



Associate Vice President for Fundraising Priorities
Princeton University
Princeton, New Jersey

THE SEARCH

Princeton University seeks a dynamic proven leader to serve as the Associate Vice President for Fundraising Priorities (AVP). Princeton graduates are among the most loyal and engaged alumni of any institution in the world. Their level of service and generosity to their University is legendary, exemplified by the extraordinary number of hours they give annually in service to the University and the high participation rates of the Annual Giving program.

The AVP is a strategic, creative, and highly collaborative senior leader within a high-performing University Advancement organization. Reporting directly to [Vice President for Advancement Kevin J. Heaney](#) and serving as a key member of the Advancement senior leadership team, the AVP provides the vision, strategy, and momentum that drive all capital and restricted fundraising efforts across the University.

The AVP plays a central role in shaping the University's philanthropic priorities—leading the process that defines fundraising initiatives, partnering with faculty and administrative leaders to articulate compelling cases for support, and ensuring the effective “arc” of gifts from initial vision through engagement, solicitation, documentation, and stewardship. In addition to the Vice President for Advancement, the AVP will work closely with the President, Provost, Executive Vice President, Dean of the Faculty, Deputy Provost for Resource Planning, deans, and faculty across disciplines to advance initiatives aligned with the University's strategic framework.

The ideal candidate is an innovative strategist and exceptional communicator with demonstrated experience navigating complex academic environments. They will bring highly honed judgment, strong management and interpersonal skills, rigorous analytical capabilities, and a deep commitment to the mission of liberal arts education and the University's teaching and research enterprise. An intellectually curious problem solver, the AVP will bring a sophisticated understanding of the relationship between academic priorities and philanthropic support, along with a strong track record of success and credibility working across academic and advancement leadership.

The ideal candidate will have a minimum of ten years of professional higher education, academic administrative, or development-related leadership experience. They will demonstrate strong strategic planning and project management skills, as well as an advanced knowledge of the principles of fundraising and the current philanthropic landscape, including current best practices, strategies, and policies related to annual and capital/restricted giving. A bachelor's degree is required; an advanced academic degree at the doctoral or master's level, or an advanced degree in another applicable field such as business or law, is strongly preferred.

Princeton University has retained Jack Gorman of Isaacson, Miller, a national executive search firm, to assist in this recruitment. Please direct all applications, nominations, and inquiries to Isaacson, Miller, as indicated at the end of this document.

PRINCETON UNIVERSITY

Princeton University is among the world's foremost educational institutions. The fourth-oldest college in the United States, it is an independent, coeducational, nondenominational university that provides undergraduate and graduate instruction in the humanities, social sciences, natural sciences, and engineering. As a global research university, it seeks to achieve the highest levels of distinction in the discovery and transmission of knowledge and understanding.

At the same time, Princeton is distinctive among research universities in its commitment to undergraduate teaching. Living up to its informal motto, "In the Nation's Service and the Service of Humanity," the University has educated thousands of individuals who have dedicated themselves to public service and to serving communities in the United States and around the world. Princeton has a commitment to the campus community to bring renewed energy to structural change that makes Princeton more demographically diverse, more inclusive and accessible, more accountable, and more self-aware. Diversity and inclusion are central to Princeton's educational mission and its desire to serve society.

For the last 12 years, *U.S. News & World Report* has named Princeton the overall best university in the country. In the most recent year, it also ranked Princeton third in undergraduate teaching, second in best value schools, fourth in best colleges for veterans, and first in senior capstone. For generations, the University has prospered with strong leadership and exceptionally generous alumni.

Princeton is guided by a [Strategic Planning Framework](#) that identifies key goals and major priorities for the University and articulates standards and questions that will be used over the coming years to guide decisions about new programs and capital investments. Princeton's central campus consists of more than 200 buildings on about 690 acres; [the campus plan](#), described as "a framework for development through 2026 and beyond," guides development.

Learn more about Princeton University and its leadership in the addendum of this document and by visiting www.princeton.edu.

Princeton University Advancement

The Princeton University Office of Advancement secures philanthropic support for the University's highest priorities by engaging and stewarding Princeton's alumni, parents, and friends. The University relies on strong partnerships with its volunteers and campus partners. The Princeton strategy emphasizes the long view, honoring the relationships nurtured by those who came before and empowering those who come after to successfully build on its efforts. In the fall of 2016, Princeton moved to an advancement model signaling innovative change and conveyed the message that the future of Princeton depends deeply on the relationship between Alumni Affairs and Development. The Office of University Advancement oversees offices with a staff of approximately 180 individuals.

