



DARTMOUTH

Senior Vice President for Development and Alumni Relations
Dartmouth
Hanover, New Hampshire

THE SEARCH

Dartmouth seeks a strategic, visionary, and operationally sophisticated advancement executive to serve as Senior Vice President for Development and Alumni Relations (the SVP). Reporting directly to President Sian Leah Beilock and serving as a member of her senior leadership team, the SVP will lead Dartmouth's global advancement enterprise at a pivotal moment for the institution. As Dartmouth prepares for its next, groundbreaking capital campaign, this critical role will oversee Alumni Relations, Development, and Advancement Administration and will be responsible for lifelong engagement, volunteer service, and philanthropic support across Dartmouth's global community.

The opportunity comes as Dartmouth is pursuing an ambitious strategic agenda that has energized the community and will generate historic levels of institutional support. Dartmouth is reshaping the leadership of its Advancement Division to achieve these goals and has engaged in an organizational assessment of its fundraising and alumni relations program. The new SVP for Development and Alumni Relations will lead the university's comprehensive advancement function and will partner closely with Bob Lasher '88, who will assume a new role as Senior Vice President for Transformational Strategy and Philanthropy.

The SVP will build on a strong foundation of philanthropic achievement while continuing to modernize Dartmouth's advancement enterprise for its next chapter. This is a distinctive opportunity for a talented, collaborative, and high-performing advancement leader to bring strategic focus, operational discipline, and innovation to a leading advancement organization. The successful candidate will work closely with the President, the Board of Trustees, the Advancement Committee, the Provost, deans, faculty, alumni leaders, volunteers, and donors to strengthen Dartmouth's philanthropic capacity and help translate institutional priorities into compelling opportunities for engagement and support.

ABOUT DARTMOUTH

Founded in 1769, Dartmouth is a Carnegie-classified R1 research university defined by a comprehensive liberal arts education combined with focused graduate programs in medicine, business, the sciences, and engineering. A founding member of the Ivy League, Dartmouth is consistently ranked among the country's best research institutions. It educates 4,500 undergraduates and 2,300 graduate students in the Arts and Sciences and in its four pioneering graduate and professional schools: the [Geisel School of Medicine](#), the [Guarini School of Graduate and Advanced Studies](#), the [Thayer School of Engineering](#), and the [Tuck School of Business](#). A member of the Association of American Universities (AAU), Dartmouth has forged a singular identity, combining its deep commitment to preeminent undergraduate liberal arts and graduate education with distinguished research and scholarship.

Dartmouth attracts faculty from around the world and ranks among the highest universities in the country in per capita research funding. There are over 1,000 faculty members across the institution, 65% of whom are tenured or on the tenure track. Dartmouth provides a high-intensity research environment with world-class facilities and outstanding extramural support for scholarly activities for faculty and students.

Dartmouth's talented and devoted staff provide business continuity and expertise to the ongoing operations of the institution. Higher education professionals contribute to the overall mission through strategic leadership in their respective areas. An anchor institution in the region, Dartmouth currently employs 3,128 full-time and 251 part-time staff members.

Dartmouth Leadership & Strategic Initiatives

[Dr. Sian Leah Beilock](#) is the 19th president in the Wheelock succession. She is the first woman to have been elected president of Dartmouth by the Board of Trustees and began her tenure on June 12, 2023.

Since her arrival, President Beilock has raised Dartmouth's profile as a global leader on critical issues, including freedom of speech, affordability for middle-income families, the energy transition, and student mental health and well-being, led by the launch of the community-wide *Commitment to Care* plan.

President Beilock has also spearheaded the launch of [Dartmouth Dialogues](#), a groundbreaking initiative in higher education that fosters a culture of inquiry and respect by building the skills that students, faculty, and staff need to engage across differences—an essential element in training future leaders. In its first year, more than 15,000 community members participated in a *Dialogues* event or training. Faculty studied related topics like polarization, and the program's efforts were lauded nationally by leaders across the political spectrum.

In 2024, President Beilock also led the institution’s adoption of a first-of-its-kind policy, “institutional restraint,” formalizing a commitment that Dartmouth leadership and academic departments will refrain from taking political positions so that debate among individual students and faculty can flourish.

Provost [Santiago Schnell](#), an internationally recognized computational biologist and physiologist whose research advances understanding of the biochemical pathways underlying human disease, was appointed on July 1, 2025. Schnell came to Dartmouth in 2025 from the University of Notre Dame, where he served as the William K. Warren Foundation Dean of the College of Science. Previously, he served as Chair of the Department of Molecular & Integrative Physiology at the University of Michigan Medical School.

Finances

Prudent financial leadership and management ensure Dartmouth’s resource base remains stable and sustainable for the future. Among peers, Dartmouth is in a strong financial position, with an “AAA” credit rating from S&P Global and a surplus in FY25. For FY26, Dartmouth forecasts operating expenses of \$1.6 billion, and the endowment is approximately \$9 billion. The organizational structure is mirrored in Dartmouth’s Responsibility Center Management (RCM)-style budget model. The schools operate as independent financial units, with Deans responsible for revenues and costs, and a tax back to central administration for shared resources.

