Leadership Profile

Vice President for University Advancement

Prepared by
Zachary A. Smith, Ph.D.
Suzanne Teer
June 2017

This Leadership Profile is intended to provide information about Marquette University and the position of vice president university advancement. It is designed to assist qualified individuals in assessing their interest.
Opportunity and Summary of Position

Marquette University is seeking a highly experienced, charismatic and dynamic advancement leader with an exceptional fundraising track record and consummate interpersonal skills to join the campus community as its vice president for university advancement (VPUA) and lead the university’s next campaign, approved by the Board of Trustees in December 2016, to unprecedented success.

Under the transformational leadership of its first lay president, Michael Lovell, Ph.D., Marquette is a university that is on the move. With a student body of more than 11,000, including 8,200 undergraduate and 3,000 graduate and professional students, Marquette’s goal is simple: to be recognized among the most innovative and accomplished Catholic, Jesuit universities in the world. Big ideas and breakthroughs don’t happen by chance—they take a plan. Beyond Boundaries, Marquette’s strategic plan, empowers Marquette to think and act differently. It provides an inspirational and tangible framework for Marquette to embrace new and collaborative methods of teaching, learning, research and service, all while enriching and uplifting the well-being of humankind. The plans outlined in Beyond Boundaries are ambitious if not bold. Marquette must not only keep pace with the changing landscape of higher education and the greater marketplace, it must outpace it. A Marquette education offers students a virtually unlimited number of paths and destinations and prepares them for the world by asking them to think critically about it.

Among the key components of Marquette’s ambitious plans include: A new innovative and pioneering core curriculum; new academic programs in health care data analytics, data science, and other areas designed to address urgent societal need; a new residence hall, currently under construction, that provides a unique student experience focused on community and wellness; and robust community engagement opportunities where Marquette students give more than 100,000 hours of community service annually to the larger Milwaukee community. Furthermore, Marquette has embarked on a forwarding-looking campus master plan featuring new developments such as Innovation Alley, bringing together engineering, business, student and faculty researchers into an integrated facility including makerspaces to inspire exploration, creativity, innovation and collaboration; a BioDiscovery District to bring together top programs in health sciences and biological sciences to advance discovery; a new Health and Wellness Center to meet student wellness, recreational, counseling and medical needs; and an Athletic Performance Research Center (APRC) which will serve as a premier destination for elite scientists and scholars to foster breakthroughs in physiological and psychological aspects of human and health performance.
Never has there been a more exciting time to join Marquette. President Michael Lovell has fostered a new energy on campus, one that is reflected in his dynamic senior leadership team. As the newest member of this team, the VPUA will play a vital role in achieving *Beyond Boundaries* and helping to transform the landscape of Catholic, Jesuit education in the U.S. by leading the equally bold and ambitious comprehensive campaign currently in the first year of its silent phase.

As Marquette’s chief fundraiser and philanthropic strategist, the VPUA will focus first and foremost on building exceptional relationships that will engage trustees, donors, alumni, corporations and the community in the life of Marquette. These relationships will ultimately result in significant philanthropic support to enable Marquette to achieve its ambitions. The VPUA will also develop strong and collaborative relationships within Marquette: to inspire and motivate the advancement team of development and alumni engagement professionals toward higher levels of achievement; to foster deeper philanthropic engagement and support from the Board of Trustees, alumni and major donors; to partner with and contribute to the President’s Advisory Team as a university leader; to work closely with the university’s successful varsity athletic teams, who are members of the Big East Conference and compete in the NCAA’s Division I in all sports; and to engage the provost, deans and other academic leaders to support transformational ideas and attract unprecedented levels of philanthropy. The VPUA’s leadership and relationships—in partnership with the president, trustees, faculty, administration, academic leaders and staff—will drive the success of Marquette’s campaign.

