Announcing an Executive Search
FOR THE
Vice Chancellor for Institutional Advancement and Development

Presented by

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The University of Arkansas at Pine Bluff, a state land-grant institution with a historically black colleges and universities (HBCU) heritage, has launched a national search for the Vice Chancellor for Institutional Advancement and Development. Applications and nominations are being accepted.

The Opportunity
The University of Arkansas at Pine Bluff (UAPB) serves more than 2,600 students from more than 42 states and 16 countries. Offering undergraduate and graduate degree programs, UAPB is ranked #45 in Regional Colleges in the South and tied for #7 in Top Public Schools in U.S. News and World Report's 2019 edition of Best Colleges.

The University of Arkansas at Pine Bluff seeks an experienced advancement executive with a strong record of accomplishments in fundraising and fundraising administration to serve as the Vice Chancellor for Institutional Advancement and Development. Reporting directly to the Chancellor, this senior administrator is responsible for the oversight of all aspects of the Office of Institutional Advancement and Development.

Working closely with the Chancellor, the Vice Chancellor for Institutional Advancement and Development provides the leadership, planning, management, and implementation of strategies and programs for increasing funding resources and opportunities needed to support the mission and vision of the University.

Job Expectations
- Work with the UAPB’s administrators, alumni, and key stakeholders to broaden and deepen the culture of philanthropy that will ensure a bright future for the University.
- Help align Advancement plans with the University's mission and vision consistent with the practices of the development profession.
- Recruit, select, equip, assign, develop, and evaluate the Advancement staff.
- Develop and implement a comprehensive strategic plan for Development.
- Provide oversight, coordination, and integration of the Advancement units.
- Possess proven leadership in Development with a strong track
record of success in major gift fundraising and expertise in the identification, cultivation, solicitation, and stewardship of individual and corporate prospects and donors.

- Manage a portfolio of individual, corporate, and foundation donors leading the effort in securing major gifts.

- Manage the Chancellor's portfolio related to donor prospects, assisting in managing appointments, moving prospects through the cultivation cycle, and managing the portfolio of donor prospects.

- Engage in resource planning, development of budgets, allocation of resources, and management of expenditures.

- Evaluate the effect of internal and external forces on the organization and its fund development.

- Recommend short-and long-range fund development plans and programs that support the University's values, mission and general objectives.

- Foster a culture of philanthropy within the University.

- Lead staff and volunteers to institutionalize philanthropy and fund development.

- Assure development and maintenance of appropriate systems to fund Development, including, but not limited to, volunteer and donor management, research and cultivation, gift processing, and recognition.

- Maintain accountability and compliance standards for donors and funding sources.

- Appropriately represent the University to donors, prospects, regulators, development committee(s), and fundraising staff and volunteers.

University of Arkansas at Pine Bluff

Chancellor Laurence B. Alexander

Dr. Laurence B. Alexander is the ninth Chancellor of the University of Arkansas at Pine Bluff (UAPB). Before joining UAPB in 2013, he served as the Associate Dean of the University of Florida (UF) Graduate School, Director of the Office of Graduate Minority Programs, a Distinguished Teaching Scholar, and a Professor in the Department of Journalism.

Alexander has held several administrative positions throughout his career. He served as Chair of the UF Department of Journalism and Provost Administrative Fellow in the UF Office of Academic Affairs. He was a Fellow in the 2012-2013 Southeastern Conference Academic Consortium's Academic Leadership Development Program (SECAC/ALDP).

A native of New Orleans, Alexander received a bachelor's degree in Drama and Communications from the University of New Orleans, master’s degree in Journalism and Communications from UF, Juris Doctor from Tulane University, and Ph.D. in Higher Education from Florida State University.

Earlier in his career, Dr. Alexander served on the faculty of Temple University and the University of New Orleans. He is a member of the Louisiana State Bar Association. He also has worked in the journalism profession for The Houma Courier, The Times-Picayune, and The Philadelphia Inquirer.
Vice Chancellor for Institutional Advancement and Development
EXECUTIVE SEARCH

- Stay informed of best practices in philanthropy and fund development, and inform the Chancellor, the senior management, governing bodies, development committee(s), and the Alumni Association on current trends, issues, problems, and activities in order to facilitate policy making.

- Design and assure implementation of cost-effective Development programs, employing economy while maintaining an acceptable level of quality and solid return on investment.

- Work with the University of Arkansas System office to monitor current financial markets and maintain knowledge of federal and state laws relative to charitable giving.

- Work with the University’s administrators and communications professionals to oversee and provide direction for marketing, branding, and university messaging.

- Work closely with the University’s marketing and communications team to enhance the image of the University.

- Provide oversight for the University's messaging for online internal and external communications, including public relations, media relations, and publications.

- Initiate and manage a major capital campaign.

Qualifications
The Vice Chancellor must possess a record of success as a fundraiser and as a leader of people and programs. This administrator will have superior strategic skills at the prospect, program, and institutional level, including experience in the construction, articulation, and execution of visionary strategic plans.

A deep and abiding commitment to higher education is required, as is a proven history of successful fundraising at the major and principal gift levels. Versed and knowledgeable of best practices nationally, the Vice Chancellor will possess and will lead the Advancement team to a high level of productivity and performance with a management style typified by collaboration, exceptional communication, relationship-building skills, and unimpeachable personal integrity.

