



Sacred Heart
UNIVERSITY

Director of Major Gifts,
College of Health Professions
and College of Nursing

Sacred Heart University

Fairfield, CT | Winter 2020

Kieran McTague

SENIOR VICE PRESIDENT AND DIRECTOR, NEW YORK, PRINCIPAL

Development Guild DDI

800.537.9011 x305

kmctague@developmentguild.com

developmentguild.com

BOSTON | NEW YORK

Sacred Heart University seeks a Director of Major Gifts, for the College of Health Professions and College of Nursing, to drive the strategy and growth of a development program to support its entrepreneurial and fast-growing programs.

About Sacred Heart



Since its founding in 1963, Sacred Heart University (SHU) has grown into the second-largest Catholic university in New England. The *Chronicle of Higher Education* has cited SHU as one of the fastest-growing Catholic Universities in the country. Rooted in the liberal arts and Catholic intellectual traditions, SHU is dedicated to educating the whole person while preparing students to lead and serve in the world today. The liberal arts form the foundation of the University's academic and professional programs. A liberal arts education provides students with the

intellectual abilities and critical thinking skills essential for every professional and career path and is the basis for forming educated citizens in an inclusive, globally connected society.

Enrollment at SHU has risen from the original class of fewer than 200 undergraduate students to approximately 8,950 full-time and part-time undergraduate and graduate students. The fall 2018 freshman class consisted of 1,463 students from 26 states and 10 countries, 92% of whom live on campus. SHU has a 13:1 student-to-faculty ratio and an average class size of 22 students.

SHU is a developing global campus. The main campus, located in Fairfield, CT, covers more than 100 acres, with an additional 200 acres located nearby on West Campus – the former General Electric world headquarters and home to many SHU STEM and business programs. There is also an international campus in Dingle, County Kerry, Ireland and a European business education program in Luxembourg. A prime example of SHU's commitment to innovation, collaboration and service is its recent agreement with Verizon for the creation and operation of an innovative coworking space at the West Campus. This space will be a hub for innovation teams from large and small companies; for entrepreneurs who want to test their ideas, grow their businesses, and work collaboratively in a supportive environment; and for individual professionals who want to work in a dynamic environment.

Located at 4000 Park Avenue in Bridgeport, SHU's new Center for Healthcare Education is designed to offer students with aspirations in any health-care profession the best possible learning environment to ensure that they are prepared to succeed in the booming health-care industry. The new Center houses both the College of Health Professions and College of Nursing, encompasses 120,000 square feet of exceptional learning facilities in a three-story building on 8.7 acres, and includes: Multi-Professional Education Practice, State-of-the-Art Laboratory and Classroom Facilities, Enhanced Athletic Training, Human Performance and Motion Analysis Labs, Pioneer Performance Center and a Multipurpose Amphitheater.

About the College of Health Professions

The College of Health Professions seeks to foster the development of women and men who demonstrate intellectual and professional integrity, who value compassionate service to others, and who take leading roles in the communities in which they serve. As a professional college within a Catholic university rooted in the liberal arts tradition, the College of Health Professions is committed to providing an education built

upon a deep respect for the dignity of the human person and the recognition of the responsibility of each individual to contribute to the building of a more just society. Graduates of The College of Health Professions develop the skills necessary for ethical responses to a new and ever-changing future filled with discoveries, technological advancements, and social change.

The College collaborates with surrounding communities to address unmet health and wellness needs promoting the education, service and research goals of the University. The College supports several community-focused services such as our interprofessional stroke clinic, Monday Night Social group, and our new Audiology clinic. Our students may also participate in local and international service missions as part of their clinical education assignments.

About the College of Nursing

The College of Nursing (CON) at Sacred Heart University consists of undergraduate, graduate, online and certificate programs. These programs are designed to advance nursing careers to best meet the healthcare needs of our communities.

The College of Nursing offers:

- A Comprehensive philosophy embracing spirituality, ethics, diversity and community, within the Catholic intellectual traditions.
- Online learning & degree programs, focusing on service learning and campus-community partnerships.
- Individualized student counseling with low student to faculty ratios.
- Quality Nursing Faculty with a history of successful change and innovation.
- Hands-on clinical practice at many area hospitals, as well as simulated learning in state-of-the-art lab rooms.
- The latest technology for Nursing Education.