The VPUA will be a highly-experienced advancement professional with an exceptional track record of fundraising and organizational success and leadership within the context of a campaign in the mid-high nine-figure range. He or she will have experience partnering effectively with a president and trustees in creating sophisticated philanthropic gift strategies and closing transformational gifts in the high seven- to eight-figure range and above. Likewise, the VPUA will have demonstrated success in leading a large and highly productive team of development and alumni relations professionals in an inspiring and accountable way. He or she will embrace the mission of a Catholic, Jesuit institution and demonstrate the ability to fully and wholeheartedly integrate into the life of the university and local community. The VPUA will have a proven ability to develop and sustain authentic and deep relationships on behalf of the university. Higher education experience is highly preferred. A bachelor’s degree is required; a master’s degree is preferred.

For information on how to apply or to submit nominations, please refer to the section, “Procedure for Candidacy” at the end of this document.
Opportunities and Expectations for Leadership

Serve as the Chief Fundraiser and Fundraising Strategist for the University

The incoming vice president for university advancement will be Marquette’s chief fundraiser. The VPUA will lead and execute fundraising strategies based on a compelling philanthropic vision that aligns with Marquette’s mission, vision and guiding values. As a critical part of this process, the VPUA will engage Dr. Michael Lovell in principal gift fundraising strategies and activities; provide comprehensive staffing support on presidential fundraising initiatives; and ensure the president’s time is appropriately leveraged and maximized for high value meetings aimed at securing transformational campus-wide gifts. The VPUA should be comfortable serving as a key consultant and advisor to the president on matters of donor, alumni and Board relations as it pertains to philanthropic initiatives, and apply his or her expertise as the chief fundraiser and fundraising strategist to the broader campus community and its leadership. The next VPUA should bring a professional and seasoned approach to the overall fundraising process, especially at the highest levels of giving.

Execute and Drive the Campaign Forward

In December 2016 Marquette’s Board of Trustees approved plans to begin the silent phase of a mid-high nine-figure comprehensive fundraising campaign. While the campus successfully completed a $357 million campaign in 2006, the recessionary environment of 2008 and beyond as well as two presidential transitions placed on hold the next comprehensive campaign. However, since the arrival of Dr. Lovell, the institution has begun preparing and planning for a comprehensive campaign to align with the university’s strategic plan and the recently completed master plan. At the same time, it has been right-sizing its campaign-related resources by increasing staff and allocating funds toward marketing, public relations and branding. Although Marquette has established a solid foundation from which to launch the current campaign, more robust fundraising systems and processes are needed that align with the growth of the team and its future aspirations. Likewise, the donor pipeline must be further strengthened—while simultaneously raising principal gifts for the campaign—to meet its ambitious goals. The new VPUA will be expected to strategically drive the campaign forward and leverage existing momentum for future fundraising success over the campaign’s remaining years. Key variables critical to its success include engaging the Board of Trustees, principal and major gift-level donors in higher levels of giving, increasing alumni engagement and participation to strengthen the pipeline, collaborating with the academic community on fundraising strategies and building
meaningful and lasting relationships with donors, volunteers, alumni, parents and other external constituents throughout the region, nationally and internationally.

**Motivate, Inspire and Lead the Advancement Team with Transparency and Accountability**

Marquette is a campus with a strong, positive and mission-centric culture. Its division of University Advancement consists of a team of more than 125 dedicated, hard working and professional staff that care deeply about the success of the institution and the impact it has on students. They are a collegial, collaborative and skilled unit. This is not a turnaround situation; however, the VPUA will be tasked with significantly increasing levels of communication, transparency and accountability both within University Advancement and across campus. The incoming VPUA should lead by example and serve as a visible chief of the advancement team by motivating and inspiring staff, coalescing team members around a shared vision, celebrating successes and helping to overcome challenges. Although leveraging metrics and measures of accountability for the success of the organization will be important, the VPUA should use these and other management strategies to uplift and develop the organization further rather than as a punitive means. The VPUA will have the opportunity to assess the capabilities of the existing staff and structure and to build the team over time as needed to ensure campaign success.

