



## **Search for the Vice President for University Advancement**

### **THE SEARCH**

Miami University seeks a strategic, experienced and innovative advancement professional as its next Vice President for University Advancement to lead the University's fundraising and alumni relations efforts and to provide strategic vision and leadership as the University strengthens its image as a nationally known and respected, student-centered public university. This collegial leader will serve as a vital member of the President's Executive Cabinet, partnering with other university leaders, along with alumni, university supporters, students, faculty, and staff, in advancing and sustaining the University through cutting-edge research, data analytics and practice.

Miami University is a highly regarded and distinctive public institution of higher education that is recognized for outstanding undergraduate education and selective graduate and research programs. The University is an increasingly national constituency, and the position is an exceptional opportunity for an experienced, visionary leader to help grow, enhance, and advance Miami University.

With more than 16,000 undergraduate and 2,000 graduate students at its Oxford campus, Miami University blends the breadth of a large institution with the personal attention typically found at smaller colleges. Its graduate programs enrich and complement the undergraduate experience, fostering a cohesive academic community. Beyond Oxford, Miami's two regional campuses, Miami Online, and the Voice of America Learning Center serve an additional 3,500 students, expanding access and opportunity for both traditional and non-traditional learners. The university's Dolibois European Center in Luxembourg further extends this reach, offering students a distinctive, immersive study abroad experience.

Miami's unwavering commitment to teaching and learning is demonstrated in the University's record of exceptional retention and graduation rates, as well as its consistently strong and engaged alumni community. Miami encourages and supports its

students' intellectual depth and curiosity, the importance of personal values as a measure of character, and a commitment to life-long learning in a global environment. Further, Miami creates an environment where students engage actively in service and develop strong leadership, interpersonal, and civic skills.

Reporting directly to the President, the Vice President for University Advancement is a member of the President's Executive Cabinet. The next Vice President will be responsible for strengthening the University's advancement, development and alumni relations programs and ensuring the growth of Miami's overall philanthropic capacity. Working closely with the President, Deans, senior staff, faculty, and key stakeholders throughout the Miami community, the Vice President will strengthen a culture of philanthropy that reflects the time-honored traditions of the University. The Vice President will join the Miami University community at an exciting time as it enters the final stage of its \$1 billion capital campaign, *The Power of Will*. With \$800 million raised to date, the University is enjoying the fruits of this effort across campus, including scholarships, professorships and endowed chairs, program enhancements, and the transformative, state-of-the-art McVey Data Science building.

## **MIAMI UNIVERSITY**

### **History and Campuses**

Miami University was chartered by the Ohio General Assembly in 1809. The University offered its first classes in 1824 in the village of Oxford, Ohio. By 1829, it had grown to 250 students, making it the fourth largest university in the nation, following Harvard, Yale, and Dartmouth. The University admitted its first women students in 1902. In 1905, Nellie Craig Walker became the first Black graduate. The breadth of its undergraduate and master's programs grew throughout the 20th century, and in 1964, the Ohio Board of Regents approved the inauguration of Ph.D. programs.

The beautiful grounds and the gracious Georgian-style buildings of the 2,000-acre Oxford campus inspired poet Robert Frost to declare the Miami University campus "the most beautiful college that ever there was." Miami has worked consistently over the last 20 years to promote a green campus through recycling, sustainable energy sources, and in its new construction and building maintenance; Miami is a signatory to the Second Nature's Presidents' Climate Leadership Commitment (Climate Commitment). Both the attractiveness of the campus and the rich academic and co-curricular opportunities available for students make a strong statement about the University's commitment to the quality of student life.

Oxford, Ohio, the home of Miami University's main campus, is an attractive small city known for providing a vibrant "college town" experience. Oxford has numerous retail

and restaurant establishments a short walk from campus. In 2016, Forbes promoted Oxford as the top-ranked “college town” in America. Situated just an hour outside of Cincinnati and Dayton, the city of Oxford has more than 20,000 residents, including the student population. Its unique positioning also offers Miami University faculty and students access to the comprehensive cultural, educational, environmental, and industry resources in the Cincinnati metropolitan area.