Nursing excellence is the corner stone of the mission of the College of Nursing (CON). The relationship between nursing education and nursing practice is essential to the formation of a professional nurse. The CON has established more than 900 clinical affiliation agreements. Sacred Heart has built strong strategic partnerships with local, regional, and national medical centers, community agencies, and primary care clinics that provide unparalleled, dynamic clinical experiences for nursing students in the BSN, MSN, and DNP programs. Their international partners provide global clinical learning opportunities in Ghana, Guatemala, Jamaica, Australia and Ireland.

About the Position



Sacred Heart University seeks a Director of Major Gifts (DMG) for the College of Health Professions and the Davis & Henley College of Nursing who will drive the strategy and growth of a development program to support its entrepreneurial and fast-growing programs. The DMG will be responsible for building and deepening engagement with donors and driving broader awareness and philanthropic support for these colleges. S/he will serve as a frontline fundraiser, building and maintaining key relationships with alumni and other key stakeholders. The DMG will report to the Vice President for University Advancement and work directly with the Dean of the College of Health Professions and the Dean of the Davis & Henley College of Nursing.

Key Responsibilities

- Model the Sacred Heart University mission through dedicated job performance, service excellence to constituencies, and respectful collaboration with colleagues
- Build out a robust donor pipeline for these colleges that focuses on alumni, corporate, high net worth individuals, and foundation donor identification, cultivation, solicitation, stewardship, and upgrading
- Prioritize a combination of face-to-face visits, video conferencing, and phone communication with qualified alumni, corporate, high net worth individuals, and foundation prospects
- Engage the Deans in key donor cultivation, solicitation, and stewardship activities
- Personally, build and manage a portfolio of 75+ alumni high net worth individual, corporate, and foundation prospects
- Support the Vice President for University Advancement and the Dean of College of Health Professions and the Dean of the Davis & Henley College of Nursing in identifying and developing strategic funding needs for these colleges
- Work to develop volunteer structures to enhance prospect identification, cultivation and solicitation
- Report regular progress against strategic and operational goals, including donor engagement and stewardship touchpoints, revenue and quota targets, and pipeline management details
- Draft letters, proposals, reports, case materials, briefings, acknowledgments, and other appropriate materials in support of the development program for these colleges
- Be creative and proactive with new ideas of potential funders, whether they are corporate, foundation, or individuals
- Represent the University at events and constituent gatherings as appropriate

Key Qualifications

- At least 5-7 years of demonstrated successful fundraising experience
- Success implementing a long-term fundraising strategy
- Experience building a major gifts program
- Success supporting and managing organizational leadership in donor cultivation and solicitation
- Ability to conceptualize and describe funding needs in a way that is compelling to prospects, donors, volunteers, and other stakeholders
- Evidence of successful oral and written communication skills
- Excellent organizational skills
- Ability to handle multiple tasks simultaneously with close attention to detail and prioritization to meet deadlines
- Knowledge of Blackbaud's Raisers Edge and NXT is a plus
- Willing to travel occasionally and work some nights and weekends
- Experience in healthcare considered a plus
- Experience with campaigns considered a plus

All qualified candidates will receive consideration for employment without regard to race, color, religion, sex, national origin, disability, veteran status, or any other characteristic protected by law.

Please email your cover letter and resume in confidence to:

SacredHeart@developmentguild.com

Kieran McTague

SENIOR VICE PRESIDENT AND DIRECTOR, NEW YORK, PRINCIPAL

Development Guild DDI

For more information about Sacred Heart University please visit <https://www.sacredheart.edu/>

For more information about Development Guild DDI, please visit www.developmentguild.com

About Development Guild DDI

Development Guild DDI is a nonprofit leadership development consulting firm that provides nonprofit executive search, fundraising counsel, and campaign services. We bring a powerful combination of discipline and innovation to every client engagement, delivering solutions that are both strategic and deeply rooted in experience and analysis. Drawing upon more than 2,500 client engagements and 40 years working in every nonprofit sector, our collaborative approach is distinguished by candid dialogue and supported by cutting-edge technology. We commit to understanding and respecting your unique culture and to translating that knowledge into viable solutions.