Learn more about the Office of University Advancement by visiting <https://alumni.princeton.edu/>.

Venture Forward and Beyond

[Announced publicly in October 2021](#), *Venture Forward* was a mission-driven campaign focused intensely on building community and alumni engagement, securing critical philanthropic support for the University's strategic priorities, and sharing Princeton's defining principles and their impact on the world.

The fundraising goals of the campaign — Princeton's fifth in its 280-year history — focused on a clear set of institutional priorities: strengthening the core Princeton student experience; increasing the student population and setting new standards for student access and affordability by [expanding the University's groundbreaking financial aid program](#); and enhancing the University's capacities in data science, bioengineering, the environment, American Studies, and other important areas of inquiry that characterize Princeton's commitment to the liberal arts.

More than 75,000 donors (undergraduate and graduate alumni, corporations and foundations, parents and friends) contributed gifts to *Venture Forward*. To enhance teaching, learning, and research, these gifts endowed 69 new professorships, 350 new undergraduate scholarship funds, and more than 60 new graduate fellowships.

Annual Giving (AG) was the primary way that alumni and friends participated in giving to Princeton during the campaign. More than 60,000 alumni, representing 65 percent of undergraduate alumni, gave AG gifts, contributing a total of \$689 million to the campaign—unrestricted financial support that is essential to the University's stability, flexibility, and nimbleness to pursue new opportunities. In 2021-22, the first year of *Venture Forward*, AG raised a single-year record of \$81.8 million. Following the campaign, the University launched ["Stand Up for Princeton and Higher Education"](#) in May 2025, an initiative to champion higher education values, academic freedom, and research in response to external pressures.

ROLE OF THE ASSOCIATE VICE PRESIDENT FOR FUNDRAISING PRIORITIES

The Associate Vice President for Fundraising Priorities (AVP) will help shape and advance the University's most important philanthropic opportunities as a highly strategic advancement executive. Working in close partnership with the Vice President for Advancement and other senior academic and administrative leaders, the AVP provides leadership in setting fundraising priorities, developing compelling cases for support, and aligning donor strategy with major academic, capital, and institutional initiatives. An intellectually curious and analytically rigorous problem solver, this individual must bring sound judgment, discretion, and sophistication to complex institutional and philanthropic questions. The AVP serves as a trusted partner to senior leadership, offering thoughtful counsel, clarifying complex issues, and helping translate institutional vision into transformative philanthropic investment.

Key Responsibilities:

Strategic Leadership + Partnership

- Work closely with the Vice President for Advancement and fellow senior advancement leaders to set long- and short-term strategic goals that enhance alumni engagement, philanthropic impact, and the Office of Advancement's overall effectiveness.
- Serve as a trusted advisor to the VP and represent the VP and the division as a proxy when appropriate.
- Provide leadership, coordination, and insight across the University to establish and advance fundraising priorities that support academic, co-curricular, and capital initiatives.

Fundraising Priorities + Initiative Development

- Lead the University-wide process to define, develop, and approve philanthropic priorities—including term support, endowed funds, capital projects, and strategic academic initiatives.
- Partner closely with senior administrators, deans, and faculty to build compelling cases for support that align institutional aspirations with donor interest.
- Manage the Fundraising Priorities team, guiding the creation of exceptional donor-facing materials, briefing documents, presentations, and other assets that articulate the University's strategic opportunities.

Advancement Collaboration + Donor Strategy

- Partner with frontline fundraisers and giving groups to coordinate strategies that maximize philanthropic outcomes for major institutional initiatives.

- Participate in regular discussions with senior leadership regarding key donor conversations, gift purposes, and proposed terms; provide guidance to prospect managers navigating complex gift opportunities.
- Ensure alignment and coordination across advancement teams to support successful donor engagement and gift closure.

Gift Documentation, Policy + Compliance

- Oversee development of gift terms and documentation for outright gifts and documented bequest intentions, working in consultation with senior University partners and the Office of General Counsel.
- Lead the monitoring, updating, and enhancement of the University's Gift Policy Guides, ensuring that gift-related policies and procedures are current, consistent, and clear across the institution.
- Collaborate with colleagues within and beyond Advancement to draft new policies and determine best practices in gift acceptance, documentation, and counting.