Miami’s regional campuses are in Hamilton and Middletown, located 13 and 22 miles respectively from Oxford. Similarly, the Miami University Voice of America Learning Center is also conveniently located in West Chester, midway between Cincinnati and Dayton. Lastly, the Dolibois European Center is located in a thirteenth-century chateau in Luxembourg, a key center in the European Union, and is strategically located for student study and travel in Europe.

### **The Miami Experience**

Historically, Miami has created a strong undergraduate community through its commitment to student success; building student and alumni loyalty; and by empowering its students, faculty, and staff to become engaged citizens. It effectively combines a wide range of strong academic programs with the personal attention ordinarily found only at much smaller institutions, drawing students who want the benefits of a rigorous academic program in a student-centered environment. It is this Miami experience that continues to attract exceptional students.

The University’s curriculum and commitment to the highest quality instruction have earned it exceptional recognition:

- Miami is ranked No. 74 nationally among public universities in “Best Colleges 2025” by *U.S. News & World Report*. Among all national universities, Miami is ranked No. 144 out of 434 universities on the list.
- In a special *U.S. News & World Report* list, Miami ranks No. 2 nationally among public universities and number 12 among all universities, for commitment to undergraduate teaching. Miami has been on the list since 2009.
- Miami programs in entrepreneurship, engineering, business, undergraduate research/creative projects, services to veterans, and writing in the disciplines are ranked in the top 100 by *U.S. News and World Report, 2024*.
- *LinkedIn* recognized Miami as No. 6 among public schools and No. 35 overall for universities that best set up their graduates for long-term success.
- Miami’s Altman Institute for Entrepreneurship program was ranked 7th in the world by *Princeton Review and Entrepreneur Magazine*.
- Miami University’s Honors College is ranked No. 6 overall in the 50 Best Honors Colleges for 2024 by *College Transitions*.

- Miami received the 2019 Senator Paul Simon Award for Campus Internationalization, given by NAFSA: Association of International Educators. It recognizes outstanding innovation and accomplishment in campus internationalization.
- *Kiplinger's Personal Finance* magazine listed Miami as one of the "100 Best Values in Public Colleges" for 2019. Miami has appeared on the list since it was first published in 1998.

Miami University has an Office of Research and Innovation, and the following academic divisions:

- [College of Arts and Science](#)
- [College of Creative Arts](#)
- [College of Education, Health, and Society](#)
- [College of Engineering and Computing](#)
- [Farmer School of Business](#)
- [College of Liberal Arts and Applied Science](#)
- [Honors College](#)
- [Graduate School](#)

The College of Arts and Science is the oldest and largest college at Miami, with nearly half of the undergraduate student body enrolled. In addition, the Humanities Center and the new Humanities Hub in Bachelor Hall serve as a place for cross-disciplinary collaboration, public engagement, and innovation in the humanities, underscoring Miami's commitment to humanistic scholarship and teaching. The Farmer School of Business, and the College of Engineering and Computing are nationally recognized and ranked. In all, there are approximately 100 undergraduate majors, many master's and doctoral degrees, and an expanding portfolio of online degrees and certificate programs. Visit Miami's website to learn more about the University's [academic programs](#).

First and second-year Oxford students are required to live on campus. Residences are designed to foster greater student interaction and shared experience. They are close to classroom buildings, the recreational sports center, and uptown Oxford's shopping and restaurants. First-year students join living-learning communities that include Film and Video Making, Honors Residential College, Emerging Leaders, Entrepreneurship, and many others.

The "Miami Experience" is based on a rich tradition of academic excellence and intense engagement both inside and outside the classroom. Thousands of students each year participate in undergraduate research, internships, or study abroad programs. Miami ranks high in the nation among public doctoral universities in the percentage of students who study abroad before graduation. Students thrive in a residential educational

community offering exceptional opportunities, including hundreds of programs, activities, organizations, and services, many of which are coordinated by the Office of Student Activities. In addition, students may take advantage of the fraternity/sorority community, home to over 45 fraternity and sorority chapters, and the Harry T. Wilks Leadership Institute, which prepares students to become engaged public leaders and informed global citizens.

