



## Vice President of Strategy and Institutional Advancement

### The Opportunity

Community College of Denver (CCD) invites applications and nominations for the position of Vice President of Strategy & Institutional Advancement (VPSIA).

CCD seeks an accomplished and dynamic professional with proven leadership ability to serve as the next VPSIA and help guide the College's institutional effectiveness, advancement, and marketing programs through its next phase of development. The VP is a member of the President's Executive Leadership Team and reports directly to the President. The VPSIA is responsible for leading and organizing the institutional strategy and advancement program at CCD, including executive leadership for the CCD Foundation, the development office, governmental relations, communications, marketing, and grants. The VPSIA also leads the college's strategic planning process and provides oversight of strategic planning implementation and assessment of results. In addition, the VPSIA leads the operationalization of a variety of strategic initiatives for the President and the College. They will regularly represent the President and the College to external constituents and serve as the CCD liaison to the Auraria Chief of Staff group.

The VPSIA will provide leadership in improving the effectiveness of the institution in the establishment of strategic and operational goals and in utilizing grants and philanthropy to resource institutional priorities. The VPSIA collaborates with the College's leadership team to advance the mission of the College in championing student success, economic opportunity, innovation, and excellence while transforming students' lives and communities, and positioning the institution for a sustainable future. The successful candidate will be committed to relationship-based advancement work that values authenticity, integrity, and personal engagement. A strong record of leadership and accomplishment and documented success in fundraising that includes annual giving, major gifts, and campaign experience is preferred. The successful candidate will partner with the Executive Director of the CCD Foundation and other college leaders to maximize private gift support and grants for CCD's priority projects and programs while assuring strict compliance with donor/grant or intent, and all applicable State and Federal regulations.

Founded in 1967, CCD is a vibrant community that prepares students for academic and life success. CCD promotes excellence in teaching, learning, and service to a diverse community of learners and enrolls more than 12,000 students annually. Among the student population, 92 percent are Colorado residents, more than 30 percent are Latinx, more than 50 percent self-identify as underrepresented, and approximately 60 percent of students are in the first

generation of their families to attend college.. The College offers more than 100 degrees and certificates in transfer and occupational education, and CCD's core classes are guaranteed to transfer to Colorado public colleges and universities. To learn more about the Community College of Denver, visit: <https://www.ccd.edu/>.

## **Duties and Responsibilities**

### **50% - Duties and Responsibilities for Strategic Planning and Institutional Effectiveness**

- Serve as a member of the Presidents' executive leadership team, and actively participate with the President and other vice presidents in strategic institutional planning, policy/procedure development and problem resolution.
- Assist the executive leadership team with organizing and prioritizing initiatives to achieve strategic goals, monitor and track metrics, and drive the design and/or execution of deliverables.
- Lead the development of lead measures and content reviewed at the College Goal Call.
- Handle various special projects and advise the President on a wide variety of executive and administrative matters.
- Set the tone for communications emanating from the President's Office and represent the College, as needed, with internal and external constituents.
- Provide leadership for advancing shared governance at the College.
- Promote the College's vision, mission, and core values.
- Ensure that fiscal practices and guidelines are strictly adhered to within assigned budgets and maintain spending within budgeted allocations.
- Participate in civic and community organizations as designated by the President, representing the College to develop and cultivate relationships with the community leaders and potential donors.
- Cultivate and maintain professional contacts with other higher education institutions and professional organizations and associations, and seek opportunities for joint ventures and partnerships.
- Maintain effective working relationships with the Colorado Community College System office, Auraria Higher Education Center leadership and the leadership of the Auraria Higher Education Institutions.
- Coordinate inter-institutional initiatives and communications through the role of liaison to the Auraria Chief of Staff group.

### **25% - Duties and Responsibilities for the Leadership of Fundraising and Development**

- Integrate the strategic priorities of CCD and CCD Foundation's fundraising efforts, and grant writing efforts, to assure the highest quality professional effort and to maximize effectiveness and productivity.
- Provide leadership to the Executive Director of the CCD Foundation & Governmental Affairs for the coordination of the activities of the Foundation Board, financial compliance, and legislative activities at the national, state and local level.
- Provide leadership to the Executive Director of the CCD Foundation & Governmental Affairs and the Director of Grants to ensure strong performance effectiveness and productivity.
- Establish guidelines for assessing feasibility of proposed grants, projects and initiatives.

