EXECUTIVE BRIEF
DIRECTOR OF ADVANCEMENT

For more information, please contact
Sylvie Battisti
Senior Search Consultant
KCI (Ketchum Canada) Inc.
Glendon@kciphilanthropy.com
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*Please note that we will be reviewing candidates on an ongoing basis, early submission is encouraged and appreciated.*
**THE OPPORTUNITY**

We are seeking a **Director of Advancement** to lead the strategic planning, development, and implementation of fundraising, alumni relations, special events and communication programs that support Glendon’s strategic advancement goals.

**KEY RESPONSIBILITIES**

Reporting to the Principal of Glendon College and working closely with the Assistant Vice-President, Development, the Director of Advancement will:

- Provide strategic advice and counsel to the Principal with respect to strategic planning, integration of services and identification of opportunities for engagement and fundraising.
- Plan and implement capital, annual and special fundraising campaigns in response to Glendon priorities, and identify and cultivate relationships with major donors, prospects and key decision makers; including corporate leaders, community leaders, alumni, faculty and staff.
- Manage a portfolio of major gift prospects, at various stages of cultivation, solicitation and stewardship.
- Manage a team of two professional staff in the Office of Advancement that will organize and execute all types of communications, alumni relations activities, events and other initiatives related to Glendon’s development and fundraising program.
- Provide strategic advice to Glendon’s senior management on the development and implementation of internal and external communications, strategic marketing, special events and on developing strong relationships with key constituency groups, including alumni and donors for philanthropic purposes.
- Be responsible for liaising with various University departments including Advancement Services & Operations, Development and Alumni Engagement in the Division of Advancement, in order to coordinate and align Glendon’s participation with the larger York University Advancement community and to seek support when necessary.
QUALIFICATIONS AND KEY COMPETENCIES

- Proven significant experience in professional fundraising, alumni relations and communications, preferably in an education setting, with demonstrated success in the area of major gift fundraising.
- Exceptional abilities in establishing and building lasting relationships.
- Fluently bilingual - excellent spoken and written French and English communication skills
- Experience in managing staff and volunteer resources.
- Ability to work independently, as well as in a team environment
- A strong work ethic, combining energy, enthusiasm, confidence and a highly proactive approach to fundraising and alumni relations.
- Ability to operate and thrive in a complex environment with diplomacy and influence.
- A University education or equivalent combination of education and fundraising experience is required for this position.
ABOUT YORK UNIVERSITY

Today, York University is leading the way. Every day, in every field, we at York are redefining excellence. Cultivating creativity, collaboration and innovation, we are building a culture of student success, academic and research excellence and community engagement that is shaping the global thinking of tomorrow.

York is a comprehensive, research-intensive university that is committed to pursuing excellence, student success, outreach and partnership by engaging students, faculty, staff, alumni and external partners in a joint venture that transforms teaching into learning, research into discovery, and service into citizenship.

Founded in 1959, York has become a leading interdisciplinary research and teaching university, all while staying true to our original values of accessibility, social responsibility and academic excellence. We have a student population of over 53,000, a family of more than 295,000 alumni worldwide, 7,000 faculty and staff, multiple campuses in the Greater Toronto Area, 11 Faculties offering more than 5,000 courses at the undergraduate and graduate levels, and a budget of $1 billion — making us the second largest university in Ontario, and the third largest in Canada.

Our unique research collaborations have social, scientific and technological impact, and our 280 international partnerships are helping students think bigger, broader and more globally than ever before. We are one of the most ethnically diverse universities in the world, with enormous potential for future development given our location in the centre of a region experiencing the fastest growth in both population and innovation.

For more information about York University, please visit www.yorku.ca
ADVANCEMENT AT YORK UNIVERSITY

The Division of Advancement promotes York University’s teaching and research priorities by engaging our diverse community of alumni and friends to build long-term mutually-beneficial relationships to secure philanthropic support for the University’s students. Our mission is to inspire and cultivate meaningful engagement and philanthropic support within our diverse communities to advance York University’s excellence in education, research and community service. We accomplish our mission through our values of accountability, collaboration and entrepreneurship.

Our team is comprised of more than 80 employees in three departments:

- **Advancement Services** manages alumni and donor information and processes gifts to the University
- **Alumni Engagement** provides programs and services to over 295,000 York alumni worldwide
- **Development** leads efforts to promote and secure philanthropic support from alumni, donors, parents and friends

The central Advancement team works closely and in collaboration with all Faculties and Colleges in support of their advancement goals and to assure their integration and strategic alignment with the University’s Advancement objectives.

York University is currently carrying out a major campaign, Impact: the Campaign for York University, which recently surpassed $270 million of its $500 million goal.
ABOUT GLENDON COLLEGE

Founded in 1966, Glendon was established as a bilingual liberal arts campus and has blossomed into an institution unique in Canada for its mission and its support of bilingualism. It is safe to say that Glendon has now grown beyond the original mandate, deepening and expanding on it in exciting ways. From a Canada-centric vision, it is now turned resolutely towards the world – internationalization being one of its defining features.

Social sciences, humanities, languages, French Bachelor of Education – these are our specialties. In addition, still deeply rooted in its liberal arts tradition, Glendon now extends its mandate by infusing liberal arts thinking into professional programs such as translation, conference interpretation, and soon, more professional as well as scientific disciplines.

