



# FORDHAM UNIVERSITY

THE JESUIT UNIVERSITY OF NEW YORK

*Mission: "In the service of others."*

[www.fordham.edu](http://www.fordham.edu)

New York, NY

Open to Hybrid Employment

## SENIOR DIRECTOR OF DEVELOPMENT, PARENT AND FAMILY DEVELOPMENT

### THE OPPORTUNITY



Fordham University is a private doctoral research university in the Jesuit tradition. Since its founding in 1841, Fordham has grown as a result of the collective vision of its leaders, the generous support of alumni and friends, and the creativity and hard work of its faculty and students. Fordham University, the Jesuit University of New York, is committed to the discovery of wisdom and the transmission of learning through research and through undergraduate, graduate and professional education of the highest quality. Guided by its Catholic and Jesuit traditions, Fordham fosters the intellectual, moral, and religious development of its students and prepares them for leadership in a global society.

Fordham University seeks a seasoned Senior Director of Development, Parent and Family Development (Senior Director) to lead the University's parent fundraising efforts. S/he will increase philanthropic support from parents and families of Fordham students and oversee the Parent Leadership Council and Parent Ambassador program.

The Senior Director will design and implement a comprehensive major and annual giving strategy to increase engagement, philanthropic support, and participation from the broader parent community. S/he will manage and carry a portfolio of major gifts prospects and design strategies for the identification, qualification, cultivation, solicitation, and stewardship of prospects. The ideal candidate will partner with

senior DAUR and university leadership, regionally assigned and school-based gift officers, the Fordham Fund, and other fundraising colleagues.

The Senior Director will report to the Senior Associate Vice President for Development and manage a team of two parent giving professionals, the Leadership Annual Giving Director and a marketing and operations professional.

Fordham University has retained [Freeman Philanthropic Services, LLC](#) to assist with this crucial recruitment.

## ABOUT FORDHAM UNIVERSITY

Fordham University is a private doctoral research university in the Jesuit tradition. Since its founding in 1841, Fordham has grown as a result of the collective vision of its leaders, the generous support of alumni and friends, and the creativity and hard work of its faculty and students.

In February 2022, the Board of Trustees announced the appointment of the University's 33rd President, President Tania Tetlow, J.D., who took office on July 1, 2022 as the first layperson and woman to lead the University in its 181-year history.

Fordham University, the Jesuit University of New York, is committed to the discovery of wisdom and the transmission of learning through research and through undergraduate, graduate and professional education of the highest quality. Guided by its Catholic and Jesuit traditions, Fordham fosters the intellectual, moral, and religious development of its students and prepares them for leadership in a global society.

Founded as St. John's College by Archbishop John Hughes, Fordham opened in 1841 to serve the immigrant Catholic Church of New York. At the invitation of Archbishop Hughes, the Society of Jesus (the Jesuits) assumed responsibility for the College in 1846. In 1907 the institution achieved university status and its name was officially changed to Fordham University. It is one of the 28 Jesuit colleges and universities in the U.S. and 133 Jesuit institutions of higher learning around the globe. It is also the only Jesuit university in New York City.

Today, Fordham serves more than 16,000 students in three undergraduate colleges and seven graduate and professional schools at its three campuses in the Bronx, Manhattan, and Westchester County. Fordham's faculty has grown to include 735 full-time instructors, 93-percent of whom hold doctoral or other terminal degrees. Fordham has more than 114,000 living alumni.

## REPORTING AND IMPORTANT RELATIONSHIPS

The Senior Director will report to the Senior Associate Vice President for Development and manage a team of two parent giving professionals, the Leadership Annual Giving Director and a marketing and operations professional.

S/he will partner with Fordham's Parent Leadership Council and Parent Ambassadors program and manage the recruitment and solicitation of these members, including nomination for other high-level advisory boards at Fordham. The Senior Director will effectively collaborate with senior DAUR and university leadership, regionally assigned and school-based gift officers, the Fordham Fund, and other colleagues throughout the university.

## KEY OPPORTUNITIES

The Senior Director will have the capacity and demonstrated track record to lead the cultivation, solicitation, and stewardship of Fordham's incoming parents and families. S/he will be responsible for the following:

- Advance and support the University's Jesuit mission and identity;
- Ensure the systematic identification, qualification, cultivation, solicitation, and stewardship of Fordham's highest capacity incoming parents;
- Carry and solicit a portfolio of major gifts prospects, comprised of parents and family members with the capacity to give four, five, and six-figure gifts;
- Design and execute marketing plans, cultivation events, and volunteer opportunities to cultivate Fordham's incoming parents and maximize philanthropic support;
- Manage recruitment and solicitation of members of Fordham's Parent Leadership Council and Parent Ambassadors program;
- Nominate parents for other high-level advisory board at Fordham, including the President's Council and school advisory boards;
- Manage team of two parent giving officers responsible for leadership annual giving and operations; and
- Exemplify and uphold DAUR's core values.

## IDEAL EXPERIENCE AND QUALITIES

Fordham University seeks a mission-driven professional who will contribute to the University. In addition to the demonstrated ability to meet and exceed the responsibilities listed in the preceding section, the ideal candidate will possess the following experience and attributes:

- Shared values with Fordham and its Jesuit and Catholic identity;
- Emotionally intelligent and ethical professional with the stature, integrity, and experience to effectively engage and support DAUR colleagues;
- Demonstrated track record of soliciting major and leadership annual gifts;
- Proven ability to mentor and inspire a high-performing team of fundraising professionals;
- Professional maturity and gravitas to be able to partner with senior leadership in student affairs, enrollment management and the undergraduate colleges and schools;
- Ability to ensure and promote a diverse, equitable, and inclusive workplace;
- Demonstrated ability to achieve fundraising goals while working with prospects in all phases of development: qualification, cultivation, solicitation, and stewardship;
- Strong verbal and writing skills, high attention to detail and follow-up, and excellent organizational and project management skills;
- Ability to work collegially and collaboratively in a team setting;

- Demonstrated track record of exceptional work and a high level of personal initiative;
- Flexibility and adaptability to new programs in an emerging and changing environment; and
- Bachelor's degree and valid driver's license required.

## COMPENSATION

The compensation and benefits package will be competitive and commensurate with the successful candidate's background and experience. Compensation range: \$130,000 to \$145,000.

## DIVERSITY

Fordham University is committed to the recruitment, retention, and promotion of the finest employees by creating a community that seeks, welcomes, and actively affirms diversity. Fordham provides for the enhanced effort to recruit, employ, and promote members of historically underrepresented groups, which in this case refers to women, people of color, veterans, and people with disabilities.

## CONFIDENTIAL INQUIRIES AND HOW TO APPLY

Fordham University has retained Freeman Philanthropic Services, LLC to assist on this recruitment. FPS is a national leader in executive recruitment for the not-for-profit sector and brings a proven track record of recruiting top talent to diverse institutions.

Please send all confidential inquiries, applications, and nominations directly to FPS via email at [Fordham-SDPG@glfreeman.com](mailto:Fordham-SDPG@glfreeman.com).

All applications must include: (1) an up-to-date resume; (2) a formal letter of interest (addressed to Gail L. Freeman, President of FPS) that specifically cites the experiences that best prepare the applicant for this role and why this particular opportunity at Fordham is the logical and desired next step in their career, and (3) a list of references. Additional materials and information will be requested during the search and interview process.