
THE NEW SCHOOL

Senior Vice President for Development and Alumni Engagement

The New School (TNS), a dynamic and historic institution of higher education in New York City, seeks exceptional candidates to fill the position of Senior Vice President for Development and Alumni Engagement (SVP). The Senior Vice President will serve as the senior fundraising executive of The New School and will lead both the alumni and external engagement work for the University.

ABOUT THE UNIVERSITY

The New School is a university where scholars, artists, and designers come together to challenge convention and create positive change. TNS takes full advantage of its location in one of the most vibrant and diverse cities in the world. Comprising five colleges – the [College of Performing Arts](#), [Eugene Lang College of Liberal Arts](#), [The New School for Social Research](#), [Parsons School of Design](#), and the [Schools of Public Engagement](#); as well as our European campus, [Parsons Paris](#) – The New School also has extensive offerings in [Continuing and Professional Education](#). With campuses in New York City and Paris, along with academic hubs in Shanghai and Mumbai, TNS offers over 10,000 students more than 135 undergraduate and graduate degree programs uniquely designed to prepare them to make a more just, beautiful, and better-designed world.

More than [a century ago](#), in 1919, a group of visionaries sought a new and evolved model of education, one providing the intellectual and creative freedom to tackle the most pressing issues of the day. Since the founding of The New School, some of the finest minds in society have pioneered courses in emerging areas of academic inquiry, attracting students and faculty from around the world. The rigorous, multidimensional approach to education dissolves walls between disciplines and helps nurture progressive minds. At the university, students have the academic freedom to shape their unique, individual paths for a complex and rapidly changing world.

MISSION & VISION

The New School prepares students to understand, contribute to, and succeed in a rapidly changing society, thus making the world a better and more just place. We will ensure that our students develop both the skills that a sound education provides and the competencies essential for success and leadership in the emerging creative economy. We will also lead in generating practical and theoretical knowledge that enables people to better understand our world and improve conditions for local and global communities.

We are a university where design, liberal arts, humanistic social sciences, and social research drive approaches to studying issues of our time, such as democracy, urbanization, technological change, economic empowerment, sustainability, migration, and globalization. We will be the preeminent intellectual and creative center for effective engagement in a world that increasingly demands better-designed objects, communication, systems, and organizations to meet social needs. Our vision aligns with shifts in the global economy, society, and environment, which animate our mission and our values:

- Creativity, innovation, and a desire to challenge the status quo will affect what and how we teach and the intellectual ambitions of the university itself.
- Social engagement should orient students' academic experiences to help them become critically engaged citizens, dedicated to solving problems and contributing to the public good.
- The New School must embrace these principles and innovate to address shifts in the global economy, society, and environment that require individuals to grapple with complex problems, pursue more fluid and flexible career pathways, and collaboratively create change.

EDUCATIONAL APPROACH

We will fulfill our mission by extending The New School's legacy as a university and community, nimble and responsive to change, that:

- Focuses on and engages with critical contemporary issues
- Prioritizes humanity and culture in designing systems and environments to improve the human condition, an approach that draws on design thinking and the liberal, creative, and performing arts
- Places collaborative, project-based learning at the center of the educational experience
- Takes full advantage of our New York City location and connectivity to global urban centers

DIVERSITY, EQUITY, AND INCLUSION

The New School is committed to ensuring an equitable, inclusive, and socially just environment for all students, staff, and faculty. That commitment requires bringing together students, staff, and faculty who reflect the diversity of thought and identities of our society. It also requires pedagogy, policies, and practices that institutionalize the values of equity, inclusion, and social justice.

No single message, initiative, or office is intended to cure the ills that challenge us. Moreover, institutional change does not happen at the speed for which it is demanded. With society as our mirror, and our values and principles as our guide, we can be sure that there is a lot of challenging work ahead. The work of equity, inclusion, and social justice belongs to all of us; we all bear responsibility for our community. The Equity, Inclusion, and Social Justice ([EISJ](#)) Office will serve as a fulcrum for strategy, policy, and practice across the university. Using the Campus Climate Assessment as a foundational driver for change and engagement, the Office will collaborate with partners across the university to help

strengthen our community such that our values are evident in the ways we learn, teach, create, gather, research, hire, engage, and operate. From policy to programming, the EISJ Office will serve as a catalyst for the changes we want in our community. And it will be with our equally unwavering collective commitment, focus, and collaboration that we can.

