POSITION ANNOUNCEMENT

Vice President for Institutional Advancement

INDIANA TECH
Indiana Tech, more formally known as Indiana Institute of Technology, seeks a highly accomplished and experienced Vice President for Institutional Advancement (VPIA) to lead Advancement and Alumni Relations. This position will provide leadership, administration, and management for the Department of Institutional Advancement.

The VPIA will be a prolific fundraiser. Their work to administer comprehensive development programs will include fundraising, alumni relations, grant applications and oversight, publications, advancement services and corporate/foundation relations. He or she will lead our fundraising efforts across campus and will work closely with other university administrators to determine areas of need and to engage with external constituencies. This position serves on the President’s Senior Leadership Team.

The successful candidate will embrace Indiana Tech’s mission and ethics, and with a documented record of leadership in development, the candidate will inspire donors, the Board, faculty, and staff to raise the necessary resources for Indiana Tech to thrive.
About Indiana Tech

Founded in 1930 as Indiana Technical College, an engineering college, Indiana Tech is an inclusive University that promotes diversity among its faculty, staff and students, and whose core purpose is providing career-focused, professional programs of higher education in order for learners to reach their fullest potential and positively impact their community.

The University today is organized into three colleges: the College of Arts and Sciences, College of Business and Talwar College of Engineering and Computer Sciences. Indiana Tech offers over 100 programs at the certificate, associate, bachelor’s, master’s and doctoral levels. Programs are offered on our main campus through our traditional undergraduate program and to students worldwide through the University’s robust online program.

Beyond its main campus in Fort Wayne, Indiana Tech maintains regional classroom and enrollment centers. The adult learning program at Indiana Tech features online coursework that’s available 24/7. That means busy working adults can juggle their responsibilities at work and at home, while still accomplishing their educational goals. Students who live near one of our regional locations in the Midwest may also have the opportunity to attend some in-person evening classes, depending upon degree programs and course schedules.

Most of our regional locations house classrooms, computer labs and meeting spaces, as well as members of the Indiana Tech admissions team. Students who live close to a regional location can meet face-to-face with their admissions representative to receive personalized help and support throughout their educational journey. Online students receive the same level of personalized service as the university’s in-person students.
About Indiana Tech

Our Vision
Indiana Tech will be distinctive by aligning with workforce needs, providing world-class student support, and increasing student success.

Our Mission
Indiana Tech provides learners a professional education; prepares them for active participation, career advancement and leadership in the global 21st century society; and motivates them toward a life of significance and worth.

Our Just Cause
We seek to empower every person in the world to increase their knowledge, build their skills, reach their fullest potential and positively impact their community.

Our Commitment to Diversity
Indiana Tech intentionally embraces diversity and equal opportunity. We are committed to the recruitment, engagement and retention of students, faculty and staff who represent a variety of identities, backgrounds, perspectives, and skills. We believe that diversity and inclusion among our entire campus community is critical to the education and advancement of our students in becoming global citizens.
Students and Campus Life

There are plenty of ways for students to get involved at Indiana Tech when they’re not in the classroom. The Office of Student Engagement provides the Fort Wayne campus with several different types of programs and organizations whether a student is a commuter or lives on campus. Home to a variety of clubs and student organizations, Indiana Tech offers out-of-classroom activities that help students connect with each other and the community through shared interests.

The Indiana Tech athletic teams are called the Warriors. Student athletics, both intercollegiate and intramural, are an important part of student life. Indiana Tech athletes have achieved notable success at the individual and team levels. Warrior teams have won 18 national team titles, in track and field, bowling, men’s ice hockey, and women’s lacrosse, as well as 84 individual national championships in track and field, men’s wrestling, and women’s golf.

