



Major Gifts Officer  
Clark University  
Worcester, MA  
<http://www.clarku.edu>

*Send Nominations or Cover Letter and Resume to:*

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Vice President  
617-262-1102  
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## ***The Opportunity:***



For more than 130 years, Clark University has thrived at the nexus of world-class teaching, boundary-pushing discovery, and creative invention. The father of rocket science. The founder of the American Psychological Association. Members of the Clark community have always challenged convention and found ways to change the world for the better.

Clark University is a teaching and research institution and was the first all-graduate institution in the United States. Today, Clark University's mission is to educate undergraduate and graduate students to be imaginative and contributing citizens of the world, and to advance the frontiers of knowledge and understanding through rigorous scholarship and creative effort.

Clark is ranked No. 66 in Best National Universities 2018 and No. 33 in Best Value Schools 2018 by *U.S. News & World Report*. Clark University is included in *The Princeton Review's* 2018 edition of "[Colleges That Pay You](#)

[Back](#): The 200 Schools That Give You the Best Bang for Your Tuition Buck,” and is No. 11 on the list of top 25 schools for “[Making an Impact](#).” Schools were chosen from a pool of 650 national colleges and universities.



Fulfilling its strategic plan, the university has experienced substantial growth in recent years. Over the past four years, the size of the incoming freshman class has grown from 549 to 673, applications have increased from 4,000 to 8,100, and international students have almost doubled. Today, Clark has 3,094 students and 2,240 Undergraduates, College of Arts and Sciences, students.

Major gifts are of critical importance to Clark University, particularly during its \$125M campaign. The incoming major gifts officer will be a strong communicator with both internal and external constituencies. A self-starter and collaborative team player, the major gifts officer will work well across University Advancement to leverage the resources and systems in place to maximize the significant major gifts opportunities with the University’s alumni and other potential donors.

## Position Overview – Major Gifts Officer

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Reporting to the Executive Director of Major Gifts, the Major Gift Officer will play a key role in the overall growth of philanthropy at the Clark University. As a member of the Major Gifts team and the University Advancement team, the Major Gifts Officer will have a leadership role in the strategy, planning and stewardship of his/her assigned prospects.

Major Gifts Officers will work directly with faculty departments and other areas of the university to be fully engaged in the disbursement of updates to prospects, and in connecting their prospects to their interests at Clark University.

### **Principal Duties:**

- Effectively manage a major prospect portfolio. Initiate and/or strengthen relationships with major gift prospects; create strategies for and solicit donors capable of contributing gifts of \$50,000-\$500,000. Participate directly in the cultivation, solicitation and closure of gifts. Develop

individualized strategies through collaboration with colleagues and faculty. Identify new prospects and opportunities for philanthropic support as appropriate.

- Coordinate activities with Alumni and Friends Engagement and Planned Giving, and other major gifts officers, ensuring prospects and donors are appropriately involved in University-wide events and activities as appropriate.
- Carry a portfolio of qualified prospects and make a minimum of 10 meaningful donor contacts, and an average of two major gift solicitations per month.
- Continuously update the prospect management database with relevant information related to donor strategies, contacts, and results.
- Appropriately steward donors in a timely manner in accordance with University Advancement procedures.
- Uphold the University's giving policies and procedures.
- Enhance professional skills through seminars, conferences, training and individual mentoring.
- Other duties as required by the Executive Director of Major Gifts.

## **Qualifications:**

- Bachelor's degree is required.
- A track record of success in individual major gift fundraising and experience in cultivating and soliciting prospects capable of gifts of \$50,000 or more.
- Excellent time management skills, ability to work independently, and preferable with a passion for working "on the road."
- Broad knowledge of the principles of fundraising—able to participate in all aspects of the gift cycle: (1) to initiate contact with potential donors; (2) to develop appropriate cultivations strategies for them, including working with other volunteers and University administrators and faculty; (3) to move potential donors to an appropriate and timely fashion towards solicitation and closure; (4) to make solicitations when appropriate; (5) to maintain stewardship contacts with donors.
- Develop a deep knowledge of Clark University, the culture, community and academic and co-curricular strengths.
- Develop a deep understanding of the priorities and needs of Clark University.
- General knowledge of tax laws that impact charitable giving, personal assets and estates.
- Superb oral, written and interpersonal skills.
- Solid relationship building skills, able to interface with alumni, donors, volunteers, faculty, administrators, and trustees.
- Ability to work collegially within Advancement and across all University units.

