

A SEARCH FOR THE  
Vice President for Institutional Advancement



Southern Connecticut  
State University

## EXECUTIVE SUMMARY

The University seeks an accomplished advancement executive to serve as Vice President for Institutional Advancement, a cabinet-level position reporting directly to the president and serving as a key member of the university's executive team. The Vice President for Institutional Advancement supervises multiple units of professional and para-professional staff.

This role is designed for a senior leader with demonstrated experience planning, leading, and executing comprehensive fundraising and engagement strategies. The Vice President will be responsible for building the strategic, organizational, and operational framework required to sustain long-term philanthropic growth, and strengthen donor relationships in support of the university's mission.

As the university's chief advancement officer and executive director of the university's foundation, the Vice President will oversee development, alumni relations, and foundation operations, ensuring alignment across teams, systems, and priorities. The role requires a leader who can translate institutional vision into a disciplined advancement strategy, guide major and principal gift activity, and partner effectively with the president, senior leadership, governing boards, and volunteer leaders to advance the university's mission and long-term philanthropic growth.

The successful candidate will bring a proven record of securing significant philanthropic support, leading high-performing advancement teams, and managing complex fundraising initiatives in dynamic environments. Experience with campaign governance, volunteer structures, donor strategy, and post-campaign transition planning is highly valued, as is the ability to modernize advancement practices while building trust and momentum across the institution.

The Vice President for Institutional Advancement will serve as a visible institutional leader, representing the university to donors, alumni, community partners, and external stakeholders, and playing a central role in positioning the university for its next phase of growth and impact.

## ABOUT SCSU

Southern is a mission-driven, regional public university with NCAA Division II athletics and a proud legacy of access, excellence, and impact. Located on the suburban edge of New Haven—one of Connecticut's most vibrant cultural and economic hubs—Southern serves more than 9,200 undergraduate and graduate students on its 172-acre campus, ideally situated halfway between New York City and Boston. The university is deeply embedded in the communities, industries, and institutions shaping the state's civic and workforce future.

As a Carnegie-classified Research 2 (R2) university, Southern plays a critical role in workforce development, applied research, and social mobility. We offer more than 225 majors, minors, and pre-professional programs, along with more than 110 graduate programs, including master's and doctoral degrees, sixth year and post-graduate certificates. Faculty and students are engaged in meaningful scholarship and have forged innovative partnerships with public and private entities across the state that advance academic and career development. Southern is a key talent pipeline for Connecticut in education, health care, business, public service, STEM, and arts and culture—preparing graduates who are well-connected, career-ready, and equipped to lead.



**DAY OF CARING**  
10th Anniversary  
SCSU • APRIL 3, 2025

**Give Today.  
Transform  
Tomorrow.**

Over the past nine years, **Day of Caring** has raised over **\$3.7 million** to support our students and the Southern community.

**Make your donation early**  
to help current and future students have life-changing experiences inside and outside the classroom.



## POSITION OVERVIEW

The Vice President for Institutional Advancement is charged with providing leadership, vision, oversight, planning and management of all aspects of development to advance the university's mission, including community, private foundation, and alumni relations. The role oversees and directs the operations of assigned units such as Alumni Affairs and Institutional Advancement and serves as the executive director for the university's foundation. The Vice President for Institutional Advancement is primarily responsible for the diversification of revenue sources for the university's long-term growth and success. This position develops and manages annual budgets and staffing levels with responsibility for staff planning, hiring, and evaluation.

### Essential Duties:

The following examples of duties illustrate the general range of tasks assigned to the position but are not intended to define the limits of required duties. Other essential duties may be assigned consistent with the general scope of the position.

