



POSITION ANNOUNCEMENT



Vice President of Institutional Advancement

Pfeiffer University
Misenheimer, NC

Career Opportunity

Pfeiffer University seeks an experienced, externally focused advancement executive and fundraiser to serve as its next Vice President for Institutional Advancement. The successful candidate will build philanthropic capacity, strengthen a growing advancement team, deepen relationships with donors and alumni, and partner closely with the President, Cabinet, Board of Trustees, and campus leaders to advance the University's strategic priorities. This leader will maintain an active portfolio of major and principal gift prospects and spend significant time cultivating relationships beyond the office.

Mission: Pfeiffer University delivers a transformational, personalized education wherein students are shaped by a gifted, diverse, and committed community of mentors. Graduates are prepared to lead, have the disposition to serve, and possess the wisdom and skills to facilitate health and prosperity throughout the region and the world.

Reporting Structure: Reports to the President and serves as a member of the President's Cabinet. Oversees the Advancement team comprised of an Assistant Vice President for Advancement (new position), Grant Writer, Major Gifts Officer (new position), Advancement Officer, Advancement Services and Alumni Engagement.

Philanthropic Goals: Currently raises \$6 million annually, approximately 50% of which is restricted. Goals include increasing annual fundraising to \$8–\$10 million and growing the endowment from its current \$26 million to \$50 million.

Salary: The salary range for this position is \$130,000–\$150,000, commensurate with experience.

Working Environment: Full-time, campus-based leadership role in Misenheimer, NC, with regular regional and national travel. Vice President must live within 45 minutes of the campus.

Key Responsibilities of the Vice President of Institutional Advancement

Philanthropic Leadership and Major Gifts

- Lead a comprehensive, donor-centered advancement program encompassing major and principal gifts, annual giving, planned and legacy giving, grants, alumni engagement, stewardship, and campaign strategy.

- Maintain an active portfolio of high-potential donors and prospects, with significant time devoted to qualification, cultivation, solicitation, and stewardship.
- Partner with the President on principal gift strategy, donor visits, volunteer engagement, and the advancement of institutional priorities.
- Build a strategic pipeline of major and planned gifts to increase unrestricted support and grow the University's endowment toward its long-term goal.
- Develop compelling cases for support and naming opportunities that connect donor interests with student success and institutional priorities.

Strategy, Campaigns, and Institutional Growth

- Create and execute a long-range advancement strategy with clear annual goals, performance measures, timelines, and budgets.
- Assess campaign readiness and develop the strategy, infrastructure, volunteer leadership, prospect pipeline, and case for support necessary for Pfeiffer's next comprehensive or capital campaign.
- Use donor data, portfolio analysis, prospect research, and performance dashboards to guide decisions and measure progress.
- Balance immediate revenue needs with sustained investment in donor relationships, staff capacity, systems, and long-term institutional strength.
- Communicate fundraising progress, opportunities, and risks clearly to the President, Cabinet, and Board of Trustees.

Team Leadership, Infrastructure, and Accountability

- Lead, mentor, and develop a growing advancement team while fostering ownership, collaboration, initiative, and accountability.
- Cultivate a university-wide culture of philanthropy by equipping campus partners to engage donors, advance funding priorities, and demonstrate the impact of giving.
- Partner with an Assistant Vice President for Advancement to provide day-to-day leadership for advancement operations, services, annual giving, and alumni engagement.
- Clarify roles, decision rights, goals, workflows, and meeting rhythms across the division.
- Establish meaningful individual and team metrics, regular portfolio reviews, and consistent follow-through on priorities.
- Ensure effective use of Raiser's Edge NXT and related systems to support data integrity, prospect management, reporting, gift administration, and stewardship

External Relations, Alumni, and Board Engagement

- Serve as a visible, credible, inspirational, and authentic ambassador for Pfeiffer University with alumni, donors, foundations, corporations, churches, and community partners.
- Strengthen meaningful alumni engagement and create clear pathways from participation to sustained philanthropy.
- Equip trustees and other volunteers to serve as ambassadors, connectors, and relationship builders for the University.
- Advance a consistent stewardship strategy that demonstrates impact, deepens trust, and encourages renewed and increased giving.

- Communicate Pfeiffer's story with passion, clarity, and donor-centered language.

