THE OPPORTUNITY

Vice President for University Advancement

Reporting to President Vistasp Karbhari, the Vice President for University Advancement (VPUA) oversees an integrated University advancement team and is responsible for oversight of all University advancement work comprised of a staff of 85 (51 in Development and 34 in Marketing and Communications) and a total budget of $9 million.

The Vice President for University Advancement will lead one of the fastest-growing advancement offices in the UT System to the next level by building a higher performing advancement program including a first-class marketing/communications team.

It is expected that the new Vice President will assume immediate staff and programmatic assessment and embark on a goal to increase UTA overall fundraising receipts. The opportunity to address a need for institutional marketing and branding within the advancement staff is anticipated. University Advancement comprises alumni and constituent engagement, development, and University marketing and communications working as one team. This structure of integration and partnership has evolved as the basis for broad success across the organization.

The Vice President will have an opportunity to build on this structure while leading a team in identifying and capitalizing on new opportunities for increased impact in support of the University’s mission. The next Vice President for University Advancement will address a wide range of opportunities and challenges to enable UTA to meet its aspirations.

The Vice President oversees 7 direct reports and a total team of 85. Direct reports include:

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<th>Assistant VP Development</th>
<th>Assistant VP Alumni and Donor Engagement</th>
<th>Special Project Coordinator</th>
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<tr>
<td>Associate VP Development and University Initiatives</td>
<td>Chief Marketing Officer</td>
<td>Executive Assistant</td>
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<td></td>
<td>Senior Associate VP/Chief Communications Officer</td>
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DEVELOPMENT
• Serves as a cabinet-level University officer, promoting additive dialog about how University Advancement best supports the University’s aspirations;
• Lead the strategic planning for development, marketing/communications, and alumni relations; add to the talents of the office through key hires and staff retention, partner effectively with key administrative and academic colleagues across campus; and serve as the primary liaison to committees of the Board of Regents;
• In close partnership with the President, ensure that the University is successfully advancing the University’s relationships with those individuals and families with the greatest philanthropic ability as the University seeks to accelerate the level and pace of transformational gifts, and lead by example through the management of a portfolio of 25-40 of the University’s top donors and donor prospects;
• Build a program of distinction using a balanced fundraising model including planned giving, principal and major gifts, leadership and annual giving, and corporate and foundation relations;
• Ensure strong connections between volunteer and University leadership;
• Develop and drive budget/resource plans that align advancement goals and University expectations.

COMMUNICATIONS

• Nurture and deepen the integration among the three disciplines of advancement, integrating alumni engagement, development, and University marketing and communications in collaboration with advancement operations;
• Provide executive leadership for the Office of Communications ensuring that university and departmental goals for areas of responsibility are met;
• Through an innovative and integrated communications and marketing team, implement a strategic communications and marketing plan to position UTA as an institution of excellence and bring UTA stories to the world;
• The Office of Communications and Marketing team
  o Build the UTA brand internally and externally to extend the university’s base of support
  o Execute an effective annual communication plan with performance outcomes using a multi-channel approach and expanding the use of digital and social media
  o Oversee a proactive media and public relations program
  o Advise the president and develops appropriate communications strategies to manage emerging issues or potential crises
  o Through a creative services team help the University Advancement Office and UTA colleagues share their stories
  o Manage the university trademarks, branding, publications, and related activities
  o Work closely with university legal department on all TPIA media requests
  o The Office works closely with Government Relations to further position the University and ensure timeliness of messaging for the University as related to the community, local, state and federal entities
  o The Office works closely with the Vice President for Research in ensuring that the results of the research enterprise are appropriately positioned and communicated
• The Vice President will drive a culture of diversity, equity, and inclusion, attracting candidates with diverse backgrounds, experiences, and perspectives and ensuring a safe, welcoming, and supportive environment for all team members;
• Maintain a destination workplace, attracting and retaining top-level team members committed to institutional mission and values;
• Foster professional growth, including leadership development, at all levels of University
Advancement.

The Vice President will have a bachelor's degree and minimum of 15 years of progressively responsible leadership and management experience in a complex higher education advancement organization; a proven track record of partnering with University presidents, trustees and senior leaders in the achievement of ambitious fundraising goals; the ability to interact effectively with Trustees, senior leadership, administrators, faculty, and staff; demonstrated success in developing and managing fundraising programs/professionals, and an in depth understanding of the advancement profession; knowledge of and experience with using data to drive fundraising strategy; ability to shift priorities in response to results and trends; and highly skilled in the areas of planning, critical thinking, and analysis; and superior interpersonal skills and the ability to lead and motivate a diverse staff.

S/he will have experience managing change and growth; and an ability to develop professionals by providing clear and direct feedback in a manner that is motivated by a desire to help individuals grow while advancing the overarching goals of the University and the needs of the team.

HOW TO APPLY

The University of Texas at Arlington has partnered with Higher Talent, Inc. to manage the recruitment process. Interested candidates should direct inquiries to Mindy Cohen at ms@highertalentinc.com. Please submit a CV, resume, a cover letter and an application of interest that outlines the applicant's interest, qualifications and experience for the position, to https://uta.peopleadmin.com.

View full prospectus here  UTA VP Prospectus.

EEO STATEMENT

UTA is an Equal Opportunity/Affirmative Action institution. Minorities, women, veterans and persons with disabilities are encouraged to apply. Additionally, the University prohibits discrimination in employment on the basis of sexual orientation. A criminal background check will be conducted on finalists. The UTA is a tobacco free campus.