**Build Productive and Strong Internal and External Relationships**

It cannot be overstated that relationship building will be at the core of the next VPUA’s responsibilities. With a strong advancement team and solid infrastructure, the VPUA will be expected to spend significant time getting to know and forming productive relationships with the Marquette family, which includes both internal and external constituents and stakeholders. Internally, it will be critical to build sincere yet intentional relationships with the Board of Trustees – an important constituency relationship. Furthermore, the VPUA must work closely with campus partners, including faculty, staff and academic and administrative leadership for the sole purpose of increasing private philanthropic gifts to the institution.

Likewise, the campus’s deep and abiding mission-centric culture has a profound impact on the student experience and, therefore, produces a strong alumni affinity and connection to the campus that often extends for decades after graduation. Marquette’s more than 110,000 proud and diverse alumni are scattered in metro areas nationwide and should be targeted for engagement and giving opportunities. This effort will require a savvy advancement leader who is adept at building trust while demonstrating a sincere appreciation for Marquette’s values and mission-focused culture. Finally, multi-dimensional investment opportunities exist with businesses, corporations, foundations and other external organizations within Milwaukee and in large metropolitan cities across the country. Innovative thinking and partnership strategies should drive a significant level of cultivation activity with these potential funders.
Personal Qualifications and Personal Qualities

Marquette’s incoming vice president for university advancement should be a highly skilled and seasoned advancement professional with impeccable credentials leading and managing a sophisticated advancement program of motivated development and alumni relations professionals. Reporting to Dave Lawlor, the campus-wide executive vice president for operations, the VPUA will work closely with and have unbridled access to the president for all matters of strategic importance for fundraising and alumni relations. The position will be primarily external-facing and require a person of high energy with savvy interpersonal skills and confidence.

Successful candidates will have the following personal and professional characteristics:

- A minimum of eight to ten years of leadership and management experience and proven track record of principal-gift level fundraising success in a sophisticated fundraising organization in higher education, academic medicine or closely related field.

- Demonstrated experience serving as the chief fundraiser and chief fundraising strategist for a complex organization. Experience in higher education with a strong athletics program preferred.

- Substantial campaign management experience at the mid-high nine-figure level; ability to clearly articulate campaign priorities to a variety of internal and external constituents and stakeholders.

- Successful experience leading and developing a large team of development and alumni engagement professionals; ability to serve as a supportive and uplifting leader while holding people accountable.

- Ability to learn and think quickly for the purpose of gaining a broad and deep appreciation for Marquette University and its mission-centric values and culture.

- Strong interpersonal skills; competence and skill-set in developing strong, lasting and productive relationships with broad and diverse groups of constituents and stakeholders.
• Willingness and propensity to collaborate with the campus community and serve as a transparent leader of University Advancement.

• A deep understanding and knowledge of the complexities of running a comprehensive fundraising program, including annual, major, principal, planned and corporate and foundation giving.

• Knowledge and understanding of how to form productive relationships, working closely with Boards of Trustees and leading and volunteers, including, campaign, college and alumni boards; experience and comfort level speaking to high-level CEOs and successful business owners.

• Strong written and verbal communication and listening skills; comfort and skill required to speak publicly in front of audiences of all sizes.

• Authentic alignment with the mission of a Catholic, Jesuit institution dedicated to serving God by serving students and contributing to the advancement of knowledge for the overarching benefit of the human community.

• Inspiring, motivating and charismatic; willingness and ability to serve as the visible face of the university in close coordination with the president.

• Innovative strategist and ability to serve as a thought leader on matters of philanthropic giving and donor cultivation and relations.

• Comfortable navigating change in an often ambiguous environment.

• Understands changing landscape of higher education and the role university advancement plays in that change.

• Engaging personality and high energy; presents self with humility; possesses a good sense of humor; optimistic; doesn’t take self too seriously.

• A person of strong integrity and morals; trustworthy.

