



VICE PRESIDENT FOR INSTITUTIONAL ADVANCEMENT **Position Profile**

Texas A&M University-Corpus Christi (TAMU-CC) invites nominations and applications for a talented fundraising professional to serve as the Vice President for Institutional Advancement. The Vice President reports to the President and provides strategic leadership in cultivating relationships and procuring resources to advance the goals and mission of the university.

Institutional Advancement

Institutional Advancement oversees the Departments of [Advancement Services](#) and [Development and Alumni Relations](#) and coordinates with the [Texas A&M-Corpus Christi Foundation](#) on matters related to the solicitation and management of donations. Institutional Advancement employs more than 20 staff and has a budget of approximately \$1.45 million. Positions reporting directly to the Vice President include the Assistant Vice President of Development and the Director of Advancement Services.

Over the last five years, the university has raised an average of more than \$5 million per year in gifts across 8,175 donors. Current fundraising priorities include: student scholarships, graduate student funding, professorships, and support for key university programs.

In 2011, the university completed a \$25 million capital campaign goal and additional \$5 million challenge goal, raising more than \$37 million.

The University

TAMU-CC is a vibrant, relatively young doctoral-granting university and Hispanic-Serving Institution (HSI). With 12,000 students from 47 states and 54 foreign nations and 1,318 faculty and staff, it combines a heritage of teaching excellence with innovation in research and creative activity, as well as community engagement.

TAMU-CC possesses the key elements to support its move to the next level among its peers as a major Hispanic-Serving research university. The university's strategic plan, [Momentum 2020](#), lays out a bold agenda for developing recognized programs in areas important to the region and nation. To achieve this goal, the university has begun to strengthen and grow its infrastructure to support existing and promising new programs. Services and operations dedicated to student recruitment, retention, and welfare will be expanded to meet increased student demands and enhance the educational experience for all.

TAMU-CC is a member of the Texas A&M University System – a network of eleven universities, seven state agencies and a comprehensive health science center. As a member of the Texas A&M University System, the

school benefits from a range of centralized resources, increased visibility and political clout, and opportunities to collaborate in mutually beneficial ways with peers across member institutions and associated agencies.

TAMU-CC is on a trajectory to achieve national recognition as evidenced by the quality of its faculty and staff, the success of its students, the connectedness of its alumni and the excellence of its academic and student life portfolios. Additionally, TAMU-CC has 16 teams competing in NCAA Division I athletics that helps foster a sense of campus and community pride and garner national attention for the university. The university's strategic location on the Gulf of Mexico and on the cultural border with Latin America provides a basis for gaining national and international prominence. TAMU-CC is committed to becoming one of the leading centers of higher education in the Gulf of Mexico region while serving the intellectual, cultural, social, environmental and economic needs of South Texas.

Leadership

This is an exciting time to join the leadership team at TAMU-CC. Due to several retirements, the leadership team will be hiring a new Vice President for Institutional Advancement, Vice President for Marketing and Communications, and Vice President for Academic Affairs. Dr. Kelly Quintanilla was officially named President on September 1st. President Quintanilla has been with the Island University for 24 years, earning the rank of Professor of Communication and serving in multiple administrative roles (Chair, Director, Dean and Provost). The successful candidate will join a highly collaborative team dedicated to open communication, data-driven decisions, innovation, efficiency, excellence, and unparalleled student success.

The Community

TAMU-CC has a beautiful main campus located on a coastal island of 240 acres surrounded by the waters of the Corpus Christi and Oso bays – the only university located on its own island. TAMU-CC was ranked first on Best College Reviews' list of "50 Best Colleges By the Sea." Just eight miles from downtown Corpus Christi, the natural setting is enhanced by modern, attractive, and state-of-the-art classroom buildings and support facilities. With a population of over 300,000, Corpus Christi is the largest Texas city south of San Antonio, as well as a coastal city, making TAMU-CC highly attractive to prospective students from throughout the region and beyond.

Responsibilities and Qualifications

Responsibilities of the next Vice President for Institutional Advancement include, but are not limited to:

- Working with university leadership to set fundraising priorities that align with the strategic plan of the institution;
- Leading and coordinating the Departments of Advancement Services and Development & Alumni Relations;
- Recruiting and retaining high-performing advancement professionals;
- Teaching and mentoring advancement staff as well as other individuals across the institution that engage in fundraising activities;
- Leveraging technology to enhance fundraising efforts and enable data-driven decisions;
- Personally engaging in the solicitation of major gifts;
- Creating the infrastructure that builds a long-lasting pipeline of major gift prospects;
- Effectively managing resources to achieve results; and

- Engaging with the local community, industries, and external stakeholders to build long-term relationships that benefit the university, Corpus Christi, and the Coastal Bend region.

The successful candidate should possess the following skills and qualifications:

- A graduate degree in an appropriate field;
- Ten years of progressively responsible related experience;
- Experience with supervising and coordinating advancement operations;
- Experience coordinating a range of development efforts, such as: annual giving, capital campaigns, planned gifts, and major gifts;
- A demonstrated ability to effectively use resources in a manner that produces desired results;
- Strong organizational skills, including the ability to identify priorities, set strategies, and manage for results;
- A demonstrated ability to work effectively with a diverse set of internal and external constituents;
- Excellent interpersonal skills and a demonstrated ability to build lasting relationships;
- Strong verbal and written communication skills;
- A demonstrated ability to assemble, analyze, and present data; and
- Evidence of high ethical standards, integrity, and professionalism.

Nomination and Application Process

The Search Committee will begin reviewing applications immediately and continue to accept applications and nominations until the position is filled. However, in order to assure the fullest consideration, candidates are encouraged to have complete applications submitted to the search firm assisting the university by October 23, 2017. Requested application materials include a letter of interest; curriculum vitae; and the names, telephone numbers, and e-mail addresses of at least five professional references. All applications, nominations, and inquiries will remain confidential. References will not be called until after the first screening of applications and then only after the applicant has given explicit permission. All application materials must be submitted electronically in Microsoft Word or PDF format.

Please direct all applications, nominations, and inquiries for the position to the search firm assisting the university at the contact information below:

Ryan Crawford, Partner | Gretchen Hoffman, Senior Associate
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Refer to code "TAMUCC-VPIA" in subject line

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