
THE GEORGE WASHINGTON UNIVERSITY

WASHINGTON, DC

Assistant Vice President, Development,
Columbian College of Arts & Sciences
The George Washington University
Washington, D.C.

Send Nominations or Cover Letter and Resume to:

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New Leadership Creates Bold Vision for GW Advancement:

The [George Washington University \(GW\)](#) is building its future with vigorous new partners in presidential and advancement leadership and a significant investment in growing the [Division of Development and Alumni Relations](#).

GW President Thomas LeBlanc, who assumed his position in 2017, recently welcomed Vice President of Development and Alumni Relations Donna Arbide to oversee and drive a significant increase in philanthropic support for GW so that the University can realize its full potential in education and research. To meet this ambitious goal, LeBlanc and Arbide are making a significant investment of resources to expand the Department of Development and Alumni Relations. Critical to this expansion is the recruitment of a select handful of innovative, entrepreneurial, and intrepid advancement leaders to head major initiatives throughout the University.



GW is an institution with a world-class reputation positioned at the heart of America's political system. Leadership here has an impact far beyond the walls of this sleek urban campus. Explore if this is the place to make your next move.

The Opportunity:

Situated within GW's vibrant urban campus in the heart of Washington, D.C, the [Columbian College of Arts & Sciences](#) offers its students an

opportunity to cultivate a diverse set of academic interests with many unique programs that leverage the resources of the nation's capital, the University, and the world.

The Columbian College has 58 Majors, 8,200+ students, and 76,000+ alumni. This College embraces the breadth and depth of the arts and sciences.

GW's first \$1 billion fundraising campaign broke records and delivered millions in support for students, researchers, faculty, and programs. The [Making History Campaign](#) closed in July 2017 with nearly 67,000 donors having contributed more than \$1.02 billion to the University. It surpassed its goal one year ahead of schedule with more than 165,000 individual gifts and participation by approximately 42,000 alumni. During the campaign, 235 new endowments were established, providing perpetual support for student financial aid, professorships, instructional and academic programs, libraries, athletics, and more.

This is an extraordinary opportunity for a creative and strategic leader to build and shape a development team and create a sustaining program that will fuel the success of the College.

Join a leadership team committed to building the future for GW, for the nation, and the world.

The Role

The Assistant Vice President, Columbian College of Arts and Sciences will report to the Senior Associate Vice President, Schools & Academic Units, and will manage and oversee the fundraising and engagement efforts for the Columbian College and its development team.

Specific Duties:

- Oversees a team of ten responsible for major gifts, leadership giving identification, and constituent engagement. Provides management using a metrics-based approach and individualized annual business plans. Demonstrates a strong sense of teamwork and a commitment to an environment of mentoring and support.



Explore [Careers in GW Development and Alumni Relations](#)

- In coordination with DAR leadership and the Dean, develops and executes a holistic fundraising and engagement strategy for the Columbian College.
- Develops strategies to increase giving attainment, maintains and builds relationships with key volunteers and donors, and enhances alumni and family engagement. Creates a comprehensive annual plan to achieve success.
- Manages a pool of approximately 75 of the Columbian College's top rated major- and principal-level gift prospects, and serves as team collaborator on University-wide prospects demonstrating an interest in Columbian College priorities. Held accountable for both individual attainment and outreach goals, as well as those of the overall Columbian College team.
- Serves as primary philanthropic advisor and staffer to the Dean. Proactively works to understand and maintain an in-depth knowledge of Columbian College programs, key faculty, research, and notable initiatives. Utilizes Dean, CCAS top volunteers, faculty, and staff for the identification, cultivation, and solicitation of top-tier prospects. Serves as primary staff liaison to the College's leadership advisory group. Manages advisory group meetings and ongoing relationships with individual members.
- Works collaboratively with other College- and centrally based colleagues, including Principal Gifts, Planned Giving, Alumni Relations, Annual Giving, Donor Relations and Stewardship, Central Initiatives, Family Philanthropy, and Corporate and Foundation Relations, to 1) identify, cultivate, solicit, and steward donors with Columbian College interests, and 2) build capacity for the execution of a comprehensive fundraising and engagement strategy for constituents of the College. Participates collaboratively in team planning and solicitation strategy efforts within DAR.
- Performs other work-related duties as assigned. The omission of specific duties does not preclude the supervisor from assigning duties that are logically related to the position.

Qualifications:

Minimum Qualifications

- A Bachelor's degree in an appropriate area of specialization plus 9 years of relevant professional experience, or a Master's degree or higher in a relevant area of study plus 7 years of relevant professional experience.
- Degree must be conferred by the start date of the position. Degree requirements may be substituted with an equivalent combination of education, training, and experience.