Institutional Engagement + Governance

- Represent University Advancement in key governance and planning forums, including but not limited to:
 - Fundraising Priorities Committee
 - Fundraising Priorities Working Group
 - Facilities Planning Group
- Cultivate strong working relationships with campus leaders and faculty to ensure alignment between fundraising initiatives and the University's mission, aspirations, and operational priorities.

Key Qualifications

Princeton seeks an extraordinary leader who will bring with them many, if not all, of the following qualifications and characteristics:

- A minimum of 10 years of progressively responsible professional experience in higher education, academic administrative, or development-related fields.
- Strong leadership, exceptional judgment and discretion, superb communication skills, and the ability to work creatively and collaboratively with many constituencies, both on and off campus.

- Demonstrated experience as a leader of staff, including the ability to provide vision and create an environment of collaboration, empowerment and accountability. Build and motivate teams: build buy-in around organizational goals, lead teams through change, measure and manage performance, address underperformance, promote diversity of thought and innovation, and develop processes and policies designed to optimize effectiveness and productivity, and celebrate the achievements of the office and its members.
- Ability to articulate Princeton's mission and priorities with enthusiasm, energy, and conviction, and in a manner that inspires others to action.
- Knowledge of the principles of fundraising and the current philanthropic landscape, including best practices, strategies, and policies related to annual and capital/restricted giving.
- Strong strategic planning and project management skills necessary to set and monitor progress against goals, to develop plans and timelines, and to measure success.
- Proven ability to develop and foster relationships with stakeholders at all levels across a complex organization, and to collaborate and influence at a high level.
- Evidence of self-motivation and the ability to work both independently and in teams, with high personal standards representative of Princeton's commitment to excellence.
- Sound judgment, thoughtfulness, and attention to detail; the ability to think strategically and act decisively and to make sound judgments and solve problems without close day-to-day supervision.
- Ability to respond quickly to changing business needs and priorities. Ability to handle multiple projects simultaneously and to produce high-quality and compelling work product under tight deadlines. Ability to work with a high degree of flexibility in a highly collaborative, fast-paced, goal-oriented environment.
- Commitment to the Office of Advancement's mission of maximizing philanthropic support for Princeton University and to adhering to its guiding principles of High Performance, Innovation, Civility, and Collaboration.
- Bachelor's degree required. Advanced academic degree at the doctoral or master's level, or an advanced degree in another applicable field such as business or law, strongly preferred.

COMPENSATION + LOCATION

The salary range for this position is \$350,000 to \$400,000. The University considers factors including, but not limited to, scope and responsibilities of the position, candidate's qualifications, work experience, education/training, key skills, market, collective bargaining agreements as applicable, and organizational

considerations when extending an offer. The posted salary range represents the University's good faith and reasonable estimate for a full-time position. The University also offers a comprehensive benefit program to eligible employees.

Princeton, New Jersey

Located in Mercer County, the Princeton Township and its neighboring communities offer abundant amenities and a rich mixture of culture, history, and recreation. The broad range of choices, combined with the area's central location and a transit network that puts New York City and Philadelphia a quick train ride away, makes the Princeton-Mercer Region a desirable place to live and work. For more information, visit <https://hres.princeton.edu/faculty-staff-housing/around-princeton/princeton-and-nearby>.

APPLICATIONS, INQUIRIES, AND NOMINATIONS

Screening of complete applications will begin immediately and continue until the completion of the search process. Inquiries, nominations, referrals, and resumes should be sent via the Isaacson, Miller [website](#).

Jack Gorman, Partner
Grace Zakim, Managing Associate
Lisa Clayton, Managing Search Coordinator
Isaacson, Miller

Princeton University is an Equal Opportunity Employer and all qualified applicants will receive consideration for employment without regard to age, race, color, religion, sex, sexual orientation, gender identity or expression, national origin, disability status, protected veteran status, or any other characteristic protected by law.

This document has been prepared based on the information provided by Princeton University. The material presented in this leadership profile should be relied on for informational purposes only. While every effort has been made to ensure the accuracy of this information, the original source documents and information provided by Princeton would supersede any conflicting information in this document.