In addition to dedication to serving the individual needs of each student, many Indiana Tech instructors bring real-world industry experience to the learning environment. As a result, students receive an education that proves to be impactful when it’s time to enter the job market. Because Indiana Tech is a not-for-profit university, the focus is on student success, not shareholders.
The second-largest city in the state of Indiana, Fort Wayne is a great place to live. Diverse, expert sources such as Money Magazine, the U.S. Conference of Mayors, the All-America City Awards, Business Week, and the U.S. Department of Housing and Urban Development have all recognized our community for being among the top cities in the nation for outstanding quality of life.

Fort Wayne boasts a low cost of living that consistently ranks below the national average. Top-notch medical care is available through six area hospitals that feature cutting edge cancer and heart centers. For those with an interest in the arts and recreation, Northeast Indiana offers thriving music and arts scenes, an extensive trail network, over 400 natural lakes, the nationally renowned Fort Wayne Children’s Zoo, and highly successful minor league sports franchises such as the Komets (hockey), TinCaps (baseball) and Fort Wayne Football Club (soccer). Combined with excellent public and private school options and a progressive business climate, all of these factors play a role in making Fort Wayne the fastest growing metro area in the Great Lakes region over the last 5 years.
Indiana Tech is governed by the Board of Trustees. The Board’s role and responsibility is to support the University’s mission by general, academic and financial policy making.

**The authority of the Board covers a range of functions including:**

- Selecting and supporting the President of the University.
- Reviewing and approving changes in the University’s academic programs.
- Approving the University’s annual budget, tuition and fees.
- Authorizing campus construction and expansion.
- Approving earned academic and honorary degrees.
- Serving actively as advocates for the University in matters of public policy.

The Board of Trustees currently has 21 members including the President of the University and two trustees emeritus. Each trustee serves a three-year term and can be re-elected based on the recommendation of the committee.
Board of Trustees

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President, Indiana Tech

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Executive Director, Headwaters Park Alliance
and Fort Wayne City Councilman

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Indiana Tech

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Crystal B. Thomas, PhD
School Principal, Fort Wayne Community
Schools and Founder and Pastor,
New Zion Tabernacle

Jeffrey H. Witte, PhD
Chief of Police (ret.), Woodlawn, Ohio and
Author and Leadership Consultant
President

Karl W. Einolf, PhD, was appointed President of Indiana Tech by its board of trustees on December 5, 2016, and began his tenure as President on July 1, 2017. Dr. Einolf is the University’s ninth President since its inception in 1930.

Since his arrival in 2017, Dr. Einolf’s visionary leadership facilitated significant improvements in Indiana Tech’s academic curriculum, diversity initiatives, athletic programs, campus facilities, and technological resources. Dr. Einolf led a comprehensive and inclusive strategic planning process to create the blueprint for Indiana Tech’s next level of excellence leading up to the University’s 100-year anniversary in 2030. The strategic plan, and its associated capital campaign, are centered on the University’s ambition to be Building a Century of Excellence.

Dr. Einolf led the development of over thirty new and improved academic programs and educational opportunities for students. Under his leadership, Indiana Tech significantly increased its online presence and introduced new online programs to serve over 5,000 adult and non-traditional students all over the country and the world. Indiana Tech also increased the number of military students it serves and continues to be recognized as a military-friendly and yellow-ribbon university.

Dr. Einolf has a B.S. in mathematics with a minor in economics from Penn State University, an M.S. in business from Johns Hopkins University, and a PhD in business and economics from Lehigh University. A renowned scholar, he has published papers in numerous business and economics journals. He has also presented his work at many national and international conferences.
Comprehensive Capital Campaign
The Building a Century of Excellence Campaign was launched in 2019 with one central purpose: to enable Indiana Tech to better serve all students as they prepare for careers in an increasingly competitive, global job market and build lives of significance and worth.

Starting with a leadership giving phase, the campaign has raised over $31,000,000 over the course of five years, helping support four critical priority areas:

- A state-of-the-art expansion and renovation of the Zollner Engineering Center.
- Direct assistance to students through student scholarships and aid.
- Significant enhancements to student success services.
- A deeper commitment to excellence in athletics.