Miami also has a strong athletic program. Home to nine women's and seven men's varsity teams and dozens of club sports, Miami University has a proud athletic tradition. Whether in the stands or on the court, RedHawks witness dedicated student-athletes compete in NCAA Division I, Mid-American Conference, National Collegiate Hockey Conference, and the U.S. Figure Skating Association sports. Distinction in intercollegiate sports is measured not only by the quality of an institution's athletes but also by the caliber of its coaches. While the strong athletic program helps Miami distinguish itself amongst other universities, Miami also ensures that student-athletes excel in the classroom. The student-athlete average GPA has remained above a 3.00 for more than fifteen years, with a graduation success rate of over 80%.

Miami's Division of University Advancement is very active and accomplished, having raised over \$100 million in the calendar year 2024. University Advancement also is the recipient of numerous platinum and gold honors through the Pride of CASE V District Awards, including gold in the Circle of Excellence competition for the annual #MoveInMiami initiative which received over 4,500 gifts with nearly \$5,000,000 raised in one day as the first-year incoming student cohort arrived on the Oxford campus.

## **The Strategic Plan – Miami THRIVE**

In the fall of 2023, Miami University initiated an ambitious and innovative project to identify opportunities to strengthen Miami to better support its teaching, research, and service missions. [MiamiTHRIVE](#) will guide the university in reimagining Miami to serve the dynamic needs and interests of students now and in the future.

Miami THRIVE has focused on three priorities: student-centered transformative ideas, unwavering commitment to excellence, and mission-focused operational efficiency. To thrive in the future, Miami has set a student-centric ambition: *Preparing our students to thrive and lead through exceptional lives and dynamic, lifelong career journeys*. Five strategic pillars will support Miami's ambition:

- **Flexible, skills-focused curriculum:** Restructure the curriculum to ensure that all Miami students develop foundational, lifelong skills in key areas such as leadership, critical thinking, writing, communications, and collaboration, while expanding flexible and interdisciplinary offerings.

- **Leading programs within in-demand fields:** Better meet long-term trends in student demand by expanding areas of excellence in core interdisciplinary areas, including health, business, data sciences, STEM, and public service.
- **Experiential learning for every student:** Offer robust opportunities for experiential and applied learning in Oxford and beyond, including in key urban locations throughout the Midwest and select international markets.
- **Expansive partner ecosystem:** Create academic, career, and experience opportunities through a market-leading network of industry and governmental partners, alumni, and communities.
- **Reinvigorated campus experience:** Create transformative, signature, engaging experiences (e.g., through student organizations, Living-Learning Communities, athletics, and creative arts) across Oxford and regional campuses.

In spring 2024, MiamiTHRIVE launched 19 working groups focused on defining strategies and action plans to support the five strategic pillars while ensuring that Miami retains and builds on its foundational strengths and areas of differentiation. The working teams are composed of individuals from across each academic and non-academic division. More than 1,000 stakeholders from across Miami's campuses have contributed to the plan to date.

Examples of MiamiTHRIVE initiatives include the quantum computing partnership with the Cleveland Clinic and Miami's polytechnic initiative. Miami University and the Cleveland Clinic have partnered to advance education in quantum computing and elevate Ohio's global position in this transformative field. Through this innovative partnership, Ohio's first specialized degree programs and research experiences in quantum computing have been established. The polytechnic initiative reimagines higher education through hands-on, industry-aligned programs meeting regional workforce needs.

Visit the [MiamiTHRIVE website](#) to learn more.

## LEADERSHIP

### Gregory Crawford, President

For nearly 30 years, Dr. Gregory Crawford has been a passionate and innovative leader in higher education. He is the 22nd president of Miami University, a role he assumed in July 2016. Since he arrived, he has articulated a clear vision for the University focused on growth and excellence in a transformative learning environment embedded in collaboration and interdisciplinary studies across all of Miami's campuses. His dedication to providing an unparalleled learning experience is illuminated by his various accomplishments.

Before his presidency at Miami, he was vice president and associate provost at the University of Notre Dame, where he worked to expand career services, internships, and employment opportunities for Notre Dame undergraduates, recruiting students, enhancing fundraising, and establishing a presence in California.

