



The University of Texas at San Antonio™

Vice President for Development and Alumni Relations
The University of Texas at San Antonio (UTSA)

San Antonio, TX

<https://www.utsa.edu/>

Send Nominations or Cover Letter and Resume to:

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The Opportunity:

Just as a new era in higher education is dawning at The University of Texas at San Antonio, so too is a new era of philanthropic leadership and support. UTSA is on the move in every way and is the university of the future. Situated in our nation's seventh largest city — which is growing faster than any other in the country and into which 66 people move every day — UTSA is uniquely positioned to serve society due to its deep integration in a region that reflects the demographic future of the United States. UTSA has all the ingredients to realize its full potential as a great, public research university within the next decade, and philanthropic support is key to the realization of these goals.

By every measure, the University is poised for greater and greater levels of philanthropic partnership and investment. UTSA has achieved record fundraising results for each of the last five years, philanthropic potential among alumni and friends is high, and the University is held in high regard by the City of San Antonio and its proud residents, many of whom are donors to UTSA. Greatest among the University's assets is President Taylor Eighmy, who has brought bold vision, an accelerated pace of change, and authentic leadership style to his direction of the now 50 year old university.





This opportunity is ideal for the advancement professional who thrives in high energy, high impact roles. S/He will be a member of President Eighmy's exceptional senior leadership team and will lead a development and alumni relations team of 75 with seven direct reports; a detailed organizational chart appears at the end of this document. UTSA is currently in the planning phase of a 10-year, \$500 million campaign and completed a feasibility study supporting this goal in spring 2019.

The next VP will be optimistic, altruistic and strategic, bringing an integrated, comprehensive, and results oriented approach. S/He will be charismatic and highly motivated, creative and hard-working, and will bring a strong record of fundraising, management and leadership success to the role. S/He will be forward-thinking, possess a can-do mindset and will pair a collaborative style with confident leadership. As comfortable in a board room as mentoring a junior staff member, the next VP will bring campaign expertise, a visionary style of leadership and a passion for raising money in support of public higher education. Ideal candidates will have a great sense of humor, a worldly view, and believe in leading by example.

The ideal candidate will support his/her tactical expertise with a personal track record of closing significant gifts and bring experience that demonstrates his/her strategic expertise in building and growing a comprehensive philanthropic program. Rounding out the qualities for a successful Vice President will be strength in managing and leading teams to execute at the highest levels, a nuanced understanding of the importance of, simultaneously, improving the operations of the office while leading by example as a lead fundraiser for the University and ambition to position UT San Antonio as an economic, academic, and athletics powerhouse for Texas and a sincere appreciation for San Antonio, the community and culture of the region.

University Overview

As the third largest of nine academic universities and six health institutions within The University of Texas System, UTSA is a leading public Hispanic- and urban-serving university specializing in cybersecurity/computing, health, advanced materials/energy, and human/social development. With nearly 30,000 students supported by 1,350 faculty and 5,050 staff and student employees, both benefits- and non-benefits eligible, it is the largest university in the San Antonio metropolitan region. As a Hispanic Serving Institution (HSI) of learning and discovery, UTSA embraces multicultural traditions and is highly focused on student success and



meeting the educational needs of many 1st generation, transfer, DACA, Veteran and international students. UTSA prides itself on its diverse student population. More than 60% of UTSA students are from underrepresented groups. Nearly half (45%) of UTSA undergraduates will be first-generation students earning their bachelor's degrees. Additionally, transfer students comprise about 38% of UTSA's total undergraduate population. Further enhancing an already diverse student population is UTSA's military community, which makes up approximately 13% of total students. This includes active duty military members, veterans, reserves/guard, and their spouses and dependents.



UTSA delivers high quality academic programs, impactful research activity and community engagement at two primary locations —

- The 600-acre *Main Campus* is the hub of UTSA and home to students nearly every hour of the day and night. It includes the College of Business, College of Engineering, Honors College, College of Liberal and Fine Arts, College of Sciences, University College and part of the College of Education and Human Development. It is also home to the Student Union, the Convocation Center, more than 350 student organizations, residence halls, two libraries and research laboratories and core facilities. The adjoining Park West Athletics Complex sits on 125 acres near the Main Campus and features a soccer stadium and a track and field complex.
- The *Downtown Campus*, located in the heart of San Antonio's business, social and cultural scenes, offers undergraduate and graduate degree programs in the College of Architecture, Construction and Planning, the College of Public Policy and the College of Education and Human Development. More than one-third of UTSA's graduate students take classes at the Downtown Campus. Many of the university's community outreach programs and extended education offerings are located at this urban campus, which serves as a convenient location for community-wide events.



