

A photograph of the University of Redlands campus at sunset. The main building, a large classical structure with a prominent clock tower, is the central focus. The clock tower has two large circular clock faces and a domed top. The building's facade is light-colored, and it features a series of columns in the foreground. The sky is a mix of orange, pink, and blue, with soft clouds. In the background, there are rolling hills and some palm trees. The overall mood is serene and academic.

VICE PRESIDENT FOR ADVANCEMENT

LEADERSHIP PROFILE





THE UNIVERSITY

The University of Redlands, a liberal arts master's university of approximately 5,000 students in southern California, seeks a visionary and aspirational leader for the role of Vice President for University Advancement. Reporting to the President, the VP for Advancement sits on the President's Cabinet and oversees a division consisting of Development, Alumni & Community Relations, and Advancement Services team members.

Located in the inland area adjacent to Los Angeles, the beautiful Redlands campus is within easy distance of snow skiing, hiking and climbing to the north, some of the world's best beaches to the south and west, Palm Springs and Joshua Tree to the east, and the urban culture of Los Angeles to the west. Our Schools of Business, Education, and Continuing Studies also offer programs in six regional southern California campuses.

TRANSFORMATIVE ACADEMICS

Undergraduates in the College of Arts & Sciences may choose from more than 40 academic majors. They also may create their own self-directed majors in the Johnston Center for Integrative Studies—where studies are multidisciplinary; curriculum and majors are by contract; and evaluations are by narrative.

Students enjoy small class sizes and an undergraduate student-to-faculty ratio of 12 to 1. At the heart of the Redlands experience is the belief that education should be highly personalized, relevant, and interdisciplinary. Examples of many stellar undergraduate academic programs include:

- Business Administration—known for its acclaimed global business program and international Fulbright Scholars and students.
- Creative Writing—students learn from accomplished professors; showcase their work in a student-run literary magazine; and benefit from the Visiting Writers Series that brings nationally recognized writers to campus.
- Environmental Studies—distinctive for opportunities of study in its state-of-the-art learning facility and in classrooms around the world.
- Psychology—exemplary for sending graduates on to careers in law, medicine, education, social work and research.
- Center for Science and Mathematics—an assemblage of excellent undergraduate programs in biology, chemistry, physics, mathematics and computer science.

Mission

The University of Redlands is a private, independent liberal arts university committed to providing a personalized education that frees students to make enlightened choices.

Redlands emphasizes academic rigor, curricular diversity and innovative teaching. Redlands fosters a community of scholars and encourages a pluralistic notion of values by challenging assumptions and stereotypes in both classes and activities. A Redlands education goes beyond training to embrace a reflective understanding of our world; it proceeds from information to insight, from knowledge to meaning.

Welcoming intellectually curious students of diverse religious, ethnic, national, and socioeconomic backgrounds, the University seeks to develop responsible citizenship as part of a complete education. Redlands encourages a community atmosphere with exceptional opportunity for student leadership and interaction. For working professionals, the University offers innovative academic programs at convenient locations and times.

Redlands blends liberal arts and professional programs, applied and theoretical study, traditional majors and self-designed contracts for graduation. Small classes enable each student to participate in class discussion, to work closely with professors, and to receive extensive individual attention. Redlands remains sensitive to contemporary trends in society and challenges students to commit themselves to a lifetime of learning.

Redlands also offers graduate programs through the College of Arts & Sciences, including:

- Master of Science in Geographic Information Science—a one-year residential program at the Redlands campus.
- Master of Science in Communication Sciences and Disorders—one of the leading training programs in the nation.
- Master of Music—in conducting, composition, music education, performance, and vocal chamber music.

The graduate and professional programs at the University serve about the same number of students as the College, and offer a broad scope of study for undergraduates, graduates, and working professionals. The School of Education is one of the few professional programs in the nation to offer a Doctorate in Leadership for Educational Justice, and it also offers the innovative Spatial Literacy Program for educators and recently added a Special Education Credential program. The School of Business offers master's degrees in business administration, management, and information technology. Students have an opportunity to participate in international study abroad programs. The School of Continuing Studies programs support lifelong learning and offer busy professionals an opportunity to further their education through workshops, certificate programs, and customized training.