• Bachelor’s degree in a related field required. Master’s Degree preferred.
Marquette University: An Overview

Marquette University is a private, coeducational Catholic, Jesuit institution located near the heart of downtown Milwaukee, Wisconsin. Marquette is one of 28 member institutions of the Association of Jesuit Colleges and Universities. The university has a student body of more than 11,000, including 8,200 undergraduate and 3,000 graduate and professional students. With 80 majors, 78 minors, 66 doctoral and master’s degree programs and Schools of Dentistry and Law, Marquette is one of the largest Jesuit universities in the United States, and the largest private university in Wisconsin. In 2017, U.S. News & World Report ranked Marquette 86th among national universities. Forbes ranked Marquette 87th among American research universities in 2013.

Mission

Marquette University is dedicated to serving God by serving our students and contributing to the advancement of knowledge. Our mission, therefore, is the search for truth, the discovery and sharing of knowledge, the fostering of personal and professional excellence, the promotion of a life of faith and the development of leadership expressed in service to others. All this we pursue for the greater glory of God and the common benefit of the human community.

Excellence

Our students, whether traditional or non-traditional, undergraduate, graduate or professional, come to Marquette University to share our commitment to the pursuit of excellence in all things as a lifelong endeavor. They come to join a community whose members — faculty, staff, students, trustees, alumni and friends alike — believe that education must encompass the whole person: spiritual and moral as well as intellectual, the heart as well as the mind. And they come seeking the educational, professional and cultural advantages of a university located in the heart of the city. We, in turn, take seriously our responsibility to foster and support excellence in teaching and research, to keep a Marquette education accessible to a diverse population of students, and to offer personal attention and care to each member of the Marquette community.

Faith

As a Catholic university, we are committed to the unfettered pursuit of truth under the mutually illuminating powers of human intelligence and Christian faith. Our Catholic identity is expressed in our choices of curricula, our sponsorship of programs and activities devoted to the cultivation
of our religious character, our ecumenical outlook and our support of Catholic beliefs and values. Precisely because Catholicism at its best seeks to be inclusive, we are open to all who share our mission and seek the truth about God and the world, and we are firmly committed to academic freedom as the necessary precondition for that search. We welcome and benefit enormously from the diversity of seekers within our ranks, even as we freely choose and celebrate our own Catholic identity.

**Leadership**

As a Jesuit university, Marquette embodies the intellectual and religious traditions of the Society of Jesus. Through an academically rigorous, values-centered curriculum, our students receive a firm grounding in the liberal arts, preparation for work in a world of increasing complexity and diversity and formation for life as ethical and informed leaders in their religious, cultural, professional and civic communities. They work with and learn from faculty who are true teacher-scholars, whose research not only advances the sum of human knowledge, but also informs their teaching, and whose commitment to students is fundamental to their intellectual and professional lives.

**Service**

Through both our academic and co-curricular programs, Marquette strives to develop men and women who will dedicate their lives to the service of others, actively entering into the struggle for a more just society. We expect all members of the Marquette community, whatever their faith traditions, to give concrete expression to their beliefs by giving of themselves in service to those in need.

**Vision Statement**

Marquette University aspires to be, and to be recognized, among the most innovative and accomplished Catholic and Jesuit universities in the world, promoting the greater glory of God and the well-being of humankind.

We must reach beyond traditional academic boundaries and embrace new and collaborative methods of teaching, learning, research and service in an inclusive environment that supports all of our members in reaching their fullest potential.

Marquette graduates will be problem-solvers and agents for change in a complex world so in the spirit of St. Ignatius and Jacques Marquette, they are ready in every way "to go and set the world on fire."

**Institutional History**

Marquette began as a dream of the Most John Martin Henni the first Catholic bishop of Milwaukee, but it took a trip overseas to find an investor to make it a reality. Belgian businessman Guillaume Joseph DeBoey promised $16,000 for the proposed "academy of learning." It was hardly enough to fund the establishment of a college but just enough to keep Bishop Henni's dream alive for the next eight years until he could purchase a parcel of land on a hill topping today's North 10th and West State streets.
Nearly three decades passed before the doors of Marquette College, a small liberal arts school for men named after Rev. Jacques Marquette, S.J., opened on Aug. 28, 1881. Bishop Henni died just two days later, one might guess satisfied that his work was finished.

