**Executive Director, Advancement and Alumni**

**Fanshawe College**

**THE OPPORTUNITY**

Fanshawe College is seeking an **Executive Director, Advancement and Alumni** to lead our fundraising and alumni relations following the success of *Remarkable! The Campaign for Fanshawe College.* Reporting to the Vice-President, Corporate Strategy & Business Development, the Executive Director will lead a team of 17 – providing strategic and operational leadership while acting as the chief executive officer for the Fanshawe College Foundation.

Along with the President, the Executive Director, Advancement and Alumni will be the face of College in our communities, and will work closely with the Senior Management Team, the College Board of Governors, and the Foundation Board of Directors to fulfill our exciting new strategic goals.

This is an outstanding opportunity for a seasoned and experienced fundraising professional who is passionate about continuing education and can build a program to meet the needs and priorities of Fanshawe College – ultimately benefitting our students, our faculty, and the communities we serve.

**ABOUT FANSHAWE COLLEGE**

Fanshawe is a large comprehensive college that has experienced significant enrolment growth over the past four years, fueled largely by an aggressive program development/renewal initiative focused on meeting regional, provincial, national and global labour market needs. A culture based on being bold, nimble and trusting has led to outstanding KPI results demonstrating exceptional graduate rates, employment outcomes, student satisfaction rates and employer satisfaction rates.

One of Ontario's largest colleges – with four campuses in London, Simcoe, St. Thomas, and Woodstock – Fanshawe serves close to half a million people with a promise to educate, engage, empower, and excite. Fanshawe offers more than 200 degree, diploma, certificate and apprenticeship programs to 43,000 students each year, helping people unlock their potential and achieve success in a variety of disciplines including applied arts, business, health care, human services, hospitality, and technology.

Fanshawe also plays an important role in providing re-skilling and skill-upgrading opportunities for mature learners through the design and delivery of custom training for federally and provincially sponsored trainees, community organizations, sectoral training councils and private sector employers in the business, health, industrial, and services sectors.

**ABOUT FANSHAWE COLLEGE FOUNDATION**

The Fanshawe College Foundation strives to strengthen the College by attracting donor and partner investments in support of student success and other priority needs. The Foundation's goal is to be recognized as a leader in building philanthropic relationships within the College environment.

In 2017, the Foundation celebrated the culmination of *Remarkable! The Campaign for Fanshawe College.*One of the largest campaigns ever undertaken among Ontario Colleges, *Remarkable!* surpassed its $100 million goal by more than $10 million. As a result, Fanshawe students are benefiting from state-of-the-art facilities, equipment, awards, and bursaries.

**THE IDEAL CANDIDATE**

The Executive Director, Advancement and Alumni will be a fundraising generalist with significant expertise and proven experience in capital campaigns, annual giving, major gifts, planned giving, corporate partnerships, and in delivering outstanding alumni relations programs. A forward-thinking, creative and innovative strategist, the ideal candidate will possess business acumen, operational-savvy, and organizational proficiency.

The new incumbent will strategically build and foster internal and external relationships, with genuine appreciation for the contributions of our donors, alumni, volunteers, and partners. The ideal candidate will collaborate with academic leaders to define funding priorities fully aligned with the College’s goals. Articulate and adept at communicating compelling narratives, the successful candidate will showcase and share stories of our students’ success.

Providing leadership based on clarity, rigour and accountability, the Executive Director will strive to deliver measurable, metric-based contributions to the College. The new incumbent will encourage best practice fundraising and discipline to ensure all opportunities are leveraged and maximized.

Instilling a call culture, “out the door” approach, the successful candidate will be an inspirational coach to our advancement and alumni team, guiding and enabling them to reach their highest potential. Supportive of our People Strategy, the new incumbent will delegate with trust to empower and motivate.

Calmly diplomatic, the ideal candidate will display an executive-level presence. With maturity and emotional intelligence, the new incumbent will manage up, across, and down with confidence and respect. The Executive Director will be comfortable with complexity and patient with process.

The successful candidate will share our values focused on our students, our community, and our resources – embracing change and engaging others. Passionate about the opportunities offered by post-secondary education, the new incumbent will value our commitment to continuous learning and self-improvement.

In partnership with our President, the Executive Director will be the face of the College in our community, proactively promoting and seeking opportunities for ongoing engagement with our alumni, volunteers and donors.

**QUALIFICATIONS AND COMPETENCIES**

* Proven track record closing major gifts, ideally in the context of a capital campaign.
* Substantial and progressive experience in leadership and management roles, ideally in a large and multi-layered complex fundraising organization, with a regional scope.
* Experience working with senior management, Board level volunteers and volunteer fundraising committees.
* Ability to build/manage relationships with leaders in the charitable/corporate/government sectors.
* Strong strategic, business and fundraising planning, implementation and management skills.
* Demonstrated track record closing major gifts and securing sponsors.
* Ability to set and meet ambitious, strategic goals.
* Results orientation with excellent planning, analytical and organizational skills.
* Exceptional verbal and written communication skills and strong listening and presentation skills.
* High emotional intelligence (i.e. self-awareness, self-regulation, motivation, empathy, etc.) with demonstrated collaborative, collegial style.
* Current police records check and Vulnerable Sector Search will be required.
* University degree in related field.
* CRFE designation or equivalent.
* This position requires frequent local travel, a valid driver’s license and access to a vehicle.

**FOR MORE INFORMATION**

KCI (Ketchum Canada Inc.) has been retained to conduct this search on behalf of Fanshawe College. For more information about this executive leadership opportunity, please contact **Sylvia Kadlick, Senior Search Consultant** at [Fanshawe@kciphilanthropy.com](mailto:Fanshawe@kciphilanthropy.com). To apply, please send a resume and letter of interest to the email address above by **April 6, 2018.**

To view the full Executive Brief, please visit: [http://kciphilanthropy.com/search](http://kciphilanthropy.com/lang/en/#panel-2-b1)

*All inquiries and applications will be held in strict confidence.*