



Vice President for Philanthropy and Alumni Engagement

"The most important thing is to believe in your mission and your vision and to tell a compelling, effective story. I have no doubt, given the fact that Baldwin Wallace has always been a crown jewel among Ohio's institutions of higher education, that I can tell a very compelling story of a small, distinctive university that punches well above its weight and makes a huge impact not just on Northeast Ohio, but even the nation."

Lee Fisher, President-Designate

Office of the President

PRESIDENT-DESIGNATE LEE FISHER

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OUR CLIENT:

Founded in 1845, Baldwin Wallace University (BW) is an independent, liberal arts & sciences university located in Berea, Ohio, offering bachelor's and master's degrees, certificates, and professional education programs.

Baldwin Wallace University strives to fulfill its enduring purpose by being a diverse, innovative, and caring educational community that empowers and accompanies each individual as they realize their potential for a life well-lived.



For thirty consecutive years, U.S. News & World Report has ranked BW among the Midwest's Best Universities. The rankings recognize BW for undergraduate teaching, innovation, social mobility, and value.

Baldwin Wallace recently named former Ohio Lt. Governor and Attorney General Lee Fisher as the University's 10th President effective July 1, 2025. Fisher, who has served as dean of the Cleveland State University College of Law for the past nine years, is a prominent and widely respected Ohio leader whose accomplished career spans the public, private, nonprofit, and academic sectors.

One of President-Designate Fisher's immediate priorities is to launch a search for a Vice President for Philanthropy and Alumni Engagement.

Please visit their website for more information: [Website Link](#)

ABOUT THE POSITION:

Reporting to the President and serving as a strategic partner, the Vice President for Philanthropy and Alumni Engagement leads Baldwin Wallace University's ambitious fundraising and alumni engagement strategies. This cabinet-level leader is responsible for significantly expanding BW's philanthropic capacity, deepening donor commitment, and aligning fundraising with institutional priorities.

The Vice President will bring innovative, forward-thinking strategies to elevate BW's philanthropic efforts. Working closely with the President, Board of Trustees, and academic leadership, the Vice President will lead a dynamic fundraising vision in support of the University's mission and long-term goals, positioning BW as a model for excellence in higher education philanthropy.

The Vice President will also oversee a team of 12 professionals and is responsible for recruiting, developing, and retaining exceptional talent across fundraising and alumni engagement to maximize the University's philanthropic reach and impact.

KEY RESPONSIBILITIES:

Philanthropic Strategy & Execution

- Deliver transformative fundraising results, including working with the President to set and meet annual and campaign-specific goals
- In partnership with the President, serve as the lead fundraiser, personally securing major philanthropic investments—including planned and transformational gifts—through strategic and individualized donor cultivation, stewardship, and retention
- Use data and analytics to inform fundraising strategies, track performance, and ensure sustained growth and impactful, measurable results
- Advocate for Baldwin Wallace University's mission, ensuring all stakeholders understand the impact of their philanthropic contributions on the University's growth and success
- Ensure best practices by benchmarking efforts against industry standards, optimizing donor engagement, and continually refining strategies

Strategic & Operations Leadership

- Build and lead a high-performing team, providing guidance and support to inspire personal and professional growth
- Direct a metrics-driven, results-oriented operation that fosters collaboration, achievement, and thoughtful risk-taking
- Collaborate with BW leadership to cultivate a culture of giving, enhancing philanthropy and meaningful engagement across the BW community
- Work cross-functionally with academic affairs, finance, student affairs, and enrollment management to strengthen internal alignment and outcomes
- Lead the Director of Alumni Engagement to develop and execute comprehensive alumni programs, strengthening alumni connections, advocacy, and philanthropic support
- Champion innovative approaches to annual giving and alumni engagement, including the use of digital platforms, social media, and online fundraising tools
- Implement and oversee policies and systems that promote operational excellence and continuous improvement across philanthropy and alumni engagement

Relationship Management

- Collaborate with the President, academic leadership, the Board of Trustees, and key stakeholders to align fundraising and engagement efforts with the University's mission and short and long-term goals
- Build strategic partnerships with alumni, foundations, corporations, and civic and industry leaders to strengthen regional and national relationships and expand philanthropic support
- Engage the Board of Trustees as individual donors and philanthropic partners, leveraging their influence to amplify fundraising and alumni engagement
- Support the BW Alumni Association, including the Alumni Council and its Executive Board, along with other alumni-led organizations, empowering them to become University ambassadors, advocates, and donors

LEADERSHIP ATTRIBUTES:

- Strategic vision for advancing institutional priorities, with the flexibility to adapt and innovate in an evolving landscape
- Proven ability to inspire and develop high-performing teams, fostering a results-driven culture of accountability and success
- Excellence in cross-functional collaboration
- Ability to build and maintain sophisticated, high-level relationships with key stakeholders
- Inclusive leadership style that promotes transparency and integrity
- Practical approach to goal-setting and execution, balancing process with continuous improvement

QUALIFICATIONS:

- Bachelor's degree required; advanced degree preferred
- 15 years of progressive experience in a philanthropy-focused or advancement-related field preferred
- Experience serving as a strategic partner/advisor at the executive level
- Demonstrated success in developing and executing strategic fundraising plans aligned with organizational priorities and measurable outcomes
- Expertise in securing major gifts and deep knowledge of current and effective fundraising practices
- Strong managerial and leadership background with a record of leading high-performing, results-oriented teams and cross-functional initiatives
- Strategic thinker with a creative, adaptive approach to advancement, alumni engagement, and evolving higher education needs
- Skilled in engaging and influencing a wide range of stakeholders—including alumni, donors, volunteers, Board of Trustees, faculty, staff, foundations, corporate partners, and civic leaders—to build inclusive and impactful relationships
- Excellent written, verbal, and presentation communication skills
- Committed to upholding the Code of Ethical Standards and the Donor Bill of Rights as outlined by the Association of Fundraising Professionals
- Willingness and flexibility to work evenings and weekends, and ability to travel as needed

COMPENSATION:

Competitive salary plus a comprehensive benefits package that includes health and dental insurance, 12 days paid sick leave, 4 weeks paid vacation, 15 paid holidays, employer-paid long and short-term disability plans, 403 (b) retirement plan, university-paid life insurance and tuition remission benefits for employees and family.

CONTACT:

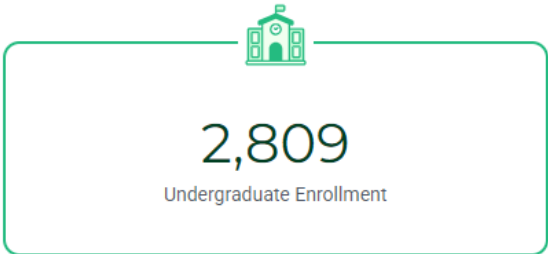
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2025 Rankings

Schools are ranked according to their performance across a set of widely accepted indicators of excellence. Read more about [how we rank schools](#).

- #10 in Regional Universities Midwest
- #20 in Best Value Schools
- #223 in Engineering Programs (no doctorate) (tie)

Students



Graduate Enrollment	499
Total Enrollment	3,308
Full-Time Degree-Seeking Undergraduates	2,687