Dr. Crawford joined Notre Dame's faculty in 2008, serving as the William K. Warren Foundation Dean of the College of Science. As dean, he oversaw the founding of the department of applied and computational mathematics and statistics, the recruitment of more than 60 faculty, and the planning and fundraising for significant new ventures such as the Warren Family Research Center for Drug Discovery and Development. Dr. Crawford previously served as the dean of engineering at Brown University, where he had joined the physics and engineering faculty in 1996.

President Crawford earned bachelor's (mathematics and physics), master's (physics), and doctorate (chemical physics) degrees from Kent State University. He completed two postdoctoral fellowships and was a researcher at the Xerox Palo Alto Research Center before joining the faculty at Brown. His work includes more than 400 research and education publications, review articles, and book chapters, and 21 U.S. patents and patent applications.

Under the leadership of President Crawford, Miami University has embarked on a process of reinvention, drawing on historic strengths: an unsurpassed residential campus experience; a focus on undergraduate teaching; a teacher-scholar model; a commitment to liberal arts; and a collaborative, engaging, innovative transdisciplinary mindset equipped to address the future.

President Crawford has launched a billion-dollar philanthropic campaign – *For Love. For honor. For those who will.* The campaign seeks to raise \$1 billion to support four cornerstones: Scholarships, Business and Entrepreneurship, Clinical Health Sciences, and Digital Innovation and Technology. The public launch took place at Homecoming 2022 and was kicked off with a \$46 million bequest for student support – the largest gift to date in Miami's history. As of January 2025, Miami has raised \$800 million of its \$1 billion campaign goal.

## **BOARD OF TRUSTEES**

The Miami University Board of Trustees is comprised of nine voting members, all of whom are residents of the state of Ohio. Each voting member serves a nine-year (six-year, beginning March 1, 2026), nonrenewable term and is appointed by the Governor with the advice and consent of the State Senate. In addition to the voting members, up

to six non-voting out-of-state (national) trustees may be appointed by the Board of Trustees, and two non-voting student trustees are appointed by the Governor.

The Miami University Board of Trustees recognizes its dual responsibility to represent the citizens of the State of Ohio and to promote the best interest of the academic community. The Trustees set and approve policies, budgets and strategic plans, and they have the authority to confer tenure on faculty members, award honorary degrees and appoint the President of the University.

## **MIAMI UNIVERSITY FOUNDATION**

The Miami University Foundation is a separately incorporated 501(c)3 entity with the mission of fostering the educational and research activities of the University. The Foundation solicits and receives contributions and oversees the investment management of the University's and Foundation's endowments, which currently have a combined value of over \$1 billion.

There are up to 39 Foundation Board directors, including up to 30 potential volunteer positions, seven University officers (including the President, Provost, Foundation Board President, and Vice Presidents of University Advancement, Student Life, Finance and Business Services, and Enrollment Management and Student Success), and two representatives of the University Board of Trustees (appointed by the University Board Chair). All are voting members, and volunteer Board members may serve two terms of four years each. State residency is not required. At least two-thirds of the volunteer trustees are required to be alumni or former students of Miami University. The Vice President for University Advancement and Foundation President roles are currently filled by two separate individuals, the University and the Foundation Board are considering the combination of the two roles, with both being held by the Vice President for University Advancement.

The Foundation Board of Directors normally meet as a group three times per annum.

## **MIAMI UNIVERSITY ALUMNI ASSOCIATION BOARD OF DIRECTORS**

The Alumni Association Board of Directors is an advisory board of approximately 20 volunteers who represent Miami alumni worldwide.

The Board provides guidance and input to the alumni office and other university officials with respect to how alumni involvement may be increased and their collective talents and resources leveraged. In addition, MUAA Board members serve an important role as ambassadors to the broader alumni community through leadership and participation.



Each director serves one three-year term on the Board. The Board meets three times per year in Oxford, Ohio.

## **ADVANCEMENT AT MIAMI UNIVERSITY**

The University's \$1 billion campaign, *For love. For honor. For those who will*, is in its final stage. To date, the campaign has raised \$800 million with over 300,000 gifts from alumni, parents, friends, corporations and foundations. The Office of Development is currently raising an average of over \$75 million annually with aspirations of exceeding \$100 million annually.