LEADERSHIP

[Dr. Dwight A. McBride](#) became The New School's ninth president on April 16, 2020. With nearly three decades in higher education, Dr. McBride is an experienced leader and accomplished educator and author. He brings this experience to bear as he leads TNS to advance its strength as the only university in the world with a distinguished and comprehensive design school alongside renowned programs in the social sciences, humanities, and performing arts.

Throughout his career, Dr. McBride has encouraged innovation in scholarship and teaching, launched initiatives to build interdisciplinary strength around global challenges, created environments that foster inclusive excellence, and expanded opportunities for experiential learning.

A leading scholar of race and literary studies, Dr. McBride has published award-winning books, essays, articles, and edited volumes that examine connections between race theory, black studies, and identity politics. His book *Why I Hate Abercrombie and Fitch: Essays on Race and Sexuality*, a collection of essays offering contemporary cultural criticism, was nominated for the 2006 Lambda Literary Award and the 2006 Hurston-Wright Legacy Award. He is a two-time Lambda Literary Award winner and has been principal investigator on grants from the Teagle Foundation and the Arcus Foundation. In 2003, he was awarded the Monette/Horowitz Trust 2003 Achievement Award for independent research combating homophobia.

Prior to his appointment at The New School, Dr. McBride was the Provost and Executive Vice President for Academic Affairs at Emory University, where he also held the position of Asa Griggs Candler Professor of African American Studies, Distinguished Affiliated Professor of English, and associated faculty in Women's, Gender, and Sexuality Studies. Dr. McBride previously served at Northwestern University as the Dean of The Graduate School, Associate Provost for Graduate Education, and Daniel Hale Williams Professor of African American Studies, English, and Performance Studies. Earlier he served as the Dean of the College of Liberal Arts & Sciences at the University of Illinois at Chicago and on the faculty of the University of Pittsburgh.

Most recently, Dr. McBride co-edited the posthumous books of two colleagues: Lindon Barrett's *Racial Blackness and the Discontinuity of Western Modernity* and Vincent Woodard's *The Delectable Negro: Human Consumption and Homoeroticism within U.S. Slave Culture*. His research has been supported by the Andrew W. Mellon Foundation, the Ford Foundation, and the National Endowment for the Humanities. Dr. McBride is a co-founder and co-editor of the *James Baldwin Review*, an annual journal, and co-editor of The New Black Studies book series at the University of Illinois Press. Dr. McBride received

his AB in English with a certificate in African American Studies from Princeton University and his MA and PhD in English from the University of California, Los Angeles.

THE OFFICE OF DEVELOPMENT AND ALUMNI ENGAGEMENT

The Office of Development and Alumni Engagement team members work to reflect the university's commitment to celebrating the arc of the institution's history of being a convention-defying academic institution and leveraging the fact that The New School is the only university that is home to an acclaimed design school, a legendary school of social research, a premier liberal arts college, and a prestigious performing arts college. TNS's progressive and forward-thinking approach to education has made an indelible impression on the world.

At The New School, fundraising results have been on an upward trajectory and the team raises an average of \$30M a year. The University's endowment market value is approximately \$400 million and The New School launched The New Century Campaign in 2014 with a goal of \$250 million to support groundbreaking education, world-changing faculty and bold research and collaboration. To date, over 90% of the goal has been achieved and the campaign is set to close in 2021.

In recent fundraising news, The New School received [two grants totaling \\$5.5 million](#) from The Andrew W. Mellon Foundation to advance demographic and intellectual diversity and politically engaged art and scholarship at the university.

THE ROLE OF THE SENIOR VICE PRESIDENT

Reporting to the President, the Senior Vice President is responsible for designing and implementing a comprehensive philanthropic vision for The New School that aligns with its mission and strategic priorities.