- Lead the development of a grant and philanthropy fundraising strategic plan aligned to college priorities.
- Collaborate with the Vice President of Student Services to develop and monitor a student aid strategic plan and provide leadership for the attainment of student aid goals through philanthropic giving and grants.
- Provide leadership for the monitoring and supervision of the Foundation's accounting and investment activities.
- Plan and direct the College's external fundraising and grant efforts including federal, state, local and private development opportunities.
- Ensure that fundraising efforts are aligned with college priorities and long-range plans.
- Provide leadership for all College activities that raise funds from alumni, current staff, and the community.
- Provide the administrative infrastructure and centralized services necessary to support the optimal development effort.
- Work with the Chair of the Foundation Board, the College President, and the Executive Director of the CCD Foundation to cultivate and successfully solicit significant donors.
- Provide leadership for the development of fundraising campaigns and events, including capital and major gift campaigns, planned giving, and stewardship programs.
- Oversee the fulfillment of scholarship funds, program grants and discretionary grants awarded to the Foundation or the College, as well as preparation and submission of reports required to comply with donors'/grantors' conditions and applicable government regulations.
- Provide strategy and leadership to support the development, implementation, and maintenance of a comprehensive alumni program designed to provide meaningful opportunities for volunteerism, service, personal and professional development, and events for alumni to enhance loyalty, dedication, and support for CCD.
- Promote the College's vision, mission and core values while maximizing grant and philanthropic support for CCD.
- Develop and advance a culture of philanthropy throughout the organization.
- Create opportunities for a diverse group of volunteers to participate in the mission of CCD through advocacy and fundraising and advising the Foundation on programs and practices.
- Provide leadership to support maximizing the effectiveness of each member of the Board.
- Provide leadership for the preparation of reports to the CCD Foundation Board.

## **25% - Duties and Responsibilities for the Leadership of Marketing, Communications, and Creative Services**

- Provide leadership for the marketing, communications, and creative services team to ensure frequency and quality of marketing and communications that drive both the internal and external strategic direction.
- Provide leadership for the Director of Marketing & Branding and provide strong performance management to maximize effectiveness and productivity.
- Oversee the implementation of community and public relations strategies that advance the College's goals with key external and internal constituents.

- Engage in collaborative projects and programs with internal and external constituents to advance the mission of the College.
- Provide leadership for consistent communication of College priorities, initiatives, and outcomes to internal and external constituents.
- Provide leadership and coordination to produce a variety of college reports such as the SBCCOE monthly report, reports to Advisory Council, reports to the CCD Foundation, the CCCS Equity Report, Auraria Executive Council, and Auraria Board of Directors reports.

## Qualifications

### **Education:** (required/minimum)

Baccalaureate Degree from an accredited institution.

### **Experience:** (required/minimum)

- Demonstrated effectiveness working with boards, volunteers, and a wide range of constituents.
- Proven ability to develop and implement special events and projects.
- Evidenced competence in budget planning and management.
- Evidenced experience supervising, coordinating, and evaluating direct reports, departments, and programs – adhering to appropriate policies and procedures
- Evidenced competence in the assessment of outcomes of strategic initiatives.

### **Knowledge/Skills/Abilities:**

- Considerable knowledge of fundraising regulations and grant management
- Ability to orchestrate special events for potential and current donors.
- Excellent communication and interpersonal skills.
- Established ability to lead, manage, coordinate, assess, and supervise staff and volunteers, with a broad and diverse range of activities and people.
- Demonstrated ability to promote collaboration, teamwork and partnerships with internal and external constituents.
- Knowledge of current software applications.
- Responsible for the protection and safe keeping of confidential data acquired during work.
- Ability to perform complex functions and analysis under limited supervision
- Strong diagnostic, analytical, and problem-solving skills
- Ability to present and disseminate data and information to all levels of the college workforce and external constituencies.
- Ability to interact and effectively communicate with a diverse employee and student population.
- Contributes to and maintains a collaborative College environment
- Commits to the philosophy of a comprehensive community college.

### **Education:** (preferred)

Master's Degree from an accredited institution

### **Experience:** (preferred)

- Successful development experience with increasing responsibilities in an academic setting or for a nonprofit organization.
- Proven record of working with major donors on large gifts.
- Significant record of progressive fundraising experience with increasing levels of responsibility
- Experience working with state and local legislative delegations
- Demonstrated public relations and marketing skills.
- Licensure/Certification: (preferred) CFRE (Certified Fundraising Executive) credential or equivalent certification preferred.

### Other Considerations:

- The College has multiple campuses.
- This position is highly mobile within the metro-Denver region and requires reliable personal transportation.
- This position functions primarily during normal business hours but includes evening and weekend activities.
- Travel outside of the Metro-Denver area is typically confined to attendance at national professional conferences and meetings within the state of Colorado.
- Travel outside of the Metro-Denver area for prospect and donor visits should be expected.

### About the Community College of Denver

As one of 13 institutions in the Colorado Community College System, CCD is the third largest with more than 10,000 students. Founded in 1967, CCD is a vibrant community that prepares students for academic and life success. In 1975, the College moved to its current 150-acre Auraria Higher Education Center campus in downtown Denver. Situated along the west bank of Cherry Creek, CCD is also the only community college in the nation to share a campus with two four-year universities - Metropolitan State University of Denver and the University of Colorado - Denver. Together, the three institutions share classroom facilities, a fully accessible health center, a regional library, recreational facilities, a performing arts center, and a student union.