ADDENDUM

ABOUT PRINCETON

Princeton strives simultaneously to be one of the leading research universities in the world and the world's most outstanding undergraduate college. The ratio of full-time undergraduate students to faculty members is five to one. Classes at Princeton are small and challenging, and undergraduates receive support to pursue independent scholarly work more typical of graduate level study at most institutions. In the graduate school, there are 47 degree-granting departments, programs, and schools. The University emphasizes Ph.D. programs in the humanities, social and natural sciences, and engineering, with some distinctive and selective master's programs. Princeton provides students with intensive interaction—both within and outside the classroom—with some of the world's most distinguished scholars. The faculty consists of 1,313 full-time, part-time, and visiting members. Faculty and staff include 27 Nobel Prize winners.

Princeton currently enrolls 5,826 undergraduates and 3,324 graduate students. More than 60 percent of undergraduate students receive need-based financial aid. The University adopted a no loan packaging policy for undergraduates in the early 2000s. The Princeton University Board of Trustees approved a \$3.407 billion operating budget for the 2026-27 fiscal year (FY2027), which runs from July 2026 to June 2027. Sponsored research totaled \$250 million, excluding the Princeton Plasma Physics Lab.

LEADERSHIP

Christopher L. Eisgruber, President

Christopher L. Eisgruber has served as Princeton University's 20th president since July 2013. He served previously as Princeton's provost for nine years, beginning in 2004, after joining the Princeton faculty in 2001.

As president, Eisgruber has led efforts to increase the representation of low-income and first-generation students at Princeton and other colleges and universities. Princeton's socioeconomic diversity initiatives have attracted national attention from the *New York Times*, the *Washington Post*, *60 Minutes*, and other news outlets. Eisgruber has also been a leading voice in Washington and elsewhere for the value of research and liberal arts education. He has also emphasized the importance of both free speech and inclusivity to Princeton's mission and championed the University's commitment to service.

President Eisgruber is a recipient of the United States Navy's Distinguished Public Service Award, the Ellis Island Medal of Honor, and the National Institute of Social Sciences Gold Honor Medal. He serves on the Board of Directors of the Association of American Universities and as co-chair of the American Talent Initiative steering committee. From 2023 to 2025, he served as a member of the United States Navy's Education for Seapower Advisory Board.

Eisgruber received his A.B. in physics from Princeton in 1983, graduating magna cum laude and Phi Beta Kappa. He then earned an M.Litt. in politics at the University of Oxford as a Rhodes Scholar, and a J.D. cum laude at the University of Chicago Law School. After clerking for U.S. Court of Appeals Judge Patrick Higginbotham and U.S. Supreme Court Justice John Paul Stevens, he taught at New York University's School of Law for 11 years.

Eisgruber's books include *Constitutional Self-Government* (2001); *Religious Freedom and the Constitution* (with Lawrence Sager, 2007); *The Next Justice: Repairing the Supreme Court Appointments Process* (2007); and *Terms of Respect: How Colleges Get Free Speech Right* (2025).

Kevin J. Heaney, Vice President for Advancement

Kevin J. Heaney has served as Princeton University's first vice president for advancement since November 2016. A member of the President's Cabinet, he leads University Advancement, engaging Princeton's remarkable alumni, parents, and friends to strengthen lifelong connections to the University and inspire philanthropic support that advances Princeton's mission.

Working closely with President Eisgruber, Heaney and his team steward relationships across the alumni community and with key donors and stakeholders. The office supports the work of the Alumni Council and class, regional, and affiliated groups, organizing programs such as Reunions, Alumni Day, and affinity conferences.

Under his leadership, Advancement mobilizes alumni, parents, and friends to secure philanthropic support for the University's highest priorities through Annual Giving, leadership and principal gifts, and planned giving. The teams also ensures donors are recognized appropriately and informed about the impact their gifts make on Princeton's mission of teaching and research.

Before joining Princeton, Heaney served for nearly a decade at the Oregon State University (OSU) Foundation as the vice president for constituent and central development programs and deputy campaign director. He played a key role in OSU's first comprehensive fundraising campaign, which surpassed its \$1 billion goal 11 months ahead of schedule. Before OSU, Heaney served in a variety of development positions at Georgetown University, Johns Hopkins University, and Harvard University. Across his career, he has been part of five highly successful campaigns and has been an active member of the broader development community, chairing seven national conferences on campaign fundamentals and strategies for the Council for the Advancement and Support of Education (CASE). He received the CASE Crystal Apple Award for Teaching Excellence in 2017. He has served as a faculty member of both the CASE Summer Institute for Educational Fundraising and CASE's Inspiring the Largest Gifts of a Lifetime conferences.

