



Associate Vice President of Alumni Relations  
Tulane University  
New Orleans, LA  
<https://tulane.edu/>

*Send Nominations or Cover Letter and Resume to:*

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### ***The Opportunity:***

The Tulane University Office of Advancement is seeking a seasoned advancement professional to work with the Tulane Alumni Association (TAA) and oversee the vital and strategic work of the Office of Alumni Relations. Reporting to the Senior Vice President for Advancement, Ginny Wise, a leader who encourages her staff to think creatively, innovate, and develop bold ideas, the Associate Vice President of Alumni Relations (AVP) will be a visionary leader who can dream big and help propel Alumni Relations and the Alumni Association to new heights. Collaboration is key to this position, as the AVP will be leading and mentoring a team of Alumni Relations professionals as well as partnering with

deans and senior leadership on engagement initiatives and strategic planning, defining fundraising priorities, and developing compelling ideas for transformative alumni philanthropy at the school and university level. A spirited communicator, the AVP will be able to inspire an already powerful department and promote the goals and ideals of Alumni Relations within the University and beyond.



[Video: The Power of Tulane](#)

Tulane is rightly proud of its reputation for creativity, thoughtfulness, and support of innovation. Following the lead of President Michael A. Fitts, a strategic, bold, and dynamic leader, the AVP will be expected to display a self-starting and entrepreneurial spirit, breaking new ground for the University and Alumni Relations while championing her or his focused team.

## The Role

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Reporting to the Senior Vice President for Advancement, the AVP provides leadership and strategic direction for the Office of Alumni Relations and Tulane Alumni Association in order to develop and implement programs and initiatives that engage Tulane alumni and constituents. Opportunities include campus and regional events and programming; lifelong alumni education opportunities; alumni travel programs; career services; volunteer management; reunions and class programs; alumni, parent and student outreach; and additional alumni engagement efforts.

### *Key Responsibilities:*

- Oversee and direct the senior leadership team for the Office of Alumni Relations, working in close coordination and facilitating partnerships with university leadership, development officers, deans, department heads, school alumni directors, and program directors to identify key initiatives for alumni and constituent engagement.
- Plan and execute the alumni engagement vision and strategy of the University, setting objectives, leading a large team of Alumni Relations staff, monitoring and managing performance, and communicating regularly on progress and successes to the TAA board, its committees and other constituents.
- Develop and execute complex operational plans; develop and manage budgets; set contributed income goals that align with institutional needs.
- Develop and maintain regional and international Alumni chapter and club outreach strategies, supporting University leadership in the identification, engagement, and recruitment of new volunteer opportunities and donor/volunteer cultivation.
- Manage key relationships, travel, and champion all alumni on behalf of the University through extensive personal interaction, including an assigned portfolio of prospects, to leverage deeper ties with alumni, donors, parents, and friends in support of the University's priorities and goals of the campaign.
- Monitor all alumni information and oversee detailed research and analysis; utilize metrics, trends, and analytics to strategically position the TAA, leverage resources, hold department accountable, and present statistical analysis to leadership.

## Education:

BA required; Master's preferred.

## Years of Experience:

Ten years of relevant experience in advancement, alumni relations, or comparable industry.

## Overview

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Tulane traces its roots to the Medical College of Louisiana, which was founded in 1834 and later became part of the public University of Louisiana. Tulane was created in 1884 during a reorganization of the public university system, followed two years later by its sister school, the H. Sophie Newcomb Memorial College for women. Tulane has since become a preeminent institute of higher education, focusing on interdisciplinary teaching and research, and is currently ranked the 44th university among the best national universities in the country by *U.S. News and World Report*.

More than 8,600 undergraduate students and more than 5,450 graduate students attended Tulane in the 2018–2019 school year. The University's academic program is uniquely flexible, allowing students to take classes in any of its [six undergraduate schools](#) regardless of their major. As a result, many students double- or even triple-major. All six of these schools also offer [Master's degrees or above](#), and Tulane also operates a School of Law, School of Medicine, and School of Social Work at the graduate level. More than 30% of students choose to enrich their education by [studying abroad](#) for one semester.

Tulane is deeply committed to public service, and each student must participate in a [community engagement](#) or service activity prior to graduation. Coordinated by the [Center for Public Service](#), available programs to meet this requirement include taking a service-learning course, choosing a service-learning internship, or completing a service-based research, thesis, or study-abroad project. The University is typically ranked highly in Peace Corps participation each year.