UTSA also is proud of our Institute of Texan Cultures, located on Hemisfair Park, that produces exhibits, cultural programs, and community events, as well as hosts field trips and teacher training, which examines and celebrate culture in Texas. As a Smithsonian Affiliate, the Institute hosts exclusive artifacts and educational programs from the Smithsonian Institution for the benefit of the people of Texas.

UTSA advances knowledge through research and discovery, teaching and learning, community engagement and public service. It serves as a center for intellectual and creative resources as well as a catalyst for socioeconomic development and the commercialization of intellectual property—for Texas, the nation and the world. As part of President Taylor Eighmy’s vision to make UTSA San Antonio’s university of



the future, the university is defining and executing strategies leading to National Research University Fund (NRUF) eligibility and an R1 (highest research activity) classification from the Carnegie Commission.

UTSA is ranked among the top four young universities in the United States and among the top 68 young universities in the world under 50 years old, according to Times Higher Education’s prestigious [Young University Rankings](#). UTSA has been recognized as the #1 Hispanic Serving Institution in the nation by Bloomberg, Businessweek, and has the #1 cybersecurity program in the nation according to a survey by Ponemon Institute. Hispanic Network Magazine also includes UTSA amongst its “Best of the Best” rankings of U.S. universities. It is among an elite group of U.S. universities to earn the Carnegie Foundation’s Community Engagement Classification. For more information about UTSA, please visit <http://www.utsa.edu/>.

University Leadership



Taylor Eighmy
UTSA President

Appointed in 2017, Dr. Taylor Eighmy is the 6th president of The University of Texas at San Antonio. Dr. Eighmy serves as a strong advocate for urban-serving public higher education and is passionate about UTSA’s role in developing San Antonio’s knowledge economy. President Eighmy brings a strong track record of advancing top research universities through strategic government collaborations, public-private partnerships and community engagement. His experiences as an administrative leader, researcher, inventor and professor have influenced his perspective as a champion of student success, particularly regarding the impact of experiential learning and undergraduate research programs. President Eighmy has recently unveiled a vision to make UTSA San Antonio’s research university of the future and an institution that produces graduates who can tackle today’s challenges.

Office of Development and Alumni Relations Overview

Previously known as the Office of External Relations, which encompassed both fundraising and marketing/communications teams, the [Office of Development and Alumni Relations](#) was formed in [May 2019](#) to focus solely on fundraising functions, including fostering relationships with donors and alumni.

The University began its first capital campaign, *We Are UTSA*, in 2009. The campaign reached its initial goal of \$120 million within months of launching and raised [\\$180 million](#) by the time it concluded in 2015 thanks to the participation of more than 33,000 donors. *We Are UTSA* funded new scholarships, research, programs, and facilities in all of UTSA's colleges. In addition to capital campaigns, UTSA is supported by the [University of Texas Foundation](#), which was founded by the system's Regents in 1967. The Foundation functions independently from the UT System and accepts gifts of unconventional assets, such as real estate and oil royalties, on the System's behalf to fund special endowments, grants, and other programs.



Overview of Responsibilities and Qualifications

- Oversee all development and alumni relations programs and provide leadership, guidance, and mentorship to direct reports and, by extension, all team members;
- Establish priorities for the Office, ensuring that managers are focused on those strategies and tactics that are essential to each unit's performance against clearly articulated goals and metrics;
- Lead the strategic planning and program development for development 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;
- Work collaboratively to continue to build a robust pipeline of mid- to major- to principal-level gifts that will sustain the University's fundraising success;
- 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;