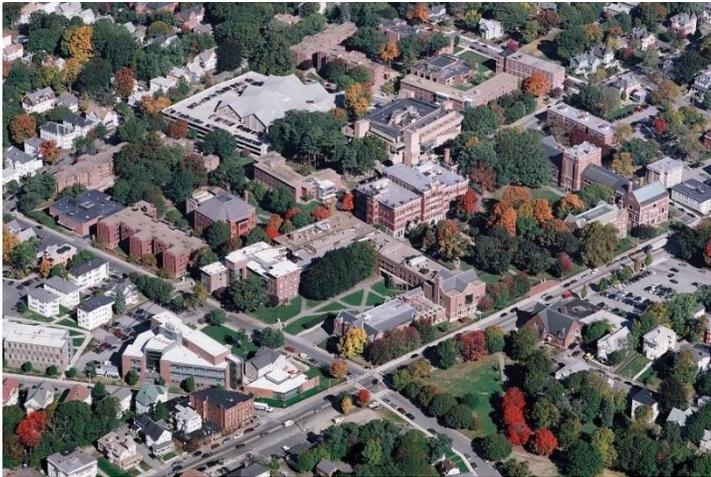
## Other:

- Personal belief in the mission, goals and objectives of private higher education
- Very strong listening skills
- Integrity
- Self-motivation and self-starting
- Passion for fundraising
- Enthusiasm and high energy level
- Desire to have fun while working in an environment of intelligent, highly motivated people
- Interest in "Changing our World"

*Clark University is an Equal Opportunity Employer*

## Office of University Advancement

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Clark University students, alumni, parents and faculty have an incredible sense of pride towards their alma mater. The Office of University Advancement is led by Vice President of University Advancement, Jeff Gillooly and is comprised of 40 development professionals. The team is in the process of establishing goals and metrics for the current fiscal year.

Clark University recognizes The Jonas Clark Fellows', a society that pays homage to the

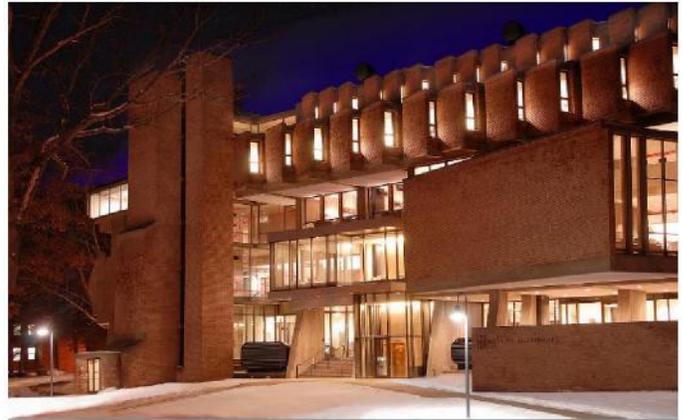
University's founder who established Clark with a gift of \$850,000 through his will and initial endowment for the University Library. Today, Jonas Clark Fellows are alumni/ae, families and friends who choose to give \$2000+ during each fiscal year (June 1 – May 31), enabling Clark to provide students and faculty with exemplary resources for teaching, learning and research.

Clark has embarked on its most ambitious giving [campaign](#) ever, to raise \$125 million, and has already exceeded that goal. This initiative ensures Clark's standing as a university whose impact begins in its classrooms and labs, then reaches around the globe.

## Client Overview

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Founded in 1887 as the first all-graduate institution in the country, Clark educates both undergraduates and graduate students and is a renowned liberal arts-based research university addressing social and human imperatives on a global scale. It is one of only three New England universities, along with Harvard and Yale, to be a founding member of the Association of American Universities, an organization of universities with the most prestigious profiles in research and graduate education.



The University seeks to prepare students to meet the challenges of a complex and rapidly changing society. In students and faculty, Clark fosters a dedication to excellence in studying traditional academic disciplines, as well as innovation in exploring questions that cross disciplinary boundaries. The free pursuit of inquiry and the free exchange of ideas are central to that commitment.



The focus of Clark's academic program is a liberal-arts education enriched by interactions among undergraduate students, graduate students, and faculty, and is closely linked to a select number of professional programs. Clark also serves students who wish to continue formal education throughout their lives.

The University maintains a national and international character, attracting high-caliber students and faculty from all quarters of the globe. As a university residing in an urban context, Clark also strives to address the needs and opportunities of contemporary urban life.