HISTORY OF THE UNIVERSITY OF REDLANDS

Redlands' history sowed the seeds for the forward-looking institution that it is today. Founded in 1907, the University prides itself on providing students a transformative education in an environment of academic and personal responsibility. Expressed in the language of an earlier time, Redlands, at its founding, sought to “mould the mind and the heart so that in the conflict of life, keenness and conscience shall go forth together.” The founders also sought “to impress ... students with the idea that ... it is better to live a life than make a living.” The University opened in 1909 with nine faculty, ten courses of study and 59 students, and conferred its first degrees in 1910. A School of Music followed in 1911 and a School of Education in 1924. Co-curricular life was a feature of the University from its earliest times, with the founding of the first fraternity in 1909 and the first sorority in 1910, along with the founding of a women's literary society and the school newspaper shortly thereafter. Athletics was also established as an important part of students' educations. The name of the University's yearbook, *La Letra*, commemorates the “R” that was created by students on a nearby mountainside in 1913, which persists as the largest collegiate letter in the nation. As the University continued to grow, new facilities including residential and academic space, a



gymnasium, chapel and library were added in the 1910s and 1920s. Redlands persevered through the Depression and continued to grow throughout the post-war decades, increasing in both numbers and diversity of faculty and students.

Programmatic innovations characterized the 1960s and 1970s. In 1959–1960, Redlands introduced the Salzburg Program for study abroad, which has provided many thousands of Redlands students of all majors with both cultural enrichment and life-long, memorable experiential opportunities. With the founding of Johnston College, now the Johnston Center for Integrative Studies, in 1969, the University codified new directions in multidisciplinary teaching and self-directed learning that continue to inspire what has become the essence of a Redlands education.

The Alfred North Whitehead College of Liberal and Career Studies was founded in 1976, based on a vision that the early 20th century mathematician and philosopher Alfred North Whitehead had for educating working adults in England. The School of Education was separated in 2000 from what was then known as the Whitehead College for Lifelong Learning, and the School of Business followed as a separate entity in 2001.

The celebration of the University's 75th anniversary in 1982 included the founding of Town & Gown, an organization dedicated to facilitating relationships with the surrounding communities and to raising money to aid students from the region. In the following decades, major campaigns enabled construction of new campus facilities that included the still state-of-the-art Stauffer Center for Science and Mathematics, the Ann Peppers Hall for the Arts, and the Glenn Wallichs Theatre.

The Redlands Centennial was celebrated throughout 2007 with a range of academic programs focused on faculty accomplishments in teaching and research and celebratory events, including a memorable University float in the annual Rose Bowl parade. The Centennial also coincided with the successful conclusion of a \$100 million capital campaign, which exceeded its goal at a final total of \$120 million.

Students continue to be at the heart of the University and are supported by faculty and staff who are committed to the education of students in every aspect. This commitment takes the form not only of delivery of curricular and co-curricular programs, but also of individual, daily interactions that help empower students to take ownership of their learning and to be citizens of the community. In addition to over 120 clubs and organizations and more than 20 NCAA Division III athletic teams that compete in the Southern California Intercollegiate Athletic Conference, the student experience includes community service and engagement in the global community through study abroad.

The University of Redlands is accredited by the Western Association of Schools and Colleges. In June 2014 the WASC Senior College and University Commission reaffirmed accreditation for the University of Redlands through June 2022, with no conditions or stipulations. The University also holds specialized program accreditations in Chemistry by the American Chemical Society, in Music by the National Association of Schools of Music, in Communication Sciences and Disorders by the American Speech-Language-Hearing Association, in School of Business by the Accreditation Council for Business Schools and Programs and in Education by the California Commission on Teacher Credentialing.



