, reports, and analysis.

Dean & Unit Head Partnerships

Develop strong, trusted relationships with deans and unit heads, serving as a key liaison to University Advancement. Maintain deep knowledge of institutional priorities to inform donor-centric solicitation strategy.

Divisional Leadership & Campaign Planning

Serve as a key member of University Advancement's leadership team. Assist in broader divisional and campaign planning, administration, and management.

QUALIFICATIONS & EXPERIENCE

EDUCATION

- Bachelor's degree required; Master's degree preferred
- Ongoing professional development in fundraising, advancement, and higher education leadership

EXPERIENCE

- Minimum 10 years of progressively responsible development experience
- At least 5 years in higher education at an institution comparable in scale to LMU
- Demonstrated success closing gifts of \$100,000 or more

COMPETENCIES

- Highly developed organizational and leadership skills with extensive supervisory experience
- Proven success building productive relationships with top administrators, deans, and leadership volunteers
- Experience staffing high-level advisory boards and committees
- Ability to effectively communicate LMU's vision and mission
- Familiarity with fundraising systems; proficiency in MS Office Suite; experience with Advance preferred
- Willingness to travel and engage evenings/weekends as needed

Application Process

Review of application materials will begin immediately and will continue until the position is filled. Nominations, inquiries and applications, including letter of interest and resume, should be forwarded, in confidence, to: Elaine Peters, Executive Recruiter executivesearch@lmu.edu and you may apply direct online at [Vice President, Development](#). Please include a cover letter along with your resume. Position will be open until filled.

Salary range: \$225,000 - \$245,000 depending upon experience.

LMU, an equal opportunity employer, values diversity and is committed to providing an environment free from discrimination and harassment as defined by federal, state, and local law. See our Statement of Non-Discrimination ([policy](#) and [Statement of Non-Discrimination - Loyola Marymount University](#)). Discriminatory Retaliation and Sexual and Interpersonal Misconduct Complaint Process for more information. Report discrimination or harassment via the [Discrimination Complaint form](#).