Throughout the years, thousands of students have passed through Marquette's halls and classrooms, aspiring to achieve academic success and a spiritual foundation to last a lifetime. Marquette was founded in the rich tradition of the Society of Jesus, a Catholic religious order established in 1540 by St. Ignatius Loyola. The university is named after Rev. Jacques Marquette, S.J. (1637-75), a French missionary and explorer in North America.

**The University Today**

Today Marquette University continues the tradition of Catholic, Jesuit education by inviting students to grow in mind, heart and spirit. Our goal is to graduate students who are transformed by their education and who will transform the world in which they live — who will, in a phrase, become women and men for and with others.

Marquette’s focus on the four core university values of excellence, faith, leadership and service challenges students to integrate knowledge, faith and real-life choices in ways that will shape their lives.

Faith and spirituality affect the way teaching, learning, research and living take place on campus. Students, faculty and staff of every religious tradition are invited to engage in conversations about faith, God, social justice, the search for truth, the desire for peace, global issues, ethics and the dignity of humanity. A Catholic and Jesuit education at Marquette is marked by the active intersection of the Gospel with culture and the intellect, as well as a deep commitment to the well-being of the whole human family.

**Organizational Structure & Leadership**

The University Leadership Council (ULC) represents all academic and administrative units of Marquette, and comprises the university’s senior administrators and deans. The ULC serves as an advisory board for the president.

**Michael R. Lovell, President**

Dr. Michael R. Lovell is the 24th president of Marquette University, joining the university on July 1, 2014. Under his guidance, Marquette is focusing on innovation, entrepreneurship and community renewal and development — all consistent with the university’s Catholic, Jesuit mission.

Along with his leadership team, Dr. Lovell is working toward implementing Marquette’s strategic plan, Beyond Boundaries, coordinating it with new plans for academic programs and campus infrastructure. The Core of Common Studies Revision Project is improving undergraduate education, and the Campus Master Plan Initiative is integrating academic, physical and financial priorities and will serve as a road map for Marquette’s capital projects during the next decade.
Internally, the university has created the Strategic Innovation Fund to discover and develop the ideas of faculty, staff and students. Through the first two cycles of the fund, $6 million has been committed to proposals. Among the innovative projects on the horizon is an athletic performance research center being designed with the input of major partners, including Aurora Health Care and the Milwaukee Bucks.

Externally, business and community leaders in Marquette’s immediate neighborhood have come together to create the Near West Side Partners, a nonprofit focused on strengthening economic development, housing, neighborhood identity and safety. The university also became the last major tenant of the Global Water Center, joining existing corporations, emerging companies and other universities at the site so Marquette students, faculty and staff can help solve the world’s water-related challenges.

President Lovell serves as co-chair of the Greater Milwaukee Foundation’s Milwaukee Succeeds initiative and is a member of the Greater Milwaukee Committee and Innovation in Milwaukee boards. In addition, he is a member of the boards of Children’s Hospital of Wisconsin, The Water Council, Near West Side Partners, Mid-West Energy Research Consortium, BizStarts Milwaukee, Center for International Health, Milwaukee Education Partnership, and Scale Up Milwaukee, and on the executive committee of the Coalition of Urban and Metropolitan Universities.

President Lovell holds three academic degrees in mechanical engineering, including a doctorate, from the University of Pittsburgh. He, his wife, Amy, and their four children are members of Holy Family Parish in Whitefish Bay, Wisconsin.

David Lawlor, Executive Vice President for Operations

Dave Lawlor is the executive vice president for operations, a position created in September, 2016, as part of a strategic executive realignment. Lawlor most recently served as vice chancellor and chief financial officer at the University of California – Davis.

The university vice presidents for university advancement, public affairs, general counsel, human resources, marketing and communication, and planning and strategy report to Lawlor, as well as the chief of police, chief information officer and the chief financial officer.

