

Barnard College

New York, NY

Barnard.edu

Vice-President for Development

BACKGROUND: An independently incorporated women's liberal arts college founded in 1889, Barnard College is an official college of Columbia University, and a member of the historic Seven Sisters, Barnard is a unique institution on the higher education landscape. Barnard is a highly selective liberal arts college; its admittance rate of 28.5 makes it not only the country's most selective women's college, but one of the most selective liberal arts colleges in America.

Located in Morningside Heights just across Broadway from Columbia University's main campus, Barnard resides on a four-acre, classic college campus that includes five academic buildings and nine residence halls. Barnard offers an exceptional array of academic choices, with degrees in about 50 fields in the humanities, social sciences, arts, natural sciences and interdisciplinary areas. Known for its distinctive academic culture, at once challenging and nurturing, Barnard enables students to find new ways to think about themselves, their world and their roles in changing it. Barnard has a current enrollment of 2,417, and more than 32,000 alumnae.

The total operating budget for 2009-10 is \$150 million and the College's endowment has a current market value of approximately \$195.9 million. Contributed income was approximately \$17.2 million, primarily from alumnae, parents and friends. Barnard is in the planning stages for a major comprehensive capital campaign, anticipated as a seven-year effort, including a two-year "silent" phase.

PRIMARY FUNCTION: Barnard College seeks a strategic, dynamic and imaginative development professional to serve as Vice-President for Development. This is an outstanding opportunity for an entrepreneurial visionary to build upon the strengths of the College's existing program, while formulating methods to achieve even greater levels of success. The Vice-President will conceptualize, plan and execute a strategic and coordinated program to identify and create opportunities to advance Barnard through annual fund, major and planned gifts, capital campaigns, foundation and corporate gifts, and government funding. The Vice-President reports to and works closely with Barnard's President. S/he will also work closely with trustees, the senior leadership team, volunteers, and institutional and individual donors, building relationships that will help Barnard fulfill its mission now and in the future. Reporting to the Vice-President is a staff of approximately 40.

IDEAL QUALIFICATIONS: Bachelor's degree, advanced degree preferred; successful development leadership experience; a track record of accomplishment as a front-line major gift fundraiser, including the identification, solicitation and stewardship of high-capacity donors; experience working in close partnership with senior executives and trustees on major philanthropic initiatives, including capital campaigns; demonstrated ability to construct, lead and motivate highly performing teams; experience in a visible cultural, academic or not-for-profit organization with a sophisticated donor base; familiarity with the New York philanthropic community; intelligence, wisdom and superb judgment; a true appreciation for Barnard's mission and history; a high-degree of self-confidence and the ability to face challenges; an entrepreneurial, creative spirit; polished communication skills—able to serve as a passionate spokesperson; a warm, engaging style; devotion to the highest ethical standards; availability to travel on behalf of Barnard.

Compensation will be competitive and commensurate with experience and accomplishments. A complete position specification is available upon request. Kindly direct all inquiries to Howe-Lewis; do not contact Barnard. Nominations and applications will be considered in confidence and should be sent via e-mail to:

Barnard@howe-lewis.com

Or apply online at www.howe-lewis.com/assignments.html