Indiana Tech Alumni Association
The Indiana Tech Alumni Association exists to promote the welfare of Indiana Tech and to establish a mutually beneficial relationship between the University and its alumni. While the Alumni Association encourages support of Indiana Tech, it also seeks to provide support for our growing alumni community.

Candidate Profile
Having just completed the Building a Century of Excellence comprehensive campaign, Indiana Tech’s next Vice President for Institutional Advancement is an accomplished advancement leader with a track record of philanthropic success to help chart the course of a future comprehensive campaign and guide the continuing growth of a culture of philanthropy at the institution. The future is exciting, and Indiana Tech is poised to lead in the future of higher education.

The ideal candidate for the VPIA position will be a prolific fundraiser. The University seeks an experienced, engaging and inspiring development professional who will provide leadership to the professional advancement team and develop strategies for all advancement and fundraising activities. The successful candidate will serve as a strategic partner in leading efforts to bring substantial new financial resources to the institution in support of its educational mission and strategic priorities.
Institutional Advancement and Alumni Relations

**Institutional Advancement Team**
Indiana Tech’s Institutional Advancement Team current consists of six experienced and dedicated professionals:

**Dave Stevens**  
Senior Director of Institutional Advancement

**Matt Rowan**  
Senior Director of Institutional Advancement

**Erin Johnson**  
Director of Advancement and Grants Administrator

**Kristi Jarmus**  
Director of Alumni Relations

**Shakirah Kellam**  
Assistant Director of Alumni Relations

**Kayla Paz**  
Director of Advancement Services

**Successful Candidate Qualities**
Qualities of the successful candidate will ideally include, but not be limited to:

- Proven track record of fundraising.
- Proven experience in leading and supervising a team of advancement professionals and managing systems to achieve fundraising goals and substantial increases in revenue, while cultivating a work culture that is high performing, collaborative, participatory, innovative, creative, and inspiring and providing mentorship and leadership to the team.
- Outstanding organizational skills to develop and implement a strategic fundraising plan by identifying goals and objectives, setting priorities, delegating actions to team members and ensure that key actions in the plan are executed by all needed stakeholders.
- A high degree of emotional intelligence and humility in building and cultivating relationships with corporate and foundation leaders, high net-worth individuals, community leaders, and individuals capable of making significant contributions to the University.
- The ability to cultivate, engage, manage, and work with volunteers in all functions of advancement and alumni relations.
- The ability to make decisions supporting the University’s mission and goals with a demonstrable competence in leadership, philanthropy, financial planning, and budget management.
- Exhibit strong interpersonal skills and the ability to work across the organization.
- The ability to work and foster a student-centered environment and interact effectively with a variety of constituents on and off campus.
Institutional Advancement and Alumni Relations

Position Requirements
A bachelor’s degree in business management or related field is required, and a master’s degree is preferred. A minimum of seven years of successful higher education fundraising experience in a leadership position and a track record of active participation in successful capital campaigns is preferred.

Nominations and Applications
Nominations and applications will be accepted until the position is filled. Inquiries, nominations, and applications may be directed in confidence to:

Gonser Gerber Search, c/o Gonser Gerber LLP
1776 Legacy Circle, Suite 100
Naperville, IL 60563
search@gonsergerber.com

Questions may also be directed to:

Walter Collins
Senior Consultant
Gonser Gerber LLP
wcollins@gonsergerber.com

To apply, please submit a cover letter, résumé, and three (3) professional references. References will not be contacted until later in the search process. Diverse and traditionally underrepresented candidates are encouraged to apply.

Indiana Institute of Technology embraces diversity and equal opportunity intentionally. We are committed to building a team that represents a variety of backgrounds, perspectives, and skills. We believe that diversity and inclusion among our employees is critical to our success with respect to educating our students to become global citizens.