The Ideal Candidate Profile

The ideal candidate will bring a combination of proven fundraising achievement, strategic leadership, team development, and authentic relationship-building. Pfeiffer is especially interested in candidates who demonstrate the following:

- A minimum of 10 years of progressively responsible advancement or development experience, including meaningful leadership responsibility; higher education experience is strongly preferred.
- Demonstrated success personally cultivating, soliciting, and closing major and principal gifts, including gifts at the seven-figure level, and stewarding donors for continued and increased investment.
- Experience preparing for and leading capital or comprehensive campaigns.
- Demonstrated expertise in planned and legacy giving, including strategies to build a robust gift pipeline and accelerate long-term endowment growth.
- A record of building fundraising programs, systems, teams, and accountability structures rather than only maintaining established operations.
- Experience managing and developing staff through clear expectations, coaching, delegation, and performance accountability.
- Ability and enthusiasm to maintain an active donor portfolio, travel regularly, and serve as an externally focused ambassador.
- Success partnering with presidents or chief executives, governing boards, cabinet colleagues, academic leaders, and volunteers.
- Experience collaborating with intercollegiate athletics on capital projects, booster or annual giving programs such as the Falcon Club, sponsorships, and major gift opportunities.
- Strong command of advancement data, portfolio management, budgeting, performance measurement, and donor management systems. Experience with Blackbaud Raiser's Edge or Raiser's Edge NXT is preferred.
- Exceptional written, verbal, interpersonal, and public speaking skills, with the ability to communicate transparently and tell a compelling, donor-centered story.
- A leadership style that is collaborative, confident, flexible, responsive, genuine, and grounded in humility.
- A bachelor's degree from an accredited institution is required; an advanced degree and relevant professional credentials are valued.
- Alignment with Pfeiffer University's mission, Wesleyan heritage, commitment to servant leadership, and dedication to preparing students for lives of meaningful work and service.

About Pfeiffer University

Founded in 1885 and rooted in the faith of the United Methodist Church, Pfeiffer University provides a transformational, personalized education shaped by intentional mentorship, engaged learning, and exemplary academic programs. The University prepares students to lead, serve, and contribute to health and prosperity throughout the region and the world.

Pfeiffer's advancement opportunity is both urgent and compelling. The University is strengthening its fundraising infrastructure, expanding major gift capacity, deepening alumni engagement, and advancing priorities that include endowment growth, student access and success, health sciences, athletics, and campus facilities. The next Vice President will help translate Pfeiffer's distinctive mission and close-knit culture into philanthropic investment and lasting institutional strength.

Want to know more? Visit pfeiffer.edu.

About City

Pfeiffer's historic Misenheimer campus is located in Stanly County, NC, within reach of Charlotte, the Triad, and the greater Raleigh-Durham region. The setting offers the close relationships of a residential university community while providing access to donors, alumni, businesses, foundations, and civic partners across a growing state.

Benefits

Pfeiffer University offers a comprehensive benefits package to full-time employees, effective the first day of the month following employee start date. Benefits include medical, dental, and vision insurance; Short-Term Disability, and an Employee Assistance Program; additional Life and AD&D, Accident, Hospital Indemnity, and Critical Illness coverage; and a 403(b)-retirement plan with both traditional pre-tax and Roth options; company-paid Basic Life and AD&D insurance and Long-Term Disability; Tuition Remission and Tuition Exchange after one year of full-time employment. Employees also accrue Paid Time Off, plus 20 paid holidays annually.

How To Apply

Join the Pfeiffer University family and play a critical role in shaping its future while driving impactful change in the community.

To apply, click on the link for this position at <https://jobs.armstrongmcguire.com/>. You will see instructions for uploading your compelling cover letter, resume, and salary requirements. Cover letters should be responsive to the mission of Pfeiffer University as well as the stated responsibilities and qualifications.

Please provide all requested information to be considered. In case of any technical problems, contact talent@armstrongmcguire.com. **No phone calls, please, and no applications will be accepted by email or directly from third-party posting sites.**

About Armstrong McGuire

Armstrong McGuire is a national executive search, fundraising, and strategic advising firm that believes in unlocking the potential of nonprofit leaders and the communities they serve. Founded in 2004, our

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