The Opportunity:

Long Island University (LIU), founded in 1926, continues to redefine higher education, empowering its students with skills they need to excel in the classroom and throughout their professional careers, providing high quality academic instruction taught by world-class faculty. One of the nation’s largest private universities, LIU offers 500 accredited programs to more than 20,000 students and has an active network of 200,000 alumni that includes leaders in industries across the globe. LIU’s innovation in experiential learning, its high-tech startup incubator, on-the-ground training, and the LIU Promise student mentoring program further distinguish LIU as a leader among the nation’s most respected universities.

The Arnold & Marie Schwartz College of Pharmacy and Health Sciences is home to over 20,000 alumni, ranked as one of the top pharmacy schools in the nation.
LONG ISLAND UNIVERSITY is the oldest unit of LIU, established in 1886 as the Brooklyn College of Pharmacy by the Kings County Pharmaceutical Society. Graduates of the School’s programs in clinical laboratory sciences, biomedical technology, health information management, biomedical sciences, nutrition, nursing, radiologic technology, social work, pre-pharmacy and pre-respiratory care, enter the workplace equipped with competence, knowledge and professionalism.

LIU seeks an experienced candidate for the new position of Director of Development, College of Pharmacy. During an exciting time of change, expansion, and revitalization, this position will work with deans and faculty in several colleges and schools across the University to source prospects (generally alumni), manage and develop the pipeline, and cultivate and solicit gifts directly and with colleagues.

LIU is embarking on new philanthropic efforts to build state-of-art laboratories, hi-tech classrooms and advance other important priority areas. Within that framework, LIU seeks to continue to build upon its fundraising success and grow it. This position is a critical leader for building and growing a donor pipeline at the $25,000 to $100,000 level.

**Position Overview –**

**Director of Development, College of Pharmacy**

The professional in this position reports directly to the Dean of the College of Pharmacy. The Director of Development will be assigned to approximately 150 prospects across the University (Brooklyn and Post).

The position requires experience, sensitivity, and diplomacy in representing LIU, as well as strategic skills to help create and implement fundraising plans, and the highest level of customer service expertise and program knowledge.

**Major Responsibilities:**

This position will directly manage a portfolio of major gifts prospects rated at $10,000+ for his/her assigned priority areas. In addition to direct fundraising, this position is responsible for these key areas:

**Managing Faculty Relationships for Effective Development Support**

The position is responsible for managing and building relationships with key faculty members in his/her assigned areas, growing an alumni pipeline when appropriate and balancing faculty needs with institutional fundraising priorities. This requires a highly sophisticated thinker, strategic skills, and a mature development professional to guide the faculty in creating meaningful relationships.
Strategic Support for and Partnership with Generalist Gift Colleagues
This position will also work collaboratively with generalist giving officers who are working larger portfolios of active prospects for any interest area in LIU. This role coordinates with Generalist fundraisers, in addition to the team of Principal Gift, Planned Giving, and Corporate and Foundation Relations.

Pipeline Development for Assigned Departments
The Director will assist with the creation of a strategic fundraising plan for this area in partnership with the advancement team, deans and faculty leaders. Success will require the ability to manage a major gift portfolio of prospects to meet agreed upon philanthropic goals, as well as monitor a pipeline of prospects. The successful candidate will emphasize cultivation and solicitation strategies that focus on donor-centered philanthropy to maximize potential gifts.

Qualifications:

- Four-year college degree required, advanced degree preferred
- 5-7 years of experience with front-line major gifts fundraising
- Proven ability to meet fundraising goals with a strong track record in managing and balancing donor relationships
- Ability to keep a sense of urgency in gift discussions, to maintain a balance between patience and persistence
- Demonstrated creativity, flexibility, and innovation
- Demonstrated high integrity and trust
- Proven ability to adapt to rapidly changing environments
- Excellent communications skills, verbal and written
- Ability to take information from many sources and distill it to core messages that are communicated to different audiences
- Ability to be open, achievement-oriented, and collegial and collaborative
- Demonstrated high-level customer service skills and diplomacy with faculty, balancing the goals of the institution that might be in conflict with faculty member wishes
- Passion and energy for contributing to the growth of LIU in a rapidly changing environment
- Ability to interact effectively with a broad range of constituents, providing strong support, inspiring faculty, donors, lay leaders and others to take action, and ensuring a rewarding experience.
- Ability to be a font of information about LIU and to have broad general interests
- Ability to be at ease working with faculty, top donors and university leaders, gaining their confidence and respect
- Knowledge of how to navigate a complex institution to make the best match for donor interests
Long Island University is proud to be an Affirmative Action, Equal Opportunity Employer M/F/D/V. It is committed to seeking qualified candidates who can contribute to the diversity and excellence of its academic community. It encourages applications from women, minorities, veterans and persons with disabilities. Hiring is contingent on eligibility to work in the United States.

