

Senior Director, Presidential & Principal Advancement

Position Summary

The Senior Director of Presidential & Capital Advancement is a senior strategic role responsible for designing and advancing high-priority fundraising initiatives that require presidential engagement and cross-functional coordination.

This role focuses on capital, naming, and top-tier donor opportunities, ensuring that the Seminary's strongest areas of engagement, storytelling, and visibility are translated into meaningful philanthropic investment.

Reporting to the Senior Vice President, Communications and Institutional Advancement, this position operates in close partnership with the Office of the President and works through Advancement, MarCom and other critical teams to execute strategy.

Key Responsibilities

1. Presidential Fundraising Strategy

- Design and coordinate fundraising initiatives involving the President
- Develop and sequence donor engagement strategies, including cultivation, solicitation, and follow-up
- Work with Advancement Services to prepare high-level briefing materials, talking points, and engagement plans
- Ensure alignment between presidential travel/public appearance activity and institutional priorities

2. Principal, Capital, and Naming Opportunities (Alexander Hall and Beyond)

- Lead donor strategy for the Alexander Hall renovation and other capital/principal priorities
- Identify, qualify, and prioritize prospects for naming opportunities
- Align donor interests with institutional priorities and funding opportunities
- Coordinate internal stakeholders to support cultivation and solicitation strategy

3. Signature Events and Sponsorship Strategy

- Support the evolution of the President's Dinner and Golf Outing into a flagship gala event
- Execute the current sponsorship strategy and lead its ongoing refinement and annual scaling in alignment with evolving event design and advancement priorities

- Align event-based engagement with donor cultivation and solicitation opportunities
- Partner with Advancement and MarCom teams for execution

4. Presidential Travel Strategy

- Align presidential travel with advancement priorities and opportunities
- Identify and coordinate donor meetings, small gatherings, and cultivation events
- Partner with alumni engagement, enrollment, and communications teams to maximize impact

5. Trustee and Board Engagement Support

- Partner with Advancement leadership and the President to identify opportunities for donor cultivation and engagement in connection with Board meetings and trustee gatherings
- Develop strategies to engage emeriti trustees and other key stakeholders in meaningful and appropriate ways
- Align advancement priorities with Board-related travel and on-site meetings to maximize relationship-building opportunities
- Coordinate with relevant teams to ensure that engagement opportunities are thoughtfully prepared and strategically executed.

6. Strategic Partnerships and Sponsorship Alignment

- Provide strategic oversight for select partnerships and conferences as platforms for donor engagement and sponsorship
- Identify opportunities to expand reach, cultivate new audiences, and develop funding pathways
- Ensure alignment with advancement priorities while partnering with appropriate teams for execution

Qualifications

- Significant experience in advancement, campaign strategy, or major gifts fundraising
- Experience working with executive leadership and high-level stakeholders
- Demonstrated success in capital or complex fundraising initiatives
- Strong strategic thinking, organizational, and communication skills
- Ability to work across teams and influence without direct supervisory authority

Key Expectations

This role is defined by the ability to activate strategy through existing Advancement functions, including Advancement Services, Annual Giving, Alumni Engagement, and MarCom. Success in

this position requires strong judgment in initiating and coordinating workstreams tied to clearly defined institutional priorities and fundraising initiatives, while maintaining alignment across multiple stakeholders.

- Maintains clear visibility into priorities, timelines, and outcomes across active initiatives to ensure alignment and sustained momentum
- Works directly with appropriate teams to initiate requests and advance work tied to defined priorities
- Operates within and strengthens existing structures, ensuring that strategy is executed without duplicating or supplanting core functions
- Coordinates work across functions while respecting established roles, with team leads retaining responsibility for prioritization and delivery

Core Competencies

- Strategic and disciplined in approach
- Collaborative and respectful of existing structures
- Exercises strong judgment and discretion
- Comfortable operating in complex and evolving environments
- Focused on institutional outcomes rather than individual portfolio ownership