



ST. FRANCIS XAVIER UNIVERSITY

Vice President, Advancement Antigonish, Nova Scotia

St. Francis Xavier University (StFX) is a leading Canadian university, recognized for its teaching, research, the success of its primarily undergraduate students, and its strong commitment to intellectual and personal growth, community development, and social justice. The University is renowned, nationally and internationally, for its immersive learning environment and a curriculum that encompasses programs offered by Faculties of Science, Arts, Education, and Business and the Coady Institute, working together to foster curiosity, collaboration, and innovation. StFX is home to 5,000 students, 250 faculty, 460 employees, and an engaged alumni network of over 50,000 citizens whose influence and impact is global. The University is located in beautiful Antigonish, Nova Scotia, a vibrant and closely connected town with 15-minute proximity to the ocean, and two hours to Halifax and an international airport.

Reporting to the President and Vice-Chancellor, the Vice President, Advancement is a transformational leader who embraces the opportunity to champion StFX's bold vision for growth and an exceptional student experience. They have proven experience creating and executing on an Advancement strategy that articulates the University's value to society, attracts philanthropic support, and develops programs and opportunities that engage community, alumni, government, foundations and business in meaningful and impactful partnerships and investments. As a member of the Senior Leadership Team and working collaboratively across the University community, the Vice President, Advancement has accountability for attracting and stewarding new sources of revenue and donor pools; they ensure an exceptional donor experience and create connections that last a lifetime. They are a proactive communication strategist who enhances the University's reputation and brand through integrated marketing communications including data science, analytics, social media and digital engagement. An inspiring people leader, they cultivate and support a high-performing, evidence-based advancement function encompassing expertise in fundraising, alumni relations, communications and marketing.

The Vice President, Advancement has meaningful and mutually beneficial relationships with students, faculty and staff and a deep national network of contacts with key constituents, including alumni and volunteers, friends, corporations, foundations, and governmental agencies. The role requires a leader with exceptional interpersonal skills who has a track record of philanthropic leadership and stewardship.

The ideal candidate has a university degree, ideally at a master's level, combined with eight to ten years of progressive leadership experience delivering on philanthropic goals, preferably in the post-secondary sector or a related complex, multi-stakeholder context. They have demonstrated experience and knowledge of key proven fundraising practices, including the development and execution of fundraising strategies and programs as well as proven success in identifying, stewarding, and delivering major gifts. They are knowledgeable about the tools and techniques of modern stewardship and advancement and are adept at cultivating and developing productive relationships across multiple stakeholder groups. The ideal candidate is skilled at empowering and leading high-performing teams and has an innovative, forward-thinking orientation coupled with passion and an action-orientation to lead with impact.

To learn more about St. Francis Xavier University, please visit: <https://www.stfx.ca/>

Royer Thompson is committed to presenting a diverse and inclusive roster of candidates to our clients. We welcome and encourage applications from the following under-represented groups: Indigenous persons, racially visible persons, persons with a disability, women, and persons of a minoritized sexual orientation and/or gender identity. If you are a member of one of these under-represented groups, we invite you to self-identify on your cover letter, or resume. Additionally, we provide accommodations to applicants with disabilities. If you require an accommodation(s) to participate in the recruitment process, please contact jgromack@royerthompson.com.



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