Now in its final phase, this comprehensive campaign is the largest in Miami's history, engaging the University's vast network of alumni and partners to advance four transformative priorities:

**Scholarships** – Expanding access and affordability for students from every background.

**Business and Entrepreneurship** – Strengthening Miami's reputation as a cradle of ethical and innovative leaders.

**Clinical Health Sciences** – Addressing critical workforce needs through expanded health and wellness programs.

**Digital Innovation and Technology** – Empowering discovery in data, analytics, and artificial intelligence through initiatives such as the 92,000-square-foot McVey Data Science Building.

Together, these pillars reinforce Miami's enduring mission to educate students for leadership and lifelong impact while advancing knowledge that benefits society.

The cornerstones of this campaign are based on expanding or creating programs in emerging and high-demand areas of study that also address the biggest challenges of our times.

During and following the worldwide COVID 19 pandemic, the demand for health care professionals has grown significantly, with many hospitals experiencing staffing shortages. Miami seeks to expand healthcare programs to meet that need.

The business world is always in need of forward-thinking entrepreneurs, and Miami has a track record of producing great ones. Miami is leaning into that record of success with this campaign to help stimulate the economy.

Data and technology are quickly evolving, and Miami looks to stay ahead of the curve by developing new programs, hiring the best faculty, and upgrading Miami's technology

and facilities. A key achievement in this goal is the construction of the state-of-the-art, 92,000 square-foot McVey Data Science building.

Underlying all of this is Miami's number one priority – scholarships. Miami is acting to ensure that deserving students from all backgrounds have access to a Miami education. Over \$300 million has been secured during the campaign.

In the most recent fiscal year ended June 30, 2025, the University raised \$82 million, and Miami enjoys an alumni participation rate averaging between 10 and 13 percent, which is high compared to peer public institutions.

The Office of Development employs approximately 40 fulltime gift officers and support staff and is managed by the Senior Associate Vice President and Chief Development Officer.

## **ALUMNI RELATIONS AND THE ALUMNI ASSOCIATION**

With an alumni population of over 247,000, the Alumni Association and the Alumni Relations program are led by the Assistant Vice President for Alumni Relations, who also serves as the Executive Director of the Miami University Alumni Association, and who reports directly to the Vice President for University Advancement. The 11 person staff collaborates with the Alumni Association Board and a strong volunteer network to foster relationships and engagement between and among alumni, students, faculty, staff, and friends of the University, including hundreds of interactions both on campus and off campus.

## **VICE PRESIDENT FOR UNIVERSITY ADVANCEMENT**

The Vice President for University Advancement will join Miami at a moment of extraordinary opportunity. With strong presidential leadership, energized alumni, and growing national recognition, the University is positioned to elevate its advancement enterprise to the next level of sophistication and success.

The Vice President will unify vision and execution across all advancement functions, aligning philanthropy, engagement, and institutional priorities. This includes completing the current campaign; preparing for the next; strengthening partnerships with academic leadership, faculty, and volunteers; and cultivating a culture of collaboration, accountability, and innovation within the advancement organization.

Scope and Scale:

**Team:** Approximately 140 professionals across fundraising, alumni engagement, marketing, operations, and stewardship.

**Annual Operating Budget:** Approximately \$22 million.

**Philanthropic Performance:** Nearly \$90 million raised annually in recent years.

The successful candidate will inspire confidence among donors, alumni, and colleagues; build momentum toward future campaign goals; and foster a workplace culture that values inclusion, creativity, and measurable achievement.

## **ROLE AND RESPONSIBILITIES**

The Vice President for University Advancement will be a collaborative, visionary leader who inspires teams, fosters a culture of philanthropy, and builds enduring relationships that advance Miami's mission.

