



**Director of Development, Metro New York
Position Prospectus | 2023**





Stony Brook University has partnered with AGB Search to identify its next Director of Development for Metro New York.

This document provides an overview of Stony Brook University, information and details about the opportunity, and desired candidate qualifications and characteristics.

Throughout the document, [red text passages](#) provide hyperlinks to document pages and online resources with more detailed information.

We invite you to join Stony Brook University as the University “goes beyond the expected.”

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GOING BEYOND THE EXPECTED

Stony Brook is one of America’s most dynamic public universities. We are a center of academic excellence and an internationally recognized research institution that offers all students a world-class education.



HISTORY & MISSION

Stony Brook University, a SUNY flagship, was originally established in 1957 as a college for the preparation of secondary school teachers of mathematics and science. The first campus was in Oyster Bay, Long Island, on the grounds of a former Gold Coast estate. In 1962, a new campus was built near the historic village of Stony Brook on land donated by local philanthropist Ward Melville.

Part of the State University of New York system, the University has grown tremendously and is now recognized as one of the nation’s important centers of learning and scholarship — carrying out the mandate given by the State Board of Regents in 1960 to become a university that would “stand with the finest in the country.”

The University campus lies about 60 miles east of New York City and 60 miles west of Montauk Point. It is only a short distance to the Atlantic beaches of the South Shore and the vineyards of the East End. Situated on 1,039 acres on the North Shore of Long Island, Stony Brook University has a four-season climate, tempered by proximity to the Atlantic Ocean and Long Island Sound.

Stony Brook University has a five-part mission:

1. to provide comprehensive undergraduate, graduate, and professional education of the highest quality;
2. to carry out research and intellectual endeavors of the highest international standards that advance knowledge and have immediate- or long-range practical significance;
3. to provide leadership for economic growth, technology, and culture for neighboring communities and the wider geographic region;
4. to provide state-of-the-art innovative health care, while serving as a resource to a regional healthcare network and the traditionally underserved;
5. to fulfill these objectives while celebrating diversity and positioning the University in the global community.



HISTORY

- 1957** Founded
- 2001** Became member of Association of American Universities

LOCATION

- 60 miles** East of New York City
- 3 miles** From West Meadow Beach on the eastern seaboard
- 1,039 acres** On the North Shore of Long Island

THE OPPORTUNITY

Reporting to the Senior Associate VP of Development and Chief Development Officer, the Director of Development, Metro NYC Regional will play a key role in the fundraising efforts for Stony Brook University while representing all areas of the University to prospects and donors across the New York City Metropolitan Region. Stony Brook has 45,000 alumni, with more than 3,500 unassigned major gift prospects in the five boroughs of NYC.

Working closely with the SAVP and other Advancement and Academic leaders at the University, the Director of Development will design a comprehensive fundraising plan and strategy for the Metro NY Region. The Director of Development will meet with key prospects and individual donors, cultivate relationships with them, solicit them for gifts, and manage all associated fundraising activities. While subject to change based on an individual development officer's portfolio, the Director of Development will be required to meet clearly defined metrics annually. They will have experience managing numerous priorities and a broad portfolio of university-wide donor relationships.

Stony Brook University is one of the newest and youngest members of the Association of American Universities, a group comprised of the top 66 research universities in the United States and Canada, and is eager to continue its trajectory toward the top of higher education institutions in the world. As a young research institution with unlimited potential, the University enables both excellence and access in equal measure. The next Director of Development will champion the vibrant community of Stony Brook and support the mission of being a national leader in generating social mobility for its students.

In fiscal year 2022-23, the University closed a record year, raising over \$184 million in gifts and pledges through the generous support of nearly 10,000 donors. This group comprised thousands of first-time donors, and supported research, endowed faculty positions, scholarships, fellowships, facilities, campus life, and other academic support.

