

Vice President of University Advancement
Worcester Polytechnic Institute

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Posted Jul. 8, 2025, set to expire Nov. 4, 2025

Job Title Vice President of University Advancement
Department President's Division
Institution Worcester Polytechnic Institute
Worcester, Massachusetts

Date Posted Jul. 8, 2025

Application Deadline Open until filled
Position Start Date Available immediately

Job Categories Vice-(President/Provost/Chancellor)

Academic Field(s) Development/Institutional Advancement

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Job Description

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JOB TITLE

Vice President of University Advancement

LOCATION

Worcester

DEPARTMENT NAME

President's Division

DIVISION NAME

Worcester Polytechnic Institute - WPI

JOB DESCRIPTION SUMMARY

Vice President of University Advancement Worcester Polytechnic Institute

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Worcester Polytechnic Institute invites nominations and applications for the position of Vice President for University Advancement (VPUA). This is an opportunity for a strategic leader to reshape the university's approach to advancement and philanthropy at a premier STEM institution known for its distinctive combination of theory, practice, and project-based learning.

The VPUA will join WPI during a period of significant momentum, as the university celebrates its Carnegie R1 research status and approaches the completion of the current phase of its historic \$500 million Beyond These Towers campaign. Reporting directly to President Grace Wang and serving as a member of her senior leadership team, the Vice President will guide the transformation of WPI's advancement strategy, operations, and culture.

Working collaboratively with the President, Board of Trustees, and academic leaders, the VPUA will identify compelling funding opportunities that showcase WPI's unique project-based curriculum and global impact. Leading a dedicated team of 50+ advancement professionals, the successful candidate will strengthen alumni activation, enhance data-driven fundraising approaches, and create authentic relationships that translate WPI's educational excellence into philanthropic partnerships.

All inquiries, nominations, and applications should be directed to SearchVPUA@wpi.edu. Please see below for a comprehensive position profile.

JOB DESCRIPTION

- Transform and lead a comprehensive advancement strategy that aligns fundraising priorities with WPI's strategic vision as a premier R1 technological university
- Build and inspire a collaborative advancement organization of 50+ professionals, fostering a culture of excellence, innovation, and shared accountability
- Cultivate and secure major, principal and transformative gifts from individuals, corporations, and foundations, serving as WPI's chief donor strategist for top prospects while empowering gift officers
- Partner closely with the President and Board of Trustees to lead the successful completion of the current phase of the Beyond These Towers campaign and establish the foundation for WPI's next transformational phase
- Create strategies to deepen engagement with WPI's 45,000+ global alumni through compelling donor stories, mentoring programs, and pathways that showcase philanthropy's impact
- Develop and lead strategic corporate and foundation relations that leverage WPI's project-based curriculum and R1 research capabilities to create meaningful institutional connections spanning philanthropy, sponsored research, and talent development
- Lead the enhancement of existing advancement technology platforms and data systems to

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enable sophisticated donor intelligence and analytics, streamline operations, and strengthen WPI's relationship-focused approach

- Oversee advancement operations, including budget management, gift processing, donor records, and compliance to ensure efficient and transparent resource management
- Serve as a key member of the President's Cabinet, contributing to university-wide strategic planning and decision-making
- Align advancement operations with academic priorities through close collaboration with deans and faculty leaders
- Champion a campus-wide culture of philanthropy that ensures every division understands its role in advancing WPI's mission
- Establish clear metrics and accountability systems to evaluate advancement effectiveness and demonstrate impact

Requirements:

- Bachelor's degree required; advanced degree preferred
- At least 10 years of senior-level advancement or development leadership experience, preferably in higher education or a similarly complex, mission-driven environment
- Demonstrated expertise and success in cultivating, soliciting, and closing major and principal gifts, including experience partnering with institutional leaders and volunteers
- Experience in building annual giving and alumni engagement strategies
- Proven experience leading comprehensive campaigns and building sustainable advancement programs that deliver results
- Strong operational background, including experience modernizing existing systems, implementing technologies, and establishing data-driven processes
- Proven record of building collaborative, high-performing teams with a culture of trust, transparency, and shared accountability
- Exceptional communication skills with the ability to articulate compelling cases for support and WPI's distinctive educational approach
- Deep understanding of the changing fundraising and higher education landscape, including emerging technologies like predictive analytics and AI that are transforming philanthropic engagement
- Cultural fluency and ability to engage authentically with diverse constituents, including first-generation graduates and emerging leaders
- Experience using advancement systems and data analytics to inform strategy and optimize donor engagement; familiarity with Salesforce is a plus but not required

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- Detail oriented and data driven with refined interpersonal skills that foster strong relationships with donors and Board members
- High ethical standards, emotional intelligence, and deep commitment to WPI's mission and values
- Willingness and ability to travel extensively on behalf of the university, nationally and internationally

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For a comprehensive position profile and application instructions, please [click here](#).

FLSA STATUS

United States of America (Exempt)

WPI is an Equal Opportunity Employer. All qualified candidates will receive consideration for employment without regard to race, color, age, religion, sex, sexual orientation, gender identity, national origin, veteran status, or disability. It seeks individuals from all backgrounds and experiences who will contribute to a culture of creativity, collaboration, inclusion, problem solving, innovation, high performance, and change making. It is committed to maintaining a campus environment free of harassment and discrimination.

To apply, visit: https://wpi.wd5.myworkdayjobs.com/en-US/WPI_External_Career_Site/job/Worcester/Vice-President-of-University-Advancement_R0003160

About WPI

WPI is a vibrant, active, and diverse community of extraordinary students, world-renowned faculty, and state of the art research facilities. At WPI, we have competitive and comprehensive benefits, including health insurance, long-term care, retirement, tuition assistance, flexible spending accounts, work-life balance and much more.

Diversity & Inclusion at WPI

WPI is committed to creating an inclusive workplace where everyone feels valued and respected; a place where every student, faculty and staff member can be themselves, so that they can study, live, and work comfortably, to reach their full potential, and make meaningful contributions in order to meet departmental and institutional goals. WPI thrives on innovative practice and welcomes diverse perspectives, insight, and people from diverse lived experiences, to enhance the community environment and propel the institution to the next level in a competitive, global marketplace.

Contact Information

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Please reference Academickeys in your cover letter when
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Contact

N/A

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