Prior to his work at UC – Davis, Lawlor was the senior associate vice president for finance at George Washington University for seven years where he and his team implemented a variety of transformative operational and financial initiatives, and he also chaired an innovation task force. Previously, he worked in private industry as a portfolio analyst for Wells Fargo in San Francisco and 10 years in management roles with Hewlett-Packard and Agilent Technologies. A native of Dublin, Ireland, Lawlor earned his bachelor’s degree in business administration with an emphasis in finance from California State University – Hayward.
Daniel J. Myers, Provost

Dr. Daniel J. Myers is the provost of Marquette University. He is the university’s second-ranking officer and chief academic officer, responsible for all aspects of the academic mission of the university, as well as the Division of Student Affairs.

Myers earned a bachelor’s degree in political science and a master’s in higher education and student affairs from Ohio State University before completing a master’s and doctorate in sociology at the University of Wisconsin–Madison. He is a well-known expert in the study of collective behavior and social movements.

Myers’ most recent research examines racial rioting in the 1960s and 1970s, deterministic and stochastic models of diffusion for collective violence, mathematical models of collective action, media coverage of protests, demonstrations, and riots, and game theoretic analyses of small group negotiation. He has led a comprehensive reassessment of U.S. race-related rioting in the 1960s funded by two grants from the National Science Foundation. Myers has been particularly active in the social movements and collective behavior scholarly area, serving as the editor of Mobilization, the leading interdisciplinary journal on social movements and protest, and founding the Center for the Study of Social Movements.

Myers has published many books and articles focused on social movements, the diffusion of social phenomena, social psychology, and urban politics. These include: Toward a More Perfect Union: The Governance of Metropolitan America (with Ralph Conant); Social Psychology (with John DeLamater); Authority in Contention (with Daniel Cress); and Identity Work in Social Movements. He has also published more than 50 other scholarly contributions and won awards for both his research and his university teaching.

Prior to coming to Marquette, Myers served as the vice president and associate provost for faculty affairs at the University of Notre Dame where he held a number of administrative and faculty roles.

Owen J. Sullivan, Chair of the Marquette University Board of Trustees

Owen J. Sullivan, Arts ’79, was elected to the Marquette University Board of Trustees in 2013, served as vice chair of the Board from 2015 to 2017, and was elected chair in 2017.

He is the retired president of Specialty Brands for ManpowerGroup, where he served multiple roles, including CEO of Jefferson Wells, Right Management and Experis, as well as leader of ManpowerGroup’s global sales organization.

Before joining ManpowerGroup, Owen worked as a management consultant with several venture capital and private equity groups. Prior to that, he served as president of the Financial Services Group of Metavante Corporation, as well as president of Metavante’s Enterprise Solutions Group. He began his career with IBM.
Owen also serves on the boards of directors of The Medical College of Wisconsin, Johnson Financial Group and Computer Task Group.

He is a native of Boston and has completed several advanced business management programs through the Harvard Business School and Kellogg School of Management at Northwestern University.

He is a member of the Marquette University President’s Society.

**Strategic Plan**

Grounded by the [Guiding Values](#), [Beyond Boundaries](#) sets in motion a clear strategy for Marquette's future — where they want to be, how they will get there and what they can do to go further, to Be The Difference for their students.

Integrated and college centric, [Beyond Boundaries](#) is inextricably tied to the university’s mission and vision — it is informed by who Marquette is, and it will inform everything they do to move forward as a transformational university that delivers a transformational education.

The following strategic planning themes have been identified.

**Pursuit of Academic Excellence for Human Well-being**: Advance Marquette as a highly ranked destination university, renowned for academic rigor, high-impact educational experiences, innovation in teaching and learning and achievement of its community of scholars.

**Research in Action Advance**: Marquette as a university committed to research and scholarship with a distinctive emphasis on excellence in strategically defined areas, including innovation.

**A Culture of Inclusion**: Foster a diverse teaching and learning environment and a culture that values, respects, welcomes and promotes a sense of belonging for members of our campus and our community.