CCD promotes excellence in teaching, learning, and service to a diverse community. Among the student population, 92 percent are Colorado residents, more than 30 percent are Latinx, more than 50 percent self-identify as underrepresented, and international students represent more than 40 nations. The College offers more than 100 degrees and certificates in transfer and occupational education, and CCD's core classes are guaranteed to transfer to Colorado public colleges and universities.



CCD's most recent [Strategic Plan 2025](#) has four overarching goals: Access, Acceptance, Ascend, and Achieve. Goal One - Access, seeks to expand access to CCD to meet the needs of the surrounding service area, by diversifying methods of service delivery, expanding workforce development, and improving matriculation from high school to CCD. Goal Two - Acceptance, seeks to embed diversity and inclusion in every aspect of the work and learning at CCD in an effort to reach equity for all students, faculty and staff, by creating a culture of belonging and acceptance, closing the achievement gap, and improving campus climate. Goal Three - Ascend, encourages CCD to become the college where all students are successful, via increasing retention, completion, and teaching and learning efforts. Goal Four - Achieve, seeks to make CCD the college where all students achieve their educational and career goals, by increasing continuing education upon graduation/achievement of credential, increasing transfers to four-year institutions or the CCD bachelor's programs, and increasing career placement.

## Leadership

### **Dr. Marielena DeSanctis, President - Community College of Denver**

Dr. DeSanctis has more than 23 years of experience in education, including classroom teaching, curriculum development, instructional design, learning assessment, and progressive leadership roles in both K-12 and higher education. Prior to her presidency at Community College of Denver, she served as the Provost and Senior Vice President of Academic Affairs and Student Services for Broward College, Broward College's Central Campus President, High School Assistant Principal, Principal, and Assistant Superintendent of Curriculum and Instruction.



Before answering a call to education, Dr. DeSanctis served almost six years of experience as an engineer in the manufacturing and construction sector. Her education includes a bachelor's degree in Mechanical Engineering from Georgia Institute of Technology, a master's degree in Math Education from Nova Southeastern University, and an Ed.S. and Ph.D. in Educational Leadership from Florida Atlantic University. Born in South Florida to a mother who emigrated from Cuba, she is fluent in Spanish. Among her accomplishments, she is most proud of her two children - Conner, an engineer, and Allie, a lawyer, and her grandson, Roland.

## About Denver, Colorado

From sunny weather to winter sports, beautiful architecture to extensive parks, high-tech startups to farm-to-table restaurants, the Denver area offers something for everyone. A young, active city at the base of the Colorado Rocky Mountains, Denver has a population of approximately 715,000 (with a metro population of 2.9 million) and enjoys 300 days of sunshine a year.

Denver has 200 parks and nearly 20,000 acres of parks in the nearby Rocky Mountains. Downhill skiing or snowboarding can be enjoyed at nearby ski resorts, as well as cross-country skiing, snowshoeing, and snowmobiling. Some of the best trout fishing in Colorado can be found just a short drive from downtown Denver.

Denver is home to seven professional sports teams, including baseball, football, hockey, soccer, basketball, rugby, and lacrosse. Its thriving arts and culture scene offers world-class museums, must-see exhibitions, galleries, street art, and unique art districts. Home to award-winning chefs and restaurants, Denver has emerged as one of the top dining locations in the country, with a culinary scene that offers a robust array of options from neighborhood restaurants to classic steakhouses to historic Denver restaurants.





## Applications, Nominations, and Expressions of Interest

AGB Search is pleased to assist the Community College of Denver with this leadership search. To apply for the Vice President of Strategy and Institutional Advancement position, candidates are requested to submit the following:

- (i) resume;
- (ii) a letter of interest that addresses how the candidate's qualifications and experiences and qualifications connect with the qualifications and attributes and leadership priorities as expressed in this position profile; and
- (iii) contact information for five references (to be contacted with candidate's permission at a later date).

For best consideration, applications should be submitted by June 13, 2025, to the AGB Search portal at [Vice President of Strategy and Institutional Advancement](#). The search will remain open until an appointment is made.

Nominations and expressions of interest in the Vice President of Strategy and Institutional Advancement position are encouraged. Please direct them to [CCDenverVPStrategy@agbsearch.com](mailto:CCDenverVPStrategy@agbsearch.com) or the AGB Search consultants listed below:

Laura Woodworth-Ney, Ph.D.  
Principal  
[laura.woodworth-ney@agbsearch.com](mailto:laura.woodworth-ney@agbsearch.com)

Andrew Bowen, MA  
Executive Search Consultant  
[andrew.bowen@agbsearch.com](mailto:andrew.bowen@agbsearch.com)

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SEARCH**

Advancing Higher Education Leadership

*Community College of Denver is seeking individuals with demonstrated commitment to creating an inclusive learning and work environment. CCD values the ability to work effectively with students, families, faculty, instructors and staff of diverse backgrounds.*



# AGB SEARCH

Advancing Higher Education Leadership

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