## **THE OPPORTUNITY**

The Vice President for University Advancement will lead a comprehensive and modern advancement organization encompassing Development, Alumni Relations, Advancement Marketing and Communications, Donor Relations and Stewardship, Office of Solutions and Innovation, and Operations. This is a defining opportunity to:

- **Complete and extend the impact** of Miami's historic \$1 billion campaign while architecting the next era of philanthropic investment.
- **Develop and execute a bold, multi-year strategy** that leverages data, analytics, and predictive insights to deepen engagement and increase philanthropic capacity.
- **Inspire a culture of collaboration, inclusivity, and performance**, empowering a team of approximately 140 professionals and optimizing a \$22 million annual budget.
- **Strengthen partnerships** with deans, faculty, trustees, and volunteers to align fundraising priorities with institutional aspirations.
- **Advance digital transformation and innovation** across the advancement ecosystem — integrating AI-enabled tools, advanced CRM systems, and analytics-driven decision-making.
- **Build enduring relationships** with donors and alumni that reflect Miami's ethos of *Love and Honor* and drive measurable impact on student access, research, and institutional excellence.

**The following are the specific responsibilities and duties of this position:**

- Develop and implement a comprehensive, forward-looking advancement strategy

aligned with Miami's mission and new strategic plan.

- Collaborate with senior members of the development staff to surpass its \$1 billion goal and sustain \$100 million production on an annual basis.
- Apply data-driven techniques to assess the fundraising potential of the University and craft a sophisticated multi-year fundraising strategy which will result in sustainable long-term growth in unrestricted, restricted and endowment funds, including future campaign activities.
- Foster an environment that rewards new ideas and risk-taking, builds confidence, and encourages teamwork; celebrate current achievements and set clear expectations for future success.
- Strengthen existing donor relationships and systematically identify, cultivate, solicit and steward new individual and institutional donors capable of making significant contributions to Miami. Educate potential and existing donors about the University's mission and the unique role it plays in Ohio and in higher education generally. Develop specific strategies and tailored cases for support.
- Identify new ways to broaden the reach of alumni relations activities to the University's alumni and more fully integrate these activities into the overall advancement efforts. Find opportunities to increase or improve already impressive alumni participation rates in philanthropy, giving levels, and volunteerism.
- Partner with the President, Provost, Cabinet, Deans, senior staff, faculty, alumni leadership and other key volunteers, utilizing their time and talents to increasingly engage, cultivate and solicit major donors and prospects.
- Guide and support the President in his role as chief spokesperson and fundraiser, serving as an adviser and co-strategist on cultivating and soliciting transformative gifts. Similarly guide and support members of the President's Executive Cabinet, Deans, senior staff and other campus leaders in campaign, development and alumni relations activities.
- Strategically position the President, Provost, Cabinet, Deans, senior administrators, faculty, and key volunteers for maximum impact in development and alumni engagement efforts. Ensure they are effectively supported with professional staff, strategic guidance, and actionable priorities that make their involvement purposeful, high-impact, and personally rewarding—advancing institutional goals through coordinated, relationship-driven engagement.
- Facilitate alignment and consensus among the President, Provost, Cabinet, and Deans with regard to development priorities as they relate to advancing the University's overall objectives.
- Partner with the Provost, Deans, and faculty to align academic priorities with philanthropic opportunity, strategically identifying programs and initiatives with the greatest potential for investment. Cultivate a culture of collaboration and shared purpose by engaging academic leaders in donor strategy, positioning them as compelling advocates for their work, and strengthening institutional capacity for competitive grantsmanship and external funding.
- Cultivate strong working relationships with administrators, faculty and staff across the University. Ensure that Development and Alumni Relations are seen as a collaborative, responsive partner able to professionally address both opportunities

and concerns.

- Lead the University's development and alumni relations functions, promoting a service and achievement-oriented environment that is built on a foundation of operational excellence.
- Manage and mentor a staff of over 140 advancement professionals and administrative support personnel; serve as their advocate in the larger University community.
- Strengthen the relationships between the development and alumni relations staff and their partners in the University community. Build an office that understands and respects Miami's culture and priorities while encouraging a corresponding appreciation of philanthropy and donor relations.
- Continually strive to improve and extend relationships with all constituencies in ways that have a quantifiable impact on philanthropic revenue.