Today, Clark houses the following Schools and Academic Programs:

- College of Arts and Sciences
- Graduate School of Arts and Sciences
- Graduate School of Geography
- Graduate School of Management
- International Development, Community, and Environment
- School of Professional Studies

## Academics:

- Accreditations: New England Commission of Higher Education (NECHE); Association to Advance Collegiate Schools of Business; American Psychological Association (clinical psychology doctoral program)
- Degrees conferred: B.A., B.S., M.A., M.S., M.A.Ed., M.A.T., M.B.A., M.H.S., M.P.A., M.S.A., M.S.B.A., M.S.F., M.S.I.T., M.S.M., M.S.P.C., Ph.D., certificate
- Average undergraduate class size: 20
- Study abroad programs (20+ countries):  $\cong$ 50
- Approximate percentage of Clark undergraduates who study abroad: 30%
- Accelerated B.A./master's degrees (fifth year tuition-free): 14
- Certificate programs: 6
- Master's degrees: 17 (includes 2 dual degrees)
- Doctoral degrees: 9

## ***Transformative Research:***



Research has been a central component of Clark's mission. Today, as Clark scholars continue to challenge convention through intellectual innovation, their research also bridges the divide between knowledge and practice.

Clark has been home to Albert A. Michelson, the first American to win a Nobel Prize in Science; to Robert Goddard, the father of the space age; psychologist G. Stanley Hall, who first developed the concept of adolescence; and George H. Blakeslee, who established the field of international relations. Clark continues this legacy today as a pioneer in the development and use of GIS and remote sensing tools for the analysis of and response to climate change effects, among other areas of transformative research.

In addition to a spirit of intellectual innovation, Clark researchers have had a longstanding commitment to linking transformative research to the world of action. Known as use-inspired research, such work aims to blend basic research and application.

As a liberal arts-based research university with approximately 2,300 undergraduate and 1,200 graduate students, Clark University provides an environment that allows new and bold ideas to flourish. Clark's flexibility fosters opportunities for interdisciplinary collaboration, which is another longstanding Clark tradition and also critical to addressing complex problems.

## ***Clark Centers and Institutes:***

Clark's research institutes and centers build on a foundation of interdisciplinary scholarship, with faculty and students working across boundaries to develop innovative solutions to a wide range of contemporary challenges.

### [The Mosakowski Institute for Public Enterprise](#)

This institute seeks to improve, through the successful mobilization of use-inspired research, the effectiveness of government and other institutions in addressing social concerns.

The institute focuses on important social issues, including such areas as education reform, environmental sustainability, access to healthcare, human development, and well-being and global change.

### [The George Perkins Marsh Institute](#)

This institute conducts collaborative and interdisciplinary research on human-environment relationships within a wide range of research themes, such as: risks and hazards, the human dimensions of global environmental change, resource and environmental policy, industrialization and globalization, and the development and application of Geographic Information Science across multiple disciplines.

### [Higgins School of Humanities](#)

Founded in 1986, the Higgins School of Humanities works to enhance the intellectual and cultural life of Clark University by fostering connection between the humanities disciplines (English, Foreign Languages, Visual and Performing Arts, Philosophy, and History), by supporting humanities faculty research, and by offering public events to the community.

### [The Institute for Energy & Sustainability \(IES\)](#)

The IES, which is housed at Clark, was formally launched in spring 2009. IES was the result of extensive discussions among the academic leadership at Clark, Worcester Polytechnic Institute and federal, state, and local partners. The Institute's goal is to create a world-class green business zone as part of a clean energy corridor in Central Massachusetts by providing leadership for green jobs creation promoting research and clean energy education; and encouraging greater use of energy management tools.

### [Clark Labs](#)

Clark Labs is best known for its flagship product, the IDRISI GIS and Image Processing software, is dedicated to the research and development of geospatial technologies for effective and responsible decision making for environmental management, sustainable resource development and equitable resource allocation. Clark Labs leverages its academic base to develop innovative and customized research tools, provide software solutions to organizations in need and apply geospatial expertise to a range of real-world problems.

### [The Adam Institute for Urban Teaching and School Practice](#)

For more than two decades Clark has strived to address the challenges and possibilities of urban education and learn in the process. The Adam Institute contributes through its effort to develop powerful models of urban teacher preparation, teaching practice, and college-going learning cultures, working in collaboration with partner schools in the surrounding "Main South" neighborhood as well as colleagues throughout the country.

### [The Hiatt Center for Urban Education](#)

The Hiatt Center engages scholars, practitioners, community members, and youth in working together to create integrated models of research and practice in urban education. Its initiatives include: practitioner inquiry, youth and community-based research, counter-narratives, new media and critical multiliteracies, networks of inquiry, and transformative pedagogy.