**Social Responsibility through Community Engagement**: Distinguished by our ethics, service and promotion of justice, we will position Marquette as a pivotal partner and resource to address issues within our community and beyond its boundaries.

**Formation of Minds and Hearts**: Define the Marquette experience as personally transformative, grounded in Jesuit spirituality and pedagogy, informed by/in dialogue with the Catholic intellectual tradition and Catholic social teaching, and formative in developing men and women of faith and service for and with others.

**Sustainability of Valuable Resources**: Continuously improve university operations to increase efficiencies, sustain shared resources and thrive in tomorrow’s competitive higher education landscape.
Fast Facts

- **Enrollment:** More than 8,200 undergraduate and 3,000 graduate and professional students; nearly all states and 72 countries represented.

- **Undergraduate programs:** 80 majors and 78 minors and pre-professional programs in dentistry, law and medicine

- **Postgraduate programs:** 66 doctoral and master's degree programs, 18 graduate certificate programs, and a School of Dentistry and Law School

- **Faculty:** More than 1,100* (over 600 full time)
  *Based on data from fall 2015

Rankings and Recognition

Marquette ranks 86th in the 2017 edition of *America's Best Colleges*, released by *U.S. News & World Report*. The university is also ranked 50th in Best Value Schools, which takes into account a school's academic quality and the net cost of attendance for a student who received the average level of need-based financial aid. We are proud that our students are getting a great value for their significant investment. Marquette is again included as an “A-plus School for B Students,” a distinction that aligns with its Catholic, Jesuit mission to graduate students who are transformed by their education, particularly first-generation college students. Also, Marquette is ranked 67th in the High School Counselor rankings and 53rd in Best Colleges for Veterans.

In other rankings, *The Princeton Review* named Marquette one of the country's *"Best 381 Colleges"* for 2017 and included the university on the "2016 Guide to Green Colleges," elected for being environmentally aware and sustainable, specifically for students’ campus quality of life that is healthy and sustainable and for preparing students for employment in the clean energy economy of the 21st century.

Additionally, *Kiplinger's Personal Finance* listed it among its "*Best Values in Private Colleges for 2017.*"

Academics

The university includes eleven schools and colleges:

- Helen Way Kingler College of Arts and Sciences
- College of Business Administration
- J. William and Mary Diederich College of Communication
- College of Education
- Opus College of Engineering
- College of Health Science
- College of Nursing
- Graduate School of Management
- Graduate School
- Law School
- School of Dentistry
Marquette believes that education should be a transformational experience. Through their requirements in nine core areas of study, undergraduate majors and minors and master’s doctoral and professional certificate programs, students are challenged to think critically about issues affecting the community and the world.

**Athletics**

The Marquette University Department of Intercollegiate Athletics features 16 NCAA Division I-affiliated programs, with each team competing in the BIG EAST Conference (Butler, Creighton, DePaul, Georgetown, MU, Providence, St. John’s, Seton Hall, Villanova and Xavier). The University offers eight men’s (basketball, cross country, golf, lacrosse, soccer, tennis and indoor/outdoor track & field) and eight women’s sports (basketball, cross country, lacrosse, soccer, tennis, indoor/outdoor track & field and volleyball), providing opportunities for over 300 total student-athletes. The 2016-17 campaign was highlighted by six BIG EAST champions and two other NCAA tournament participants. The men’s basketball program, which celebrated its 100th year in 2016-17, is the University’s flagship program (1977 National Champions) and ranks as one of the most successful in collegiate history.

**University Advancement**

As Marquette celebrates 125 years of exceptional education, University Advancement is excited to build its team and lay the foundation for the next comprehensive fundraising campaign. As a result of the last campaign, more than 57,000 donors around the world contributed $357 million to help build three world-class facilities, significantly increase the number of endowed scholarships, develop new academic and faith-based programs and create a safer, more inviting campus. Since that time, successful fundraising initiatives focused on the Marquette Law School, College of Engineering, the Marquette Dental School, a new Jesuit residence and expanding scholarship resources. Marquette benefits from an endowment of approximately $600 million.