Required Qualifications:

A bachelor's degree is required (foreign equivalent or higher). Four (4) years of full-time fundraising experience in higher education, a complex healthcare system, or a large non-profit. Proven record of success in cultivating, soliciting, and closing major level (\$100,000+) gifts from individual donors or institutions. Experience managing numerous priorities and a broad portfolio of donor/client relationships.

Preferred Qualifications:

A master's degree is preferred. An additional one (1) or more years of full-time fundraising experience in higher education, a large non-profit, or a complex healthcare system. Comfort with high net-worth individuals, including the ability to maintain confidential information. Basic knowledge of planned giving vehicles and techniques. Fundraising campaign experience, and experience with Raiser's Edge or comparable donor relationship applications.

Key Responsibilities:

- **(60%):**
 - Develop and implement a comprehensive fundraising program. Identify, qualify, cultivate, solicit, and/or steward prospects capable of making major (\$100,000+) gifts. Steward existing donors appropriately to encourage long-term relationships. Achieve specific and measurable goals for contacts, effective portfolio management, proposals presented, and dollars raised.

- **(15%):**
 - Serve as a member of the Stony Brook Advancement team, coordinating efforts with the broader work of University Advancement, participating as a professional and team member in various Advancement tasks and functions, and communicating clearly and consistently with colleagues about goals, progress, and activities.
- **(10%):**
 - Engage volunteers to utilize them in the cultivation and solicitation of donors.
- **(10%):**
 - Projects as assigned as appropriate to rank and departmental mission.
- **(5%):**
 - Attend appropriate alumni, School, and University events that present opportunities to advance prospect or donor relationships.

This position can be based in New York City and will require frequent (daily) prospect and donor engagement across the five boroughs and, occasionally, the immediate suburbs. Some regular visits to the Stony Brook campus will be expected and required to participate and engage in high-priority Advancement and University meetings and events.

UNIVERSITY ADVANCEMENT

It's an exciting time to be a part of Stony Brook University Advancement. The collective efforts of the advancement team directly support the mission of the University and Stony Brook Medicine by creating opportunities for students, researchers, clinicians, faculty, and others. All advancement staff share a common goal, and that goal is driving what comes next for the University and supporting its impact in the community and around the world.

The Stony Brook University Advancement team helps make connections and build relationships with friends, foundations, corporations, and alumni to raise funds for the University, Stony Brook Medicine, the Long Island State Veterans Home, and related funding priorities that advance the University's mission. Every role whether in alumni relations, donor experience, advancement services, marketing and communications, fundraising, or the Stony Brook Foundation is critical to the University's success.

Advancement is composed of six major areas:

- **Advancement Services:** Responsible for Advancement-related operations, including technology management and prospect research.
 - **Advancement Marketing and Communications:** Creates the tools and messaging that help persuade friends and alumni to invest in Stony Brook.
 - **Advancement Operations:** Focused on HR, talent management, finance, and the development and execution of business strategies that maximize the flow of information and productivity.
 - **Development:** Comprises all frontline fundraising activity throughout Stony Brook University and Stony Brook Medicine focusing on major and principal gifts.
 - **Constituent Experience:** Manages alumni relations, donor experience, and Advancement-initiated events on and off campus that seek to engage, cultivate, and steward fundraising prospects and donors.
- The Stony Brook Foundation:** A 501(c) (3) nonprofit organization and Advancement partner, the Foundation ensures all gifts to the University are appropriately received, invested, and distributed consistent with each donor's expressed intent.

Awards and Recognition

Stony Brook University – New York’s flagship and No. 1 public university – is one of America’s most dynamic universities, a center of academic excellence, and an internationally recognized research institution changing the world. Stony Brook is ranked # 26 among public universities and ranked #58 overall. Stony Brook University Hospital was named one of America’s 50 Best Hospitals in 2023 by Healthgrades, putting the hospital in the top one percent of the country.