## **QUALIFICATIONS AND EXPERIENCE**

Miami University seeks a Vice President for University Advancement, who can also serve as President of the Foundation, to leverage the University's existing philanthropic strengths and recent institutional investment in advancement to expand the breadth and depth of the donor pool. The Vice President for University Advancement will be a seasoned development professional who is capable of clearly articulating the case for support to donors and prospects alike, as well as to colleagues across the institution. In addition, they will be a strategic, creative and data-driven thinker, a persuasive communicator, and an excellent team player who is eager to work collaboratively with Miami's administrative, academic and governing leadership. This is an exciting opportunity for an innovative, experienced leader to join one of America's premier student-centered, public universities and play a key role in its growth and evolution.

Specifically, the ideal candidate will have the following required qualifications:

- At least ten years of progressively responsible fundraising and managerial experience in advancement, preferably in higher education, with experience in a campaign environment.
- Possess an acute understanding of the current higher education landscape.
- Bachelor's degree with an advanced degree or study preferred.
- Ability to travel throughout the United States and abroad.

Additionally, the ideal candidate will also possess many of the following desired attributes:

- Unquestionable integrity, sound judgment, and the ability to model empathy, transparency, and accountability.
- Credibility and trustworthiness, with a capacity to set high standards and empower others.

- The desire to play a meaningful role in the life of Miami University and its extended community and to share in the University's commitment to undergraduate liberal arts and graduate education and instruction, high academic standards, and scholarly achievement.
- Demonstrated ability and experience building upon an existing development program, including individual and institutional philanthropy, in such a way that the increased philanthropic revenue becomes transformative for an organization. Success in increasing the effectiveness of a development program and staff through established objectives and performance standards.
- Fundraising and managerial experience in advancement in a campaign environment.
- Demonstrated ability to enhance fundraising performance through data analytics, strategic goal setting, and measurable outcomes.
- Personal success in cultivating, soliciting and stewarding major individual and institutional donors at seven-, eight- and nine- figure levels. The ability to inspire high net worth individuals and major foundations to financial leadership.
- Strong understanding of alumni engagement strategies.
- Demonstrated ability to enhance fundraising performance through data analytics, strategic goal setting, and measurable outcomes.
- Superior strategic skills and a holistic understanding of all aspects of fundraising, alumni relations, stewardship, volunteer leadership and donor relations.
- The intellectual depth, maturity and confidence required to effectively engage and garner the trust of the President, Cabinet, Deans, senior staff and key volunteers in the cultivation and solicitation of key prospects.
- A track record of success leading a large development operation; an approach to management that brings out the best in staff and yields pride, ownership, and a sense of team effort. A keen eye for data analysis, operational efficiency and optimal use of resources; the ability to plan, monitor, and tightly manage a budget.
- Experience working with and supporting a board and board committees.
- Superlative interpersonal skills with a demonstrated ability to work well with people at all levels of an organization, across a diverse range of education and social backgrounds, and to demonstrate an honest respect for each individual.
- An appreciation for and ability to articulate eloquently the academic and civic missions of Miami University, including its history and importance in the state and national academic landscape.
- Excellent communication skills, both written and verbal.
- The intellectual depth and data skills necessary to understand and translate academic, technical, and other information for a variety of audiences, crisply and concisely.
- Honesty, integrity, enthusiasm, and perspective; a very strong work ethic, supported by commitment and follow-through.
- The confidence and knowledge required to advance and defend ideas and programs in an environment that respects conviction but demands analytical rigor;

a love of intellectual exchange and lively dialogue.

- A level of comfort working with ambiguity, a humble approach, and an outgoing and positive personality.
- Understanding of foundation operations and finance.

## APPLICATIONS AND NOMINATIONS

AGB Search is pleased to assist Miami University with this leadership search.

To apply for the Vice President for University Advancement position, candidates are requested to submit the following:

- (i) a current resume;
- (ii) a letter of interest that addresses how the candidate's experiences and qualifications connect with the required/preferred characteristics and 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 **February 20, 2025**, to the AGB Search portal at: [Miami University Vice President for University Advancement](#). The search will remain open until an appointment is made.

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

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Advancing Higher Education Leadership