ROLE OF THE SENIOR VICE PRESIDENT FOR DEVELOPMENT AND ALUMNI RELATIONS

Reporting directly to President Beilock and serving as a member of her senior leadership team, the Senior Vice President for Development and Alumni Relations will lead Dartmouth’s global advancement enterprise. The SVP will be responsible for setting advancement priorities and promoting an innovative, comprehensive, and sustainable program to engage Dartmouth’s alumni, parents, friends, volunteers, and unaffiliated prospective donors in lifelong connection, service, and philanthropic support.

The SVP will oversee all advancement functions, with approximately 225 staff across Alumni Relations, Development, and Advancement Administration. This includes direct oversight of advancement teams embedded in Dartmouth’s five schools, all of which are increasingly committed to philanthropic engagement. They will work in partnership with the Senior Vice President for Transformational Strategy and Philanthropy to define and operationalize the interface between the broad advancement function and Dartmouth’s transformational strategy and philanthropy work. The SVP will be data-driven and lead by establishing clear direction and measurable goals. The SVP will also inspire and empower staff with a management style that emphasizes active communication, collaboration, delegation, accountability, and professional growth. Specifically, the SVP will be accountable for building a modern advancement function that leverages novel and emerging technologies, including AI, to enhance prospect intelligence, expand the donor base, strengthen pipeline handoffs, and create an exceptional donor experience aligned with Dartmouth’s institutional priorities.

KEY OPPORTUNITIES AND SUCCESS MEASURES FOR THE SVP FOR DEVELOPMENT AND ALUMNI RELATIONS

The SVP will reinforce Dartmouth's advancement enterprise for long-term success, with particular attention to the following opportunities and success measures.

Lead a sophisticated, high-performing advancement enterprise

The SVP will develop an ambitious, forward-thinking vision for the advancement organization. Building on that vision, they will craft and operationalize a multi-year fundraising and engagement strategy that supports the institutional priorities set by President Beilock. The strategy should ensure sustainable, long-term growth in philanthropic contributions; ever-increasing alumni, parent, and friend support for Dartmouth; and clear, compelling communications that reinforce the institution's priorities and strategic direction. To translate this vision into lasting institutional impact, success will include nurturing a culture of high achievement, accountability, innovation, and shared purpose.

Collaborate effectively across advancement, the schools, and senior leadership

The SVP will be a valued member of Dartmouth's Senior Leadership Team and a close partner to the President, Provost, deans, and other institutional leaders. The SVP will foster greater collaboration with the deans and school-based advancement staff to optimize fundraising and engagement outcomes. A central priority will be to establish one advancement strategy and narrative, promote two-way collaboration with the deans and Provost, involve academic leaders more fully in prioritizing fundraising initiatives, and create clear decision rights and operating norms across advancement, communications, and the schools. The SVP will also collaborate closely with the Transformational Strategy and Philanthropy team.

Advance fundraising, engagement, and prospect strategy for Dartmouth's next chapter

The SVP will personally cultivate, solicit, and steward a select portfolio of significant prospects and donors, while also ensuring that frontline teams execute effective strategies. The role will include staffing the Board's Advancement Committee, supporting volunteer leadership, and identifying additional areas of opportunity. For example, Dartmouth has attracted significant interest from unaffiliated prospective donors whose interests align with Dartmouth's academic priorities, institutional vision, and societal impact, and the SVP will lead strategy for engaging this new audience.

Leverage data, technology, and operational infrastructure to support goals

In a rapidly changing environment, the SVP will keep Dartmouth on the cutting edge. The SVP will lead the advancement team's utilization of AI and other data tools to achieve results. This will include having the right organizational structure, positions, and talent to utilize new technologies on behalf of Dartmouth.

The SVP will also implement stronger program management capabilities, talent development strategies, digital engagement approaches, compliance protocols, and processes for proposal development and review. The successful leader will bring both the strategic imagination to inspire donors and the operational rigor to create a more innovative, data-driven, and operationally sophisticated advancement function.

QUALIFICATIONS AND CHARACTERISTICS

- At least 15 years of progressively responsible advancement leadership experience in institutions of comparable complexity, with substantial exposure to development, alumni relations, advancement services, campaign planning, and communications.
- Demonstrated success personally cultivating, soliciting, and stewarding significant gifts from individuals, foundations, and corporations, along with the credibility to coach presidents, deans, trustees, volunteers, and senior leaders in donor strategy.
- A deep commitment to Dartmouth's mission, liberal arts education, research excellence, and societal impact.
- Ability to lead and implement operational transformation to support an ambitious advancement strategy, ensuring an operationally rigorous advancement culture with clear decision rights, compliance protocols, prospect management systems, and campaign processes that improve coordination and results.
- Proven ability to lead, motivate, and develop large, complex teams; establish clear goals and accountability; strengthen talent pipelines; and foster a culture of collaboration, professional growth, innovation, inclusion, and high performance.
- The ability to build strong collaborative relationships with the senior leaders, trustees, faculty, staff, alumni, parents, volunteers, donors, and colleagues across the academic community.
- A sophisticated understanding of the changing philanthropic landscape, including prospect intelligence, digital engagement, donor psychology, unaffiliated donor cultivation, and the importance of compelling impact narratives.
- Superior written and oral communication skills, with clarity, crispness, and elegance in translating complex institutional priorities into persuasive advancement narratives for multiple audiences.