In addition to its academics and service, Tulane prides itself on its dedication to [research opportunities for students and faculty](#) at all levels. Tulane is a member of the Association of American Universities, a select group of 62 leading research universities in the U.S. and Canada with “preeminent programs of graduate and professional education and scholarly research.” The Carnegie Foundation has ranked the University among the 2% of institutions rated with a “very high research activity” as well. Tulane funds approximately [950 research projects](#) each year in the sciences, social sciences, medicine, liberal arts, and other disciplines, with about \$140 million in sponsored awards garnered annually from a variety of foundations and other groups. Dozens of [research centers](#) across disciplines further facilitate campus projects. The University’s most recently opened centers: the [ByWater Institute](#) focuses on advancing applied, interdisciplinary research and community engagement initiatives around coastal resilience and the urban environment; and the Brain Institute which was created as a transdisciplinary entity to coordinate and oversee neuroscience related endeavors campus-wide.



## Leadership

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**Michael A. Fitts**  
**President**

[Michael A. Fitts](#) is the 15th President of Tulane and has held the role since 2014. He is recognized as one of the nation’s foremost legal scholars on administrative and constitutional law, combining political science, psychology, game theory, philosophy, economics, and history in his work. President Fitts is also the Judge Rene H. Himel Professor of Law at Tulane Law School.

During his tenure, President Fitts has worked to create an interconnected living, learning, and interdisciplinary research environment at the University. He convened the Task Force on Academic Collaborations in 2015 to evaluate Tulane’s ability to expand as a world-class academic institution, and since then, the University has seen a significant increase in research activity. President Fitts has also overseen a number of new hires in key positions, the launch of several interdisciplinary academic hubs, the Task Force on the Undergraduate Experience, and the Commission on Race and Tulane Values. Other work includes initiatives to renew Tulane’s campus and secure a robust financial future.

Prior to his work at Tulane, President Fitts served as the dean of the University of Pennsylvania Law School, where he oversaw a quadrupling of the law school’s endowment, a more than 40% increase in the size of law school faculty, and the rebuilding or renovation of the entire campus. He began his teaching career as a professor at Penn Law in 1985 and has worked as an attorney in the U.S. Justice Department’s Office of Legal Counsel, which serves as outside counsel to the President, White House, and Cabinet.



**Ginny Wise**  
**Senior Vice President for Advancement**

Ginny Wise has served as the Senior Vice President for Advancement at Tulane University since October 2016. In this position, she oversees all alumni relations and development for the institution. Wise was previously the University’s Vice President of Development, Leadership Giving. Before joining Tulane in 2010, Wise spent almost two decades at Harvard University in a variety of development leadership roles, concluding her career there as executive director of university development and associate dean of the Harvard Divinity School. Wise also previously served as the vice president of development for the Boys & Girls Clubs of Boston. A native New Orleanian, Wise received a Bachelor of Arts from Dartmouth College and a Master of Education from Harvard University’s Graduate School of Education.

## Development/Advancement Overview

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Tulane’s robust alumni relations program keeps alumni connected to the University through a variety of programs and events, including reunions, career services, mentorship and networking opportunities, and the ability to join one of 75 [affinity clubs](#). More than 15,000 alumni around the world participate in events each year, and thousands contribute financially to the University annually. Tulane places special importance on reaching out to [young alumni](#) and ensuring that they remain connected to their alma mater.



In December 2017, Tulane announced the public phase of its most ambitious campaign to date, [Only the Audacious: The Campaign for an Ever Bolder Tulane](#), with a goal of raising \$1.3 billion to support pioneering research, scholarships and financial aid, recruiting and retention of faculty, and the building of a student experience that emphasizes innovation, research, and learning through civic engagement. More than 54,000 individuals contributed \$820 million during the campaign’s silent phase to endow presidential chairs, build a new stadium, and create academic centers for research, among other initiatives.



Tulane enjoyed a [record-setting fundraising pace](#) in fiscal year 2018, with 25,221 donors contributing more than \$130 million that year. Last spring Tulane’s second annual day of giving, *Give Green*, raised more than \$780,000 within 24 hours. These efforts helped push the *Only the Audacious* campaign over the billion-dollar mark to reach \$1.04 billion, nearly \$250 million of which will be dedicated to supporting research. Since the campaign’s inception Tulane has raised \$110 million in endowed scholarships and over 50,000 alumni have been engaged through giving, attending, volunteering and/or connecting on social media.

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## ***Background Checks:***

Prior to submitting your resume for this position, please read it over for accuracy. Lindauer does verify academic credentials for its candidates, and our clients frequently conduct background checks prior to finalizing an offer.

To learn more, call 617-262-1102 or  
send nominations or cover letters to  
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All inquiries will be held in confidence.



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