Bilingualism, too, has taken a significant step forward with Glendon’s designation as Southern Ontario’s Centre of Excellence for French-language and Bilingual Post-Secondary Education, and the ensuing development of new bilingual programs for the benefit of Francophones and Francophiles alike.

By nurturing an appreciation and understanding of intellectual inquiry and a capacity for critical thought and clear expression, Glendon is preparing the global citizens of tomorrow who will be leaders in all walks of life. From former federal minister David Collenette, and former Ontario finance minister Greg Sorbara (now New York’s University’s chancellor), to political columnist Chantal Hébert and defense attorney Clayton Ruby, our alumni are assuming leading roles in business, government and non-governmental organizations across the country and around the world.

Today, internationalization is one of Glendon’s defining features: our students hail from over 100 countries; we send about 3 times more students on an international exchange than the national average; we offer unique international Bachelor of Arts degrees (bilingual or trilingual option), and we are home to the country’s longest standing International Studies program.

Our top student satisfaction ratings and who’s who of proud alumni speak both to the value of a Glendon degree, and the great experience our students have as they work towards it. As a campus of York University, Glendon offers the best of both academic worlds. Glendon’s 2,700 students have access to a wealth of resources provided by one of Canada’s largest universities, in addition to benefitting from a personalized experience within a small campus – the only one of its kind in the Greater Toronto Area. Our faculty members offer quality courses in small classes, all set on a beautiful campus, complete with a rose garden and rolling parkland. It is no wonder our students, faculty, and staff are so proud to call Glendon their own.

For more information about Glendon College, please visit www.glendon.yorku.ca
GLENDON’S PRIORITY FUNDING PROJECTS

Glendon is Canada’s only bilingual, liberal arts campus, designated as the Centre of Excellence for French-language and Bilingual Postsecondary Education in Southern Ontario. We are committed to developing the next generations of bilingual and Francophile agents of social good, equipped with all that is necessary to succeed in their personal, professional and civic endeavours. We work with our community members to achieve the highest level of academic excellence, ethics, research and student engagement and satisfaction, imbuing learning with the spirit of liberal arts, bilingualism, and a global focus.

Mobilizing new Ways of Thinking

- Establish Chairs to attract internationally renowned scholars to the Glendon School of Public and International Affairs and the Glendon School of Translation
- Support the Glendon Centre for Cognitive Health in its research on cognitive aging

Preparing Engaged Global Citizens

- Increase the number of student awards and scholarships for Glendon students, including aboriginal students
- Provide funding for students to pursue study exchange opportunities in Quebec, France, Europe and China.

Building Stronger Communities

- Increase experiential education possibilities within community organizations and businesses
Donald Ipperciel, PhD, Principal
Glendon College, York University

Donald Ipperciel, PhD, began a five-year term as Principal of Glendon College, York University, on July 1, 2014. Prior to his appointment, Ipperciel served as Vice-Dean (2012-2014), Associate Dean Information Technology (2011-2014) and as Assistant Dean Research (2007-2010), as well as Professor of Political Philosophy at the University of Alberta, Campus Saint-Jean (CSJ).

Principal Donald Ipperciel holds a BA and an MA in Philosophy from l'Université de Montréal, and a PhD in Philosophy from Ruprecht-Karls-Universität in Heidelberg, Germany. Ipperciel’s scholarly record includes more than 60 publications (books, chapters and articles), in addition to presentations at more than 60 academic conferences in English, French, and German. He is a specialist in contemporary German philosophy, with his recent research focusing on the theory of nationalism and the nation, as well as on Canadian nationalism and multiculturalism. From 2002 to 2012, he held the Canada Research Chair in Political Philosophy and Canadian Studies at CSJ.

Principal Ipperciel's teaching skills have twice been recognized by CSJ's Excellence in Teaching Award, and he is regarded as a leader in teaching technology, spearheading initiatives in blended learning, Moodle courses, language labs, and smart classrooms. In 2011, he founded Oohoo IT Services, a spin-off company specializing in learning technologies.
ADDITIONAL INFORMATION

YORK UNIVERSITY

Strategic Planning Documents - http://oipa.info.yorku.ca/strategic-planning-documents/
Campus Maps - http://maps.info.yorku.ca/
Financial Statements - http://www.yorku.ca/finance/statements.htm
The York University Brief Newsletter - http://president.yorku.ca/government/newsletter/
York University – Points of Pride - http://about.yorku.ca/points-of-pride/
Impact: The Campaign for York University - http://impact.yorku.ca/

ALUMNI ENGAGEMENT

YUAA Board - http://alumniandfriends.yorku.ca/get-involved/yuaa-board/
Alumni Networks - http://alumniandfriends.yorku.ca/alumni-networks/
Affinity Partnerships - http://alumniandfriends.yorku.ca/get-involved/affinity-partnerships/
Alumni Events - http://alumniandfriends.yorku.ca/events-and-programs/events/
The York Circle - http://alumniandfriends.yorku.ca/york-circle/
Alumni Professional Development - http://alumniandfriends.yorku.ca/benefits/professional-development/

GLENDON COLLEGE

Glendon Campaign Committee - http://www.glendon.yorku.ca/alumni/give-to-glendon/leadership-for-global-challenges/campaign-committee/
Glendon Alumni Events - http://www.glendon.yorku.ca/alumni/events/