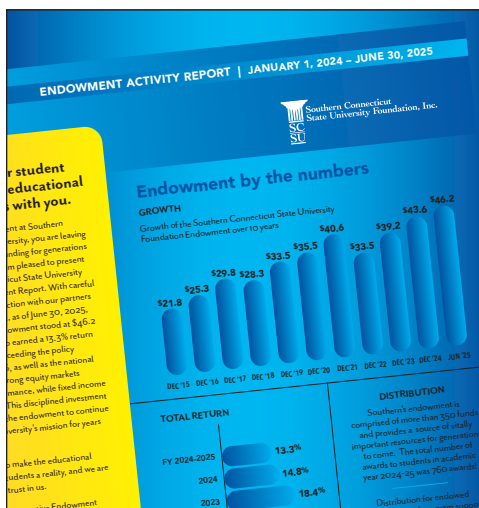
- Establishes, plans and manages all aspects of the university's Institutional Advancement strategic goals and objectives as well as the creation of strategic partnerships including the university's foundation and alumni relations.
- Directs, manages and provides executive leadership, vision and oversight of the university's multi-function, complex organizational development, fundraising, relationship building and development activities.
- Develops long-term strategic plans with measurable objectives and implementation timeframes that will better align current goals and strengthen the focus and productivity of current resources, diversifying and identifying potential new revenue sources.

- Strategically develops and implements fundraising initiatives including campaigns, the identification of new donors, and the solicitation of private, community and corporate gifts in collaboration with the university's foundation.
- Directs the university's Alumni Affairs by fostering and strengthening relationships and maximizing alumni giving campaigns.
- Represents the university by conducting outreach, establishing entrepreneurial, academic and corporate partnerships.
- Oversees compliance and ensures regulatory, Board of Regents, system office, and university standards and requirements are met including audits, record keeping, accounting and internal controls.
- Develops and manages annual budgets and staffing levels with responsibility for staff planning, hiring and evaluation.

## REQUIRED QUALIFICATIONS

Incumbents are required to have demonstrated advanced knowledge and abilities in the following:

- A proven ability to effectively work with a culturally, linguistically, and ethnically diverse faculty, staff, and students.
- Demonstrated excellent oral and written communication skills and strong information technology literacy skills
- A proven track record of successful major gift fundraising, building productive internal and external partnerships, and private foundation operations.



- Professional managerial experience including the demonstrated ability to manage an organization in fundraising, relationship building, and partnership development; manage funds, property and other assets with integrity and accountability; manage and embrace change in a dynamic environment; be a collaborative team member; and effectively manage managerial, professional and support staff, applying sound human resources management principles and techniques.
- Considerable knowledge of principles and best practices in the areas of development, fundraising, not-for-profit, and alumni relations; financial, property and other asset procurement and management; and ability to interpret relevant state and federal laws, statutes, and regulations.
- Experience successfully managing and closing comprehensive campaigns preferred.
- Bachelor's degree in business, public administration, public policy, law, or similar field, and a minimum of ten years of professional managerial experience leading teams of professional staff in fundraising, foundation affairs and/or not-for-profit management OR master's degree in business, public administration, public policy, law, or similar field and a minimum of eight years of professional managerial experience leading teams of professional staff in fundraising, foundation affairs, and/or not-for-profit management.



### **Work Environment**

Incumbents are expected to work in an office setting as well as conduct university business both on and off campus during both normal and evening hours, including weekends. The work involves extensive use of personal computers but does not normally involve any significant physical effort. Reasonable accommodation will be made for incumbents and candidates with physical limitations. Must be able to drive and be willing to travel.

### **PROCEDURE FOR CANDIDACY**

All applications, nominations, and inquiries are invited for this position. Applications should include a CV or resume, a letter of interest addressing the themes in this profile, and contact information (names, phone numbers, and email addresses) for five references in a single PDF document.

Application materials should be submitted to Brett Santo at SantoB1@SouthernCT.edu.

Inquiries regarding this opportunity should be directed to:

Colleen Bielitz, Ph.D.

Interim Vice President for Institutional Advancement and Chair,  
Vice President for Institutional Advancement

Search Committee

vpiasearch@SouthernCT.edu

For full consideration, applications should be received by April 29, 2026. The position will remain open until filled.