Desired Qualifications

- Impressive track record in fundraising, including five years successfully cultivating and soliciting gifts at the 6- and 7-figure level.
- Proven track record of creatively building and leading successful fundraising programs.
- Deep appreciation and understanding of the academic enterprise and the ability to articulate academic values internally and externally.
- The ability to travel extensively, nationally and internationally, and communicate effectively with alumni, parents, and individuals previously unfamiliar with the University.

- Experience in prospect management/tracking, developing, and executing short- and long-range prospect strategies, and supervisory responsibility over professional-level staff.

University Leadership:



Thomas J. LeBlanc
President

Thomas J. LeBlanc is the 17th President of The George Washington University, having begun his tenure on August 1, 2017.

Dr. LeBlanc is an accomplished academic leader, who previously served as the Executive Vice President, Provost, and Professor of computer science and electrical and computer engineering at the University of Miami. He was appointed to that position in 2005 and served as the Chief Academic Officer and Chief Budget Officer for the university, responsible for overseeing and coordinating academic programs and enhancing the educational mission of the university.

Previously, LeBlanc served as Dean of the college faculty in the College of Arts, Sciences, and Engineering at the University of Rochester. His publications include writings on operating systems, parallel programming, and software engineering.

He holds a Ph.D. and a Master's degree in computer science from the University of Wisconsin at Madison and a Bachelor's degree in computer science from State University of New York at Plattsburgh.



Donna Arbide
Vice President for Development and Alumni Relations

Donna Arbide joined GW on March 1, 2018, after more than 30 years at the University of Miami, including serving as Interim Senior Vice President for Development and Alumni Relations. During her tenure at the University of Miami, Arbide oversaw the university's alumni relations, annual giving, and parent programs, as well as fundraising efforts of the school and college development programs.

As Interim Senior Vice President for Development and Alumni Relations, she worked closely with the university's Board of Trustees and the institutional leadership to implement the University of Miami's strategic plan and development efforts for its three campuses. She helped greatly expand alumni and parent giving, led several award-winning programs to establish a vibrant national and international network of University of Miami alumni and parents, and was the lead visionary and fundraiser for a new alumni center on the university's Coral Gables campus.

Arbide has served as a Board member for the Council for Advancement and Support of Education (CASE), where she chaired the Commission on Alumni Relations, helping to launch the international initiative creating standards of practice and alumni engagement metrics for the profession. She chaired the 2018 CASE Summit for Leaders in Advancement. Arbide has a Bachelor's degree in business administration from the University of Alabama in Huntsville and a Master's degree from the University of Miami.



Lori Cwalina

Senior Associate Vice President for Development, School and Academic Units

Lori Cwalina joined GW in August 2014 and currently holds the position of Senior Associate Vice President for Development, School and Academic Units. In this role she provides leadership to the development operations in six academic divisions, collaborating with deans, University administrators, senior management, and volunteers to create and implement comprehensive fundraising strategies that support the priorities of each school/unit and the University as a whole. She also helps to set the overall strategic direction of GW's fundraising efforts. Her portfolio encompasses the Columbian College of Arts and Sciences (including the Corcoran School of the Arts and Design, School of Media and Public Affairs, and Trachtenberg School of Public Policy and Public Administration), Elliott School of International Affairs, School of Engineering and Applied Sciences, Graduate School of Education and Human Development, College of Professional Studies (including Graduate School of Political Management), The George Washington University Museum, and The Textile Museum. Prior to serving GW in this centralized role, Cwalina spent four years as the Assistant Vice President for Development at the Elliott School of International Affairs, where she and her team worked closely with the Dean and faculty to build philanthropic relationships and institutional brand domestically and across the globe.

Cwalina possesses more than two decades of experience in fundraising, constituent engagement, board management, and strategic planning, primarily in the higher education sector. She has held management and leadership positions at Johns Hopkins University, the University of Virginia, and National Cathedral School.

She earned a B.A. at the University of Virginia and M.Ed. in higher education policy, planning, and administration from The College of William and Mary.

Applying for this Opportunity:

Send nominations or cover letter and resume to Jill Lasman, Executive Vice President at jlasman@LindauerGlobal.com or Wendy Lazar, Senior Consultant at wlaraz@LindauerGlobal.com.

All inquiries will be held in confidence.

Please note: *Lindauer does verify academic credentials for its candidates, and our clients frequently conduct background checks prior to finalizing an offer.*



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