**Development Overview**

LIU’s Office of Development and Alumni Relations nurtures lifelong relationships with alumni, parents, friends and organizations that result in volunteer engagement and philanthropic support. The Office coordinates the University’s major gifts, annual fund, special events, corporate, foundation, planned giving, prospect research, alumni database and alumni relations initiatives.

LIU’s most recent comprehensive capital campaign ran from 1998 to 2006 and raised a total of $138.7 million, a significant portion of which was earmarked for new facilities and renovations such as the Steinberg Wellness Center at LIU Brooklyn and the Kahn Discovery Center at LIU Post. After 2006, the University moved into a “bridge phase” designed to acquire funds for priorities identified by the campus Provosts and to prepare the landscape for the next major capital campaign. Through 2011/12, the Bridge Campaign produced a total of $57.7 million in gifts and pledges. Sixty-eight gifts, at or above $100,000, were closed during this period yielding $20.5 million in new funding.

FY13 giving was strong, with over $17 million raised in gifts and pledges, including a $10 million gift to name the LIU Brooklyn School of Nursing.

LIU is committed to raising the bar in development and alumni relations. For more information on alumni relations and notable alumni, please visit: [http://www.liu.edu/Alumni](http://www.liu.edu/Alumni)
Client Overview

The University offers nearly 500 undergraduate, graduate and doctoral degree programs and certificates. Its educational sites include LIU Brooklyn, LIU Post, LIU Pharmacy (the Arnold & Marie Schwartz College of Pharmacy and Health Sciences), LIU Brentwood, LIU Riverhead, LIU Hudson at Rockland and LIU Hudson at Westchester. These New York-based locations enable students and faculty to take advantage of the cultural, intellectual and professional opportunities of one of the world's greatest cities.

Other academic units include: LIU Global, which offers a one-of-a-kind bachelor’s degree education without borders and LIU Global’s immersive learning experience provides a wide range of study abroad options at overseas centers in China, Costa Rica and India, and through programs in Australia, Taiwan, Thailand and Turkey; and LIU Online, which harnesses the latest technology to offer online and blended programs.

LIU’s 621 full-time faculty members, over 90% of whom hold Ph.D.s or other terminal degrees, provide outstanding instruction, which is supplemented by internships and cooperative education opportunities.

The University’s NCAA Division I and II athletic teams, nationally renowned George Polk Awards in journalism, annual Paumanok Lecture in American Literature, Kumble Theater and Tilles Center for the Performing Arts provide enrichment for students and the community.

Tilles Center:

Tilles Center for the Performing Arts, at LIU Post in Brookville, is Long Island’s premier concert hall.

A constituent of LIU, Tilles Center hosts more than 70 performances by world-renowned artists in music, theater and dance each season. Among the artists and ensembles that have been presented by the Center are the Boston Symphony Orchestra conducted by Seiji Ozawa, cellist Yo-Yo Ma, the Big Apple Circus, Alvin Ailey American Dance Theater, James Taylor, the Paper Bag Players, Wynton
Marsalis, and the MET Orchestra with James Levine. In addition, Tilles Center is home to important regional arts organizations including the Long Island Philharmonic and Eglevsky Ballet.

Tilles Center’s Concert Hall seats 2,242 and features orchestral performances, fully-staged operas, ballets and modern dance, along with Broadway shows, and all forms of music, dance and theater from around the world. Chamber music, cabaret, solo recitals, and theater productions for children and adults are presented in the more intimate 490-seat Hillwood Recital Hall.

**Kumble Theater:**

Kumble Theater for the Performing Arts at Long Island University’s Brooklyn Campus is a dynamic, state-of-the-art performance venue serving one of the most diverse campuses and communities in the country. It is designed to nourish artistic exploration and development by students and other emerging artists while providing the entire community greater access to an exciting range of Broadway-quality, classical and cutting-edge professional performances.

