SEARCH
PROFILE

CONCORDIA UNIVERSITY

VICE PRESIDENT UNIVERSITY ADVANCEMENT

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THE ORGANIZATION

Bold and vibrant, Concordia University reflects the urban and multicultural environment that is at the heart of Montreal.

One of Canada’s largest universities, Concordia’s 48,000 students prosper in 300 undergraduate and 200 graduate programs, across four faculties: Arts and Science, Engineering and Computer Science, Fine Arts, the John Molson School of Business, and a School of Graduate Studies.

Concordia’s diverse research centres keep breaking new ground. Areas include aerospace, preventive health and wellness, synthetic biology, human rights, and creative arts and technology. Together with 217,000 alumni, our work contributes positively to the economic, cultural and social development of Montreal, and radiates out into the world beyond.

For further information about Concordia University please visit its website at: www.concordia.ca

STRATEGIC DIRECTIONS

In May 2015, Concordia produced nine strategic directions to guide the work of its community to become future ready and design a next-generation university.

The strategic directions are:

1) Double our research
   Pursue bold goals in research that reflect our talents and our ambition to tackle big challenges.

2) Teach for tomorrow
   Deliver a next-generation education that’s connected, transformative, and fit for the times.

3) Get your hands dirty
   Use rich experiences outside the classroom to deepen learning and effect change.

4) Mix it up
   Build agile structures that facilitate intellectual mixing and internal collaboration.

5) Experiment boldly
   Be inventive and enterprising in creating tomorrow’s university.

6) Grow smartly
   Add capacity where our strengths and emerging enrolment demand intersect.

7) Embrace the city, embrace the world
   Achieve public impact through research and learning.

8) Go beyond
   Push past the status quo and go the extra mile for members of our community.

9) Take pride
   Celebrate successes and be purposeful about building a legacy.

For further information about Concordia University’s Strategic Directions please visit the following website: http://www.concordia.ca/about/strategic-directions.html
THE ROLE OF VICE PRESIDENT UNIVERSITY ADVANCEMENT

CONTEXT
Concordia University enjoys record private philanthropy and research funding. The efforts of our community strengthen our position as a next generation university and place us among the best universities in the world.

Concordia has used the positive atmosphere inside and outside its campus to launch the most ambitious fundraising campaign in its history. The Campaign for Concordia: Next Generation Now was launched in November 2017 to raise $250 million; it has now reached more than 50% of this goal.

POSITION SUMMARY
Reporting to the President and Vice-Chancellor and a member of Concordia’s executive team, the VPUA will provide strategic and operational leadership to the Advancement and Alumni Relations.

The advancement function includes responsibility for the Concordia campaign, annual funds, corporate and foundation relations, major gifts and gift planning, and endowments. The VPUA oversees manages a team of 93 staff.

KEY ACCOUNTABILITIES
The Vice-President will serve as a strategic partner to the President and Vice-Chancellor to cultivate and maintain positive and fruitful relationships with the University’s key donors and key stakeholders, as well as with the Concordia alumni community.

As a member of the leadership team, the Vice-President will play a key role in raising awareness and raising funds for Concordia University. In addition, he/she will:

- Lead the Advancement and Alumni Relations team in its major gift development and solicitation activities.
- Direct the alumni and constituent relations efforts including stewardship and promotion of Concordia among its more than 217,000 alumni and its large network of friends and supporters, working closely with students, the President, and with the Executive of the Alumni Association
- Work closely with the university leadership team to coordinate university branding and enhance the image of the university
- Oversee the effective implementation of the university’s Comprehensive Fundraising Campaign
- Collaborate closely with the leadership team in support of the university’s objectives.
CANDIDATE PROFILE

EXPERIENCE, COMPETENCIES AND ATTRIBUTES:

- Accomplished executive who excels at fundraising, providing strategic direction, operation management and team leadership within advancement or other public facing operations
- Superb skills in principal and major gift cultivation, solicitation, and stewardship
- Significant experience in implementing major campaign(s)
- Commitment to nurture and cultivate relations with Concordia’s alumni network and other community partners
- Knowledge of, and appreciation for, teaching, learning, student life and success. Deep respect for and understanding of the academic enterprise and commitment to maintaining and building on academic excellence. Experience in higher education institution is an advantage
- Experience and proven abilities in negotiating and building consensus
- A deep understanding of current best practices in higher education development
- Superior financial acumen and budgeting ability
- Fluently bilingual (French and English).

PERSONAL PROFILE

- Ability to forge positive, respectful and productive working relationships with all members of the University community, including internal and external stakeholders such as senior management, faculty members, staff, partners, suppliers and other external partners
- Ability to close deals and inspire confidence
- Extraordinary judgement and the highest degree of loyalty, trustworthiness, personal integrity and ethical standards
- Hardworking, with a collaborative and team approach that can mobilize and align people and resources to broader goals of the university
- Stamina: contagious enthusiasm and unwavering commitment to the University’s mission, vision and values
- Diplomatic skills and open mindedness to work effectively to achieve institutional goals
- Strong entrepreneurial and strategic planning skills, with the ability to identify, build and maintain strong business partnerships.