### [The Strassler Center for Holocaust and Genocide Studies](#)

This is an intellectually dynamic forum for education and scholarship about the Holocaust, the Armenian genocide, and other genocides around the world. Dedicated to teaching, research and public service, the center offers the only Ph.D. in Holocaust history and genocide in the country, training the next generation of Holocaust and genocide historians, scholars, teachers, museum directors and curators, and experts in nongovernmental organizations and government agencies.

## **Clark Connect:**

Learning to connect with, contribute to and collaborate within a community of peers and partners is an essential skill for future success. The connections students make and the support they receive from — and

give to — others are powerful advantages. [ClarkCONNECT](#) models this structure and energy by extending and reinforcing Clark’s reach beyond campus, bringing together students, alumni, faculty, parents and friends to expand students’ knowledge and prepare them for a successful career launch.

Alumni participate in ClarkCONNECT and amplify the Clark students’ development and preparation — and gain access to exceptional talent. Graduates provide advice and guidance, share their own stories of success as well as offering internship and employment opportunities – all while deepening connections with the University.

Students join ClarkCONNECT to gain unprecedented access to alumni/faculty/parent mentors and engage in relevant topics and trends in academic/career communities. From these connections, they discover pathways for internships, research collaborations, networking and employment opportunities, advice and guidance about careers and industries

### ***Benefits:***

[http://www.clarku.edu/offices/hr/jobopportunities/benefits\\_staff.cfm](http://www.clarku.edu/offices/hr/jobopportunities/benefits_staff.cfm)

### ***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  
Lisa Abair Vuona, Vice President at  
617-262-1102  
or send nominations or cover letter and resume to  
[lvuona@LLLSearches.com](mailto:lvuona@LLLSearches.com).  
All inquiries will be held in confidence.



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## University Leadership

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**David P. Angel**  
***President***

David P. Angel was named the president of Clark University in 2010, only the ninth person to hold the position in the University's 127-year history.

President Angel's tenure began at Clark in 1987, when he joined the faculty as a geography professor, later serving as dean of graduate studies and then as provost. His commitment to ensuring that Clark is a force for transformative education in the 21st century is informed by his training as a researcher and scholar. Embodying Clark's motto — "Challenge Convention. Change Our World." — President Angel is spearheading initiatives to advance liberal education, promote cutting-edge research and expand community partnerships.

Clark has boldly rethought its undergraduate curriculum, introducing LEEP (Liberal Education and Effective Practice), a distinctive education model that provides students with the intellectual foundation and practical experiences needed to address complex challenges in a rapidly changing world.

Under President Angel's leadership, Clark's faculty and students work across boundaries to develop solutions to complex challenges in the sciences, psychology, geography, management, urban education, Holocaust and genocide studies, environmental studies, and international development.

Clark University continues to produce students who thrive in meaningful careers, embark on post-graduate studies across the globe, and shape lives of consequence.

During President Angel's time as president, Clark has enhanced its standing as a preeminent institution of higher learning. Clark has climbed in the national rankings of top colleges and universities, and applications have soared. And national media frequently seek out Clark faculty members for their expertise on subjects ranging from threats posed by climate change to the challenges facing millennials.

Clark University stands at the forefront of where learning meets research, inquiry sparks action, and where the status quo is never enough — all qualities embodied in our ninth president.

<http://www.clarku.edu/offices/president/biography.cfm>

## University Advancement Leadership

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**Jeff Gillooly**

***Vice President, University Advancement***

In collaboration with Clark's senior leadership, Mr. Gillooly leads fundraising efforts that will support the University's academic and capital initiatives, deepen and broaden areas of engagement for alumni, families and friends, and further the culture of philanthropy across the University.

"I am very pleased to have Jeff on board in this critical role," Clark University President David Angel said. "Jeff brings a wealth of experience to the position, and will be a valuable member of our team as we enhance the Clark mission."

Appointed in June 2015, Mr. Gillooly previously was at the University of Rochester, where since 2006 he served as Assistant Vice President for Presidential Advancement and University Volunteer Management. In this position he helped build the architecture of the university's \$1.2 billion campaign, called the Meliora Challenge, while simultaneously restructuring the entire Advancement organization in order to support the endeavor. He also coordinated Advancement volunteer engagement across all schools and units, including the university's hospitals, medical center, and School of Medicine and Dentistry.

Prior to his tenure at Rochester, Mr. Gillooly served as Chief of Staff for the president of Roger Williams University, and was Associate Dean of Students at Newbury College and Assistant Director of Student Activities at Middlebury College.

He holds a bachelor's degree in English from Dartmouth College and a master's degree in higher education administration from Vanderbilt University.