This extraordinary theater was made possible through the generosity of Long Island University Trustee Steven J. Kumble. It is part of an ambitious Campus renovation that created an extensive performing arts complex also featuring a black box theater, dance studios and a glass-enclosed art gallery. Kumble Theater for the Performing Arts reflects Long Island University’s dedication to awaken, enlighten and expand the minds of its students. Expressed in its motto *Urbi et Orbi*, the mission of Long Island University since 1926 has been to open the doors of the city and the world to women and men of all ethnic, racial and socioeconomic backgrounds who wish to achieve the satisfaction of the educated life and to serve the public good.

**Leadership:**

*Dr. Kimberly R. Cline*

*President*

Dr. Kimberly R. Cline became the 10th president of Long Island University (LIU) in July 2013. Regarded in higher education realms as a transformational leader, and named Distinguished Leader in Education in 2014 by *Education Update*, Dr. Cline has set focus on leveraging the intrinsic strengths of the University as value propositions for prospective and current students, faculty and the communities it serves.
Dr. Cline’s priorities for LIU include introducing strategic enrollment and retention models; building financial resources; raising LIU’s national profile; and promoting the University’s prime location to establish beneficial partnerships with businesses, industries, and research institutions in the New York area and beyond.

Under her leadership LIU has adopted life-changing programs for students, including the LIU Promise Initiative providing incoming freshmen with personal Success Coaches to counsel their academic choices as they navigate through undergraduate courses toward higher degrees or careers.

Dr. Cline initiated career-ready minors fostering entrepreneurship based on student-run businesses. LIU is a leader in practical, experiential education providing real-life opportunities in fashion merchandising, technology, public relations and financial investments, among others. Student-run businesses allow LIU students to forge classroom-acquired knowledge and emerging capabilities to execute actual business decisions, testing their potential to succeed in a career prior to entering the workplace.

Dr. Cline joined LIU having achieved distinction as an academic administrator, including most recently her five-year presidency of Mercy College where she significantly increased the size and academic quality of the institution and tripled its endowment.

In her nearly three years as president, Dr. Cline has moved the University into the emerging field of engaged learning, which combines rigorous academic instruction with real-world training and entrepreneurship. The University has become a leader in providing real-life opportunities in such fields as technology, public relations, financial investing, and fashion merchandising. A growing number of LIU student-run businesses require students to execute business decisions, building their potential to succeed in a career prior to entering the workplace.

The University has experienced the strongest operating results in its history. Both Standard and Poor’s and Moody’s upgraded their ratings on LIU’s outlook, citing improved operating margins and strengthened financial resources.

Laura L. Anglin, president of the Commission of Independent Colleges and Universities (CLCU), a statewide association for more than 100 private, nonprofit New York State colleges and universities, where Dr. Cline serves on the executive board and as chair of the Finance and Administration Committee, cites her “passionate vision for higher education as an agent of economic mobility.”

“She is a myth-buster, eloquently articulating how private colleges and universities serve a diverse population,” said Anglin. “Further, she is a leader in creatively working with faculty to develop new teaching
and learning models that serve both traditional age and adult learners so individuals can earn their college degree.”

Dr. Cline is a member of the New York State Department of Education’s Advisory Committee on the Statewide Plan for Higher Education, the Center for Creative Leadership, the Long Island Association, and the East Coast Conference Presidents’ Council. In addition, Dr. Cline chairs New York Campus Compact’s executive board, serves as vice chair for the Commission of Independent Colleges and Universities and as College Chair, Long Island for the New York Blood Center.

Dr. Cline has participated in and presented at numerous national and regional conferences including those of the National Science Foundation ADVANCE program, American Association of Colleges and Universities, Hispanic Association of Colleges and Universities, American Council on Education, and the National Center for Study of Collective Bargaining for Higher Education Professions.

Dr. Cline earned a Bachelor of Science in Industrial Relations at the University of North Carolina at Chapel Hill and went on to complete a Master of Business Administration, a Juris Doctor, and a Doctor of Educational Administration at Hofstra University.

**Background Checks:**

Prior to submitting your resume for this position, please read it over for accuracy. LLLS does verify academic credentials for its candidates, and our clients frequently conduct background checks prior to finalizing an offer.
To learn more, call Wendy Lazar, Search Director at 617-262-1102 or send nominations or cover letter and resume to wlazar@LLLSearches.com. All inquiries will be held in confidence.