



VICE CHANCELLOR FOR DEVELOPMENT & ALUMNI RELATIONS

UNIVERSITY OF CALIFORNIA, MERCED
Merced, CA

The University of California, Merced (UC Merced) seeks an experienced and entrepreneurial Vice Chancellor for Development & Alumni Relations to provide strategic vision and leadership for all fundraising, alumni relations, and stewardship activities during an exciting time of growth and expansion. Reporting to the Chancellor of the University, the Vice Chancellor is responsible for designing and implementing strategies and programs that maximize personal engagement and produce increasing levels of support for UC Merced, as well as for management and oversight of the Development & Alumni Relations division. The successful candidate will have a unique opportunity to partner with a dynamic and energetic new Chancellor, and will play a central role in enhancing the visibility and fundraising capabilities of the institution, assisting UC Merced in its nascence as it strives to fulfill its mission of teaching, research and service alongside its peers in the University of California System.

On July 1, 2011, Dr. Dorothy Leland became UC Merced's third Chancellor. Dr. Leland joins UC Merced at a time of significant excitement as the campus continues to grow and distinguish itself within the UC system and among research universities globally. Building upon UC Merced's strong foundation, Dr. Leland will lead the institution as it seeks to become a magnet for high-caliber students from diverse backgrounds and a respected center for research addressing major global challenges as well as the pressing needs of California's Central Valley.

Founded in September 2005, UC Merced is the tenth and newest campus in the prestigious University of California System and the first American research university founded in the 21st century. Located in Merced, CA, in the San Joaquin Valley between Sacramento and Fresno, UC Merced was conceived both to serve the needs of the rapidly growing Central Valley, one of the world's most productive agricultural regions, and to increase access to the UC system for California's top achievers. UC Merced is a four-year, comprehensive public university and offers baccalaureate, masters, and doctoral degrees across three colleges and a graduate division; plans to open a School of Management and a School of Medicine are being explored. In its first six years, UC Merced has grown enrollment to nearly 5,200 students, including 260 graduate students. The campus is expected to grow to accommodate up to 25,000 students within three decades, including continued capital expansion across its 815 acres. UC

Merced is the most ethnically diverse campus in the UC System and has been designated as a Hispanic-Serving Institution by the U.S. Department of Education, enabling access to federal and private grants. To learn more about UC Merced, see <http://www.ucmerced.edu/about-uc-merced>.

The Vice Chancellor for Development & Alumni Relations will report to Chancellor Leland and serve as her principal advisor on all development and alumni relations matters. S/he will be an active participant on the Chancellor's executive team, serve as the Vice President of the UC Merced Foundation, and work closely with the Foundation Board and all University constituencies. The Vice Chancellor will assess and further define the strategic direction of the development & alumni relations function and implement the necessary infrastructure to support a comprehensive program that effectively engages diverse constituencies in the life of the University and strengthens a culture of philanthropy. The Vice Chancellor will lead a cohesive and productive team of 20+ staff, set clear and achievable goals, implement accountability measures, and motivate and inspire the staff to meet and exceed expectations. The Vice Chancellor will directly and personally participate in the identification, cultivation and solicitation of principal/major gifts and become an active and visible member in the local and University community. S/he will launch systematic initiatives to identify and cultivate the next generation of donors to UC Merced while maintaining and strengthening ties to existing donors, promote and augment alumni involvement through creative and relevant programming, seek out new philanthropic opportunities with determination, and work with others across the institution to create a strong and consistent message about the University to its constituencies. Working in close collaboration with University Relations and other key University partners, the Vice Chancellor will assist in efforts to enhance institutional image and public awareness, and strengthen internal and external relationships and partnerships to benefit the University.

The ideal candidate must possess a minimum of ten years of executive leadership and management experience, a keen understanding of best practices in fundraising, a proven track record of managing a comprehensive development and alumni relations effort, and a demonstrated record of accomplishment in developing successful strategies to build a highly efficient, effective, and creative development program in a complex university system. S/he will have successfully planned, executed, and closed significant campaigns, and will have a proven track record in personally identifying, cultivating and soliciting seven-figure gifts. The candidate must possess a high level of integrity and credibility; be a self-starter with a sense of urgency and a clear set of priorities; and have the ability to adapt to changing circumstances in a complex environment. The successful candidate must have extraordinary communication skills and be an open, achievement-oriented professional. The individual should have a collegial, team-building style with a demonstrated ability to motivate staff to keep them engaged, energized and focused on results and to cultivate productive, collaborative relationships with faculty and staff across the University. S/he will create a professional work environment that rewards individual and collective success, builds confidence and

promotes diversity in all its forms. Bachelor's degree required; advanced degree is preferred.

UC Merced has retained Mr. Jack Gorman of Isaacson, Miller, a Boston-based national executive search firm, to assist in conducting this important search. All inquiries, applications and nominations for this opportunity should be directed via email to: **Jean Jacoby, Associate** at **UCMerced@imsearch.com**.

UC Merced is committed to cultural diversity and it is expected that the successful candidate will further this commitment. The University is an affirmative action/equal opportunity employer.