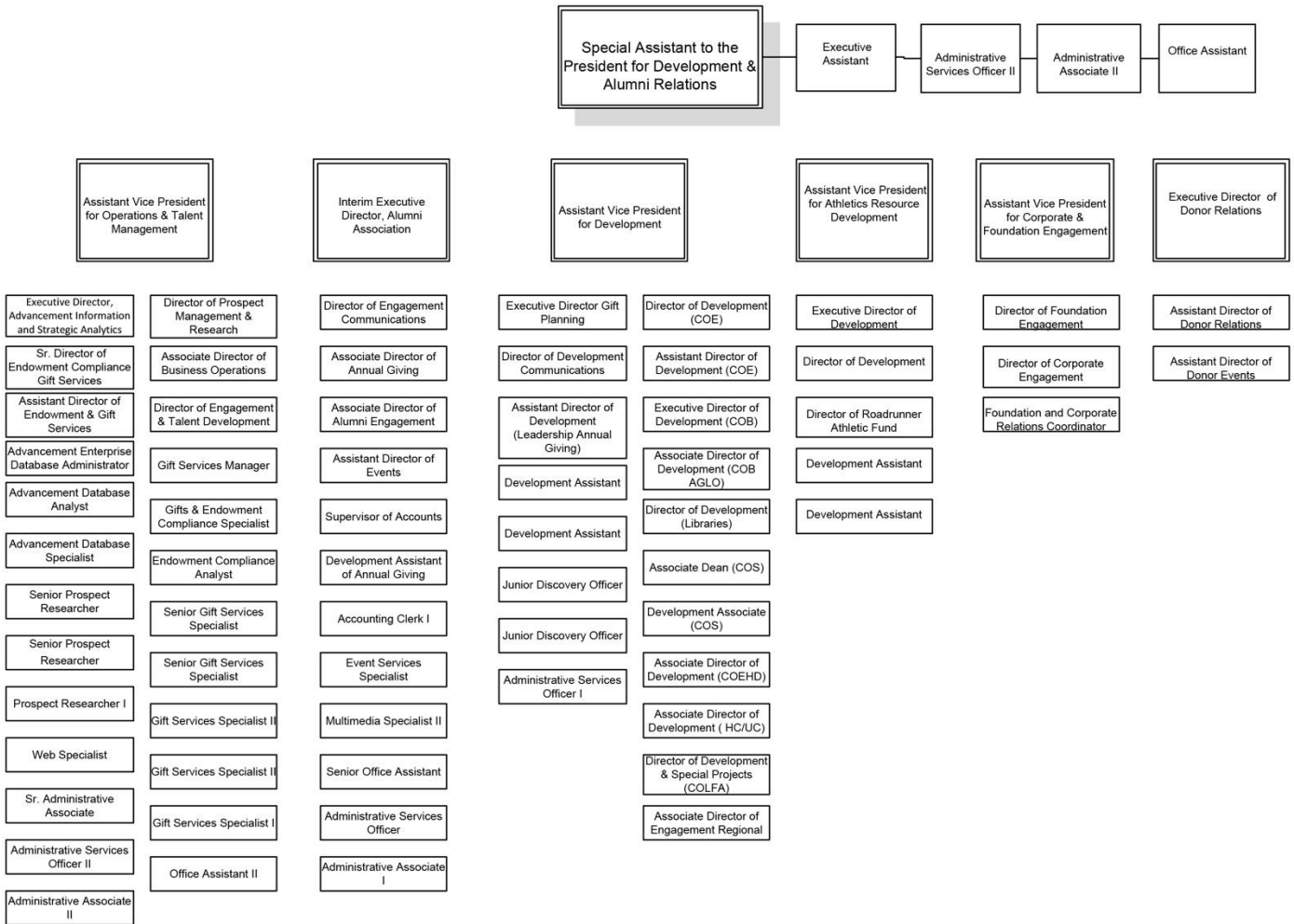
- The ability to interact effectively with Trustees, senior leadership, administrators, faculty, and staff;
- Demonstrated success in developing and managing fundraising programs/professionals, and an in depth understanding of the advancement profession;
- Knowledge of and experience with using data 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;
- Superior interpersonal skills and the ability to lead and motivate a diverse staff. 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.

Organizational Chart:



The University of Texas at San Antonio™

Office of The Vice President for Development & Alumni Relations



Background Checks:

Prior to submitting your resume for this position, please read it over for accuracy. Lindauer does verify academic credentials for its candidates, and our clients frequently conduct background checks prior to finalizing an offer.

To learn more, call
Gretchen Dwyer, Senior Consultant
617-262-1102
or send nominations or cover letter and resume to
gdwyer@LindauerGlobal.com.
All inquiries will be held in confidence.



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