In June 2023, the [Simons Foundation announced a historic \\$500 million endowment gift](#) to Stony Brook University – the largest unrestricted donation to an institution of higher education in U.S. history. In addition to this historic gift and previous gifts to Stony Brook University, following Stony Brook’s successful bid to serve as the anchor institution of The New York Climate Exchange, the Simons Foundation committed \$100 million to the project’s expected \$700 million budget.

The state of New York has pledged to support Stony Brook University as a flagship campus of the SUNY System, creating an endowment matching program that will help Stony Brook expand its philanthropic endeavors. The program provides authorization for four universities to receive up to \$200 million in a 1:2 state match to support their endowment funds. A total of \$500 million is allocated for the initiative, and universities may obtain more than \$200 million if all funds are not claimed at the end of three years.

ORGANIZATIONAL LEADERSHIP



Justin Fincher, Ph.D.

Vice President for Advancement
Executive Director of the Stony Brook Foundation

Justin Fincher, Ph.D., serves as the Vice President for Advancement at Stony Brook University and Executive Director of the Stony Brook Foundation. Reporting directly to Stony Brook University President Maurie McInnis and serving as a member of her senior management team, Dr. Fincher provides leadership for the University's development and alumni relations operations.

Prior to joining Stony Brook in August 2021, Dr. Fincher was the Vice President for Advancement Strategy and Administration at The Ohio State University. He oversaw advancement's talent management, training, and human resources functions, as well as the organization's strategic planning and internal communications efforts. Dr. Fincher managed projects that spanned the entire organization, advised the senior vice president on policy and short- and long-range planning, and aligned resources and talent to advance the organization's strategic priorities.

Prior to Ohio State, Dr. Fincher held roles at Rutgers University and Johns Hopkins University where he led teams responsible for assessment and research, marketing and communications, talent management and constituent engagement. A nationally published author, teacher and scholar of leadership development, he studies the influences of mentorship, involvement, diversity and organizational climate on one's sense of belonging and capacity for leadership.

He completed his master's degree in college student personnel and his doctorate in higher education administration at the University of Maryland-College Park. He holds a bachelor's degree in biology, with a focus on human behavior, from Rutgers University.



Scott Barrett

Senior Associate Vice President for Advancement

Scott Barrett serves as the Senior Associate Vice President for Advancement at Stony Brook University. Reporting directly to the Vice President of Advancement Justin Fincher, and serving as a founding member of his senior leadership team, Scott manages the day-to-day operation of all major gifts fundraising teams. This includes over 30 frontline fundraisers collectively managing just under 3,000 prospective donors, with significant investments planned in the coming years. Prior to joining Stony Brook in August 2022, Barrett was the Vice

President for Advancement at California State University – Dominguez Hills. Through major and annual giving, government and community advocacy, volunteer and alumni relations and talent management, he led the Division of University Advancement in efforts to secure record resources and to help further improve CSUDH's imagine in local, state, and national arenas.

Prior to California State University, Barrett served as Associate Dean of External Affairs at Syracuse University's Maxwell School of Citizenship and Public Affairs. With his extensive and direct background in fundraising and related activities, he and his team increased annual fundraising by 416% while decreasing expenses by 25 percent. He also led the effort to recapture the Maxwell School's #1 ranking in the U.S. News and World Report. Barrett holds a bachelor's degree in American Government from Hamilton College.

HOW TO APPLY

Stony Brook University has retained AGB Search to manage the recruitment process. Interested candidates must submit a current resume and a letter of interest that addresses the leadership opportunities, key responsibilities, and qualifications outlined in this leadership profile.

Applications will be reviewed as they are received, and the position will remain open until filled. Application materials (PDF) should be sent electronically to: <http://bit.ly/49dDlIt>

Questions regarding the application process should be directed to: Lynn DellaPietra, Ph.D., Executive Search Associate, lynn.dellapietra@agbsearch.com

Please direct all nominations and expressions of interest to one of AGB Search's consultants:

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