Specific opportunities and challenges for leadership, include:

- *Presidential Partnership*

The Senior Vice President will have the unique opportunity to partner closely with newly appointed President Dwight A. McBride. President McBride is an engaged and charismatic leader who is passionate about the success of the institution and the development efforts on its behalf. The Senior Vice President will provide trusted counsel to the President on strategic relationship building and fundraising practices. In partnership with the President, the Senior Vice President will engage, support, and advise the Board of Trustees to ensure they are well informed about development efforts and, in particular, how they can be integral to the institution's success by leveraging key relationships and through personal philanthropy.

- *Campaign Leadership*

The Senior Vice President will step into the role during the final phase of a record-setting campaign. The SVP will direct the completion of The New Century Campaign as well as post-campaign analytics, reporting, and follow-up. Building on the momentum of the campaign and celebrating its success will lay the groundwork for future efforts.

- *Philanthropic Culture*

To meet and exceed fundraising goals, promote and grow a unified philanthropic culture and inspire transformative philanthropy, the Senior Vice President will foster an environment that cultivates trusting relationships and will actively frame and communicate a clear strategic vision and fundraising plan that addresses new donor acquisition, pipeline development, cultivation of principal donors, and increased alumni engagement.

- *Relationship Building and Key Partnerships*

The Senior Vice President will have the opportunity to partner with the Provost, Deans, and Center Directors to support academic development priorities and initiatives. The SVP will provide active leadership, partnership and guidance, both internally and externally, to ensure The New School's legacy and values and the prevailing belief in the unique educational promise of the institution is celebrated, promoted, and supported.

- *Team Leadership*

The Senior Vice President will strengthen, support and build on an experienced team of alumni and development professionals. The SVP will inspire, mentor, and provide the vision for a collaborative and collegial environment. The SVP will be a strong manager and will provide decisive, innovative and forward-looking direction for a committed and talented staff that has weathered recent challenges with poise and tenacity. With a shared vision and clear measurable goals, the staff will continue to thrive.

DESIRED QUALIFICATIONS AND CHARACTERISTICS

The Senior Vice President will be a proven and innovative development leader with a substantial record of building teams and programs to advance the mission and goals of an academic, cultural, or other similarly complex institution with a sophisticated donor base. The SVP will demonstrate significant major and principal gift fundraising success and will possess the leadership and managerial acumen necessary to inspire and mentor an ambitious and committed development and alumni engagement team and program. A bachelor's degree is required and an advanced degree is preferred.

Additionally, the ideal candidate will possess many of the following skills or experiences:

- Ability to develop and articulate an aspirational philanthropic vision and strategy with realistic, measurable goals;

- Service as a trusted leader and partner, able to provide reliable counsel to the Board, President, and others across the university;
- Record of success in expanding and diversifying donor base/pipeline, major and principal gift cultivation, solicitation, and stewardship;
- Skilled in incorporating technology and using data to inform decisions and strategy;
- Successful experience with all phases of comprehensive campaign;
- Demonstrated success in leading and motivating diverse teams of staff and volunteers;
- Desire and ability to maintain productive, meaningful relationships and build philanthropic culture with all constituents – donors, potential donors, alumni, parents, students and community;
- Experience in successfully recruiting, developing, and retaining a diverse, high-functioning team;
- Genuine interest in the evolution of development and alumni engagement practices and a willingness to embrace change and seek innovative solutions;
- Ability to leverage faculty, deans and other senior administrative relationships and strengths to further advancement efforts and institutional priorities;
- Willingness to embrace fully and to articulate passionately the mission and values of The New School.

Please direct all inquiries, nominations and applications to:



Susan VanGilder, Partner
Kenna Boyd, Senior Associate
Sara Swisher-Anderson, Senior Associate
NewSchoolSVPDev@storbecksearch.com

The New School is committed to creating and maintaining an environment that promises diversity and tolerance in all areas of employment, education and access to its educational, artistic or cultural programs and activities. The New School does not discriminate on the basis of age, race, color, creed, sex or gender (including actual or perceived gender identity or expression or transgender status), sexual orientation, sexual and other reproductive health decisions, pregnancy, religion, religious practices, mental or physical disability, national or ethnic origin, citizenship status, veteran status, marital or partnership status, or any other legally protected status.