Accolades and Distinctions

Princeton Review

- Listed in *Best 382 Colleges* 2018
- One of the Best Western Colleges (2018)

Forbes

- One of America's Top Colleges (2017)

The Economist

- Top 7% alumni earnings over expectations

Washington Monthly

- #65 Best National Universities, Master's (2017)

Fulbright Program

- 21 Fulbright students over the past nine years

Community Service

- Our students log more than 120,000 hours of community service each year

OPPORTUNITY

The University of Redlands has a proud history of higher education in the liberal arts and sciences tradition. Founded in 1907, they have provided an excellent educational experience to students for over 100 years. On June 12, 2012, the University of Redlands Board of Trustees elected Dr. Ralph W. Kuncel as the 11th President of the University. Dr. Kuncel began his career as a physician neuroscientist and leading medical research expert. He has served in educational administration at The Johns Hopkins University, Bryn Mawr College, and most recently the University of Rochester in New York where he served as Provost and Executive Vice President and a Professor of Brain and Cognitive Sciences and Neurology. Dr. Kuncel is a strong advocate of a liberal arts foundation and an advocate for liberal arts and sciences education. The President is supported by an active and engaged Board of Trustees currently numbering 35 members; a dedicated and experienced leadership team, the President's Cabinet; and a talented faculty and staff. They are proud of their 110-plus-year tradition as an excellent academic institution and of their particularly strong connection to, and support from, their local community. Town & Gown embodies the historic bond between the City of Redlands and the University.

In conjunction with the arrival of the new President, the University of Redlands Board of Trustees approved a new comprehensive campaign totaling \$200 million, which was initiated in 2013. As of this writing, *Forever Yours: The Campaign for University of Redlands* has reached \$140 million and is well on its way to meeting or exceeding the target by completion in 2020-21. The campaign—which will develop resources for faculty and students and will support growth of the endowment, scholarships, named professorships, and programmatic support throughout the University—is summarized in the following five pillars:

- Scholarship Promise (\$100 million), to provide the gift of a Redlands education to deserving students and help them reach their full potential
- Personalized Education (\$40 million), to preserve the transformative impact of faculty focused on teaching
- Experiential Learning (\$40 million), to support a continued tradition of competitive athletics, academic and leadership opportunities, and community service learning
- Global Perspectives (\$10 million), to expand lifechanging study abroad opportunities for those who want to learn in today's global classroom
- Educational Innovation (\$10 million), to adapt and build out curricula and facilities that enhance groundbreaking programs across a wide range of disciplines

In addition to leading development, the Vice President for Advancement is also charged with energizing and leading an increasingly robust alumni relations function. He/she will lead the strategic challenge of engaging both traditional alumnae/i as well as developing new and effective techniques for connecting with non-traditional alumni including adult learners and graduates of satellite campuses. We are committed to the “Bulldogs for Life” continuum that bridges the lifespan of every individual from the moment of their first inquiry and matriculation, through post-commencement transition, the alumnae/i years, and an intense post-career



On October 28, 2017, the University of Redlands celebrated a key moment in its history—the public launch of a \$200 million comprehensive fundraising campaign, *Forever Yours*. With \$140 million raised to date, *Forever Yours: The Campaign for the University of Redlands* continues to ensure that what we love about Redlands today will be preserved and enhanced for all time.

Visit our campaign website at foreveryours.redlands.edu and explore the five campaign pillars, along with the specific projects and goals:

- Scholarship Promise (83%* to goal of \$100 million)
- Personalized Education (90%* to goal of \$40 million)
- Experiential Learning (24%* to goal of \$40 million)
- Global Perspectives (54%* to goal of \$10 million)
- Educational Innovation (48%* to goal of \$10 million)



foreveryours.redlands.edu

engagement with us. He/she is also responsible for continuing a strong relationship with the local community of Redlands which has always been active in its support for the University, as well as engaging business, community, and government leaders in the larger Inland Empire, the Los Angeles and Southern California region, and the State of California.

REQUIRED QUALIFICATIONS

The Vice President for Advancement reports to and advises the President of the University, serves on the President's Cabinet, and supervises the departments of Development, Alumni Relations, Advancement Services, and University Archives.