A Bachelor’s degree is required; a Master’s degree is preferred. Candidate must have 10 years of leadership
Experience, preferably in higher education, with 7-10 years of experience in the field of Development and/or Alumni Relations.

Other requirements in experience and skills include:

- Demonstrated success in Development that includes: Annual Fund, Major Gifts, Capital Campaigns, Foundations, Planned Giving, Corporate Relations and Prospect Research (Be prepared to provide evidence of personal production in soliciting and receiving major gifts from $100,000 to above $1 million.)

- Experience in initiating and managing a Capital Campaign.

- Successful experience in the following alumni activities: Chapter Development, Reunion Events, Alumni Programming, Progressive Alumni Giving, and the relationship between UAPB and the Alumni Association and the Alumni Board.

**University of Arkansas at Pine Bluff**

Founded in 1873, the University of Arkansas at Pine Bluff is the second oldest public institution of higher education in Arkansas and one of two with a land-grant mission. UAPB is the state’s only public historically black college or university.

UAPB offers one Ph.D. degree, nine master’s degrees, and 30 baccalaureate degree programs through five schools and colleges: The School of Education; the School of Arts and Sciences; the School of Business and Management; the School of Agriculture, Fisheries, and Human Sciences; and the University College. Three non-degree programs and divisions complete the University’s academic structure: The Carolyn F. Blakely Honors College, Graduate and Continuing Education, and Military Science.

Since inception, the University has grown in stature as a center for teaching, research and public service. The University is accredited by the Higher Learning Commission.

UAPB has a tremendous legacy and history, and an even brighter future. The institution has a proud history of serving a diverse student body. Including many first-generation students. A new campus master plan has been developed and features numerous enhancement and upgrade projects as well as a number of key new facility opportunities. Priority facilities for the near term include new residence halls, a new student center/wellness center, new nanoscience and biotechnology space, and new athletic facilities for track and field and soccer.

UAPB features a 15-to-1 student-to-faculty ratio and encourages a learning environment with strong interaction between students and faculty. UAPB employs 158 full-time and 48 adjunct faculty members and a full complement of more than 650 full-time employees, making it a leading economic engine in the region.

Students are active in more than 100 organizations, an internationally renowned Vesper Choir, Marching Band, Concert Bands, Wind Symphony, nationally recognized debate team, and award-winning theater department. UAPB’s 14 Golden Lions and Lady Lions teams compete in NCAA Division I and are accomplished members of the Southwestern Athletic Conference.

A member of the University of Arkansas System, UAPB is governed by a Board of Trustees. With a total budget of over $2 billion, the UA System enrolls more than 70,000 students and employs over 17,000 employees.

For more information on UAPB, visit the University’s website at [www.uapb.edu](http://www.uapb.edu).
Application and Nomination Process

Confidential inquiries are welcomed. Nominations are invited.

To Apply - Applications must include:
1. Letter of application expressing interest in the position and detailing how the candidate's experience aligns with the responsibilities and qualifications for the position
2. Current resume or curriculum vitae
3. At least five references with full contact and email information (References will not be contacted without applicant's consent.)

Submit applications to UAPB-Adv@myersmcrae.com by November 15, 2018, for best consideration. The search will remain open until the position is filled.

Submit nominations to UAPB-Adv-Nominate@myersmcrae.com with the nominated individual's full contact and email information.

Bobby Pope, Vice President of Myers McRae Executive Search and Consulting, is assisting University of Arkansas at Pine Bluff with this search.

Pine Bluff, Arkansas

Located in the Arkansas Delta in the city of Pine Bluff, the University is 40 miles southeast of Little Rock. Home to approximately 45,000 residents, Pine Bluff lies near the Arkansas River on the boundary of two of Arkansas's geographical regions - the rolling woodlands of the West Gulf Coastal Plain and the flat and largely agricultural expanse of the Delta.

The Pine Bluff downtown area has a number of museums and other attractions, including the Arkansas Entertainers Hall of Fame, the Pine Bluff-Jefferson County Historical Museum, the Delta Rivers Nature Center, and the Southeast Arkansas Arts and Science Center. Building walls depict facets of the city's history through 13 colorful murals. The nearby Arkansas Railroad Museum houses a steam locomotive listed on the National Register of Historic Places.

With the county located in the heart of a rich agricultural area in the Arkansas River Basin, agriculture is the economic mainstay in Pine Bluff, with cotton, soybeans, cattle, rice, poultry, timber, and catfish being the leading products. The area also is home to Jefferson County Medical Center, Simmons First National Corp., Tyson Foods, and the Union Pacific Railroad.

A family-friendly city, Pine Bluff offers both public and private schools. It has ample outdoor recreation with one of the most popular sports being bass fishing. With the Arkansas River providing some of the best bass fishing in the state, the city and county host more than 30 bass tournaments annually.

Pine Bluff is located along several historic trails. These passages, along with other historically significant routes, are part of the Arkansas Heritage Trails System. Lake Saracen, an Arkansas Game and Fish Commission impoundment, lies immediately north of downtown and offers fishing and birding for egrets, herons, and waterfowl. Saracen Landing hosts the local farmers market and numerous special events.

UAPB is an Equal Opportunity/Affirmative Action Employer, and participates in E-Verify.