A graduate of the University of Cincinnati, Heaney has a master's degree from Columbia University and a law degree from Boston College.

Jennifer Rexford, Provost

As provost, Jennifer Rexford ensures the continued vitality of Princeton's academic mission and its long-term financial security.

Rexford is the Gordon Y.S. Wu Professor in Engineering and a 1991 graduate of Princeton with a B.S.E. in electrical engineering. After completing her Ph.D. in electrical engineering and computer science at the University of Michigan in 1996, she worked as a researcher at AT&T Labs for more than eight years, creating techniques deployed in the company's backbone networks.

Following her years in industry, Rexford joined Princeton's Department of Computer Science as a full professor in 2005. She received her named professorship in 2012, became acting chair of computer science in 2013 and was named chair in 2015. Her research focuses on computer networking, with the larger goal of making the Internet worthy of society's trust.

Rexford is an affiliated faculty member in electrical and computer engineering, operations research and financial engineering, applied and computational mathematics, gender and sexuality studies, the Center for Information Technology Policy, the High Meadows Environmental Institute, and the Princeton Institute for Computational Science and Engineering.

Katie Callow-Wright, Executive Vice President

Katie Callow-Wright is the executive vice president of Princeton University. Prior to her appointment in July 2023, Callow-Wright served as the University of Chicago's executive vice president from 2020 to 2023 after two decades of service there in other senior administrative roles, including assistant vice president for campus life, assistant dean of the college, and chief of staff in the Office of the President.

Her experience in higher education also includes previous appointments in student life at Baldwin Wallace College and Colorado College. She holds a bachelor's degree in economics from DePauw University and a master's degree in education from Bowling Green State University.

Gene A. Jarrett, Dean of the Faculty

Gene Andrew Jarrett began his appointment as dean of the faculty and as the William S. Tod Professor of English at Princeton University on August 1, 2021. He earned his bachelor of arts in English from Princeton University and his master of arts and doctorate in English from Brown University.

Before Dean Jarrett's current role at Princeton, he was the Seryl Kushner Dean of the College of Arts and Science and professor of English at New York University. Prior to that, he worked at Boston University, where he was a professor jointly appointed in the Department of English and the Program in African American Studies; he also served as chair of the English department and associate dean of the faculty for the humanities. Before Boston University, he began his academic career as an assistant professor of English at the University of Maryland, College Park. In 2021, Dean Jarrett was appointed to the Association of American Universities' Advisory Board for Racial Equity in Higher Education, which seeks to address

issues of racial inequity on campus and examine structural barriers to academic access and success in higher education.

For Dean Jarrett's scholarship, he has won awards from the Radcliffe Institute for Advanced Study at Harvard University and the American Council of Learned Societies. He is the author or editor of 11 acclaimed books of African American literary studies; his most recent is "Paul Laurence Dunbar: The Life and Times of a Caged Bird," a comprehensive biography published by Princeton University Press that won the 2024 Truman Capote Award for Literary Criticism and was named a New Yorker Best Book of the Year, a Book Riot Best Biography of the Year, and a finalist for the Ohioana Book Award. He is the founding editor-in-chief of the Oxford Bibliographies module on African American studies and the founding senior editor of the Oxford Research Encyclopedia in African American Literature and Culture, both published by Oxford University Press. In 2025, Dean Jarrett was inducted into the American Academy of Science and Letters.

Richard Myers, Deputy Provost for Resource Planning

Richard Myers became Princeton University's deputy provost for resource planning in 2019. Richard joined the Office of the Provost in 2015 as vice provost for academic and budget planning. As deputy provost, Richard advises the provost on the alignment of Princeton's operating and capital budgets with the University's longer-term priorities and strategy, assists in the implementation of strategic initiatives, and promotes a robust analytical environment to support decision-making and planning. From 2008 to 2015, Richard was senior associate dean of the College and Graduate School of Arts & Sciences at the University of Virginia, where he served as the chief operating officer for the school and coordinated academic and administrative planning. Prior to UVA, Richard served as the chief planning and budget officer at Smith College and as associate provost at Williams College. Richard holds three degrees, including a Ph.D., from the University of Virginia. He has been active in community and professional service, including contributions as a church school teacher and vestry member in the Episcopal Church, service as school board member, and numerous roles on accrediting and consulting teams for colleges and universities.