This highly collaborative position as "Chief Aspiration Officer" requires exceptional communication skills, demonstrated fundraising expertise, and the ability to develop and nurture excellent working relationships with University constituencies, including trustees, alumni, faculty, staff, students, parents, funders, and corporate, foundation, community, and civic leaders.

ADVANCEMENT, LEADERSHIP, AND PLANNING

- Serves on the President's Cabinet and oversees all fundraising and advancement programs. Generates creative approaches to initiate and guide the development of appropriate fundraising and advancement policies and practices in support of the University's fundraising priorities to achieve institutional goals.
- Works closely with and supports the President, trustees, and members of the President's Cabinet in their advancement activities.
- Manages engagement of prospects for major University priorities, providing research, and conferring on strategies.
- Acts on the President's behalf in all matters pertaining to fundraising and advancement efforts.
- Participates in institution-wide strategic planning; identifies and assesses fundraising priorities; and effectively executes relevant programs, projects, and initiatives. Collaborates with associate and assistant vice presidents and directors to establish division and unit-level objectives and work plans.
- Inspires, leads, and develops a highly effective team of people to make successful and lasting contributions to the University's mission and strategic plan.
- Directs the drafting and management of the division's annual budget.

DEVELOPMENT

- In partnership with the President, organizes, inspires, and leads a team through the successful completion of the current \$200 million comprehensive campaign; leads the overall fundraising strategy, including annual fundraising and planned giving activities as set forth by the strategic plan; and coordinates efforts with the campaign committee.
- Works collaboratively with the President, the President's Cabinet, trustees, deans, department heads, and internal advisory committees to plan and implement fundraising programs, initiatives, and strategies.



Explore some of our major publications

Och Tamale magazine

- ochtamalemagazine.net

Bulldog Blog

- redlands.edu/bulldog-blog

President's Report 2017-18

- redlands.edu/presidentsreport2017-18

Alumni Newsletter

- [April 2018](#)
- [March 2018](#)
- [February 2018](#)

- Actively engages with and manages a portfolio of prospects, including personal cultivation, solicitation, closing gifts, and on-going stewardship.
- Represents the University in external affairs and events involving corporate and foundation representatives, trustees, alumni, and friends of the University.
- Oversees and participates in the development of proposals and applications for funding from corporations, foundations, and individuals and provides appropriate stewardship and follow up, including the timely preparation and submission of reports.
- Performs other duties and special projects as assigned or directed by the President.

ALUMNI AND COMMUNITY RELATIONS

- Works with the Alumni & Community Relations director and team to devise and execute strategic plans for increasing engagement and giving and supporting the University's consistent, positive presence and profile in the local community.

MINIMUM QUALIFICATIONS

- Bachelor's degree required plus a minimum of 10 years of development experience with substantial knowledge of higher education. Master's degree preferred.
- Demonstrated experience and success in alumni, development, and fundraising activities.
- Demonstrated history of leading, organizing, and motivating an advancement team.
- Exceptional written, oral, and interpersonal communication skills.
- Knowledge of fundraising technology and commitment to prospect management.
- Demonstrated integrity, good strategic judgment, self-motivation, goal orientation, and a high degree of initiative and creativity.
- Ability to travel as needed.
- Ability to work well under pressure.
- Ability to motivate an administrative team to produce expected outcomes.
- Understanding of, and commitment to, the values of independent higher education.
- Ability to interact positively with a culturally diverse population of students, faculty, staff, alumni, and potential donors.



PROCEDURE FOR CANDIDACY

The University of Redlands, in consultation with Summit Search Solutions, will review application materials as they are received. While applications and nominations will be accepted until the position is filled, **interested parties are encouraged to apply by June 17, 2018.**

To apply online, go to <https://theapplicantmanager.com/jobs?pos=su110>

For nominations or further information:

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Submission of a resume and application indicates agreement that the university may verify all information contained therein. The University of Redlands is an equal opportunity employer. Members of underrepresented groups are encouraged to apply.

In compliance with the Americans with Disability Act, if selected for the interview process and accommodations are needed, please call (909)748-8040.