The division of University Advancement includes development, alumni engagement and external relations, and advancement services. A strong foundation exists to support a significant fundraising campaign in the mid-high nine figures, now in the silent phase of an eight-year campaign. A feasibility study has been completed and investments in new resources are underway. Currently, the University Advancement team consists of about 125 employees who are on target to raise $85 million this fiscal year and host 250-300 engagement events. Marquette has approximately 110,000 alumni with 40 regional clubs across the country. The alumni giving rate has steadily increased over the years and currently stands at 15%. University Advancement is supported by a $15.6 million budget.
Milwaukee, Wisconsin

Milwaukee is the largest city in the state of Wisconsin and the fifth largest city in the Midwestern U.S. It is the county seat of Milwaukee County and is located on the southwestern shore of Lake Michigan. The City of Milwaukee has a population of over 600,000.

Milwaukee is the main cultural and economic center of the Milwaukee–Racine–Waukesha Metropolitan Area with a population of over 2,000,000. It is home to the international headquarters of six Fortune 500 companies: Johnson Controls, Northwestern Mutual, Manpower, Rockwell Automation, Harley-Davidson and Joy Global. The Milwaukee metropolitan area ranks fifth in the United States in terms of the number of Fortune 500 company headquarters as a share of the population. Milwaukee also has a large number of financial service firms, particularly those specializing in mutual funds and transaction processing systems, and a number of publishing and printing companies.

Milwaukee is known for its brewing traditions and is a popular venue for Lake Michigan sailing, windsurfing, kite surfing, ethnic dining and cultural festivals. Often referred to as the City of Festivals, Milwaukee has various cultural events that take place throughout the summer at Maier Festival Park. Museums and cultural events, such as Jazz in the Park, occur weekly in downtown parks. The city has been undergoing one of its largest building and construction booms. New community additions include the Milwaukee Riverwalk, the Wisconsin Center, Miller Park, an expansion to the Milwaukee Art Museum, Milwaukee Repertory Theater, and Pier Wisconsin, as well as major renovations to the UW–Milwaukee Panther Arena. The Wisconsin Entertainment and Sports Center is currently under construction and scheduled to open in 2018.
Procedure for Candidacy

Inquiries, nominations and applications are invited. For fullest consideration, applicant materials should be received by August 1, 2017. Candidates are asked to provide a CV, letter of application that addresses the responsibilities and requirements described in the leadership profile and the names and contact information of five references. Candidate confidentiality will be respected and references will not be contacted without prior knowledge and approval of candidates. Inquiries and application materials should be sent via email to the search consultants, Zachary A. Smith, Ph.D. and Suzanne Teer at MarquetteVPUA@wittkieffer.com. Questions may also be directed to the consultants through the office of Eden Stroud at 630-575-6154.

Marquette University does not discriminate in any manner contrary to law or justice on the basis of race, color, gender, age, sexual orientation, religion, disability, veteran's status or national origin in its educational programs or activities, including employment and admissions. At the same time, Marquette cherishes its right and duty to seek and retain personnel who will make a positive contribution to its religious character, goals and mission in order to enhance the Catholic, Jesuit tradition. Marquette University hires only U.S. citizens and aliens lawfully authorized for work, and require all new employees to submit documents necessary for certification of work eligibility under Federal Law.

The material presented in this leadership profile should be relied on for informational purposes only. This material has been copied, compiled, or quoted in part from Marquette University documents and personal interviews and is believed to be reliable. While every effort has been made to ensure the accuracy of this information, the original source documents and factual situations govern.

All images and logos used in this leadership profile were attained from Marquette University and/or are owned by Witt/Kieffer via Getty Images.
Witt/Kieffer is the preeminent executive search firm that identifies outstanding leadership solutions for organizations committed to improving the quality of life. The firm’s values are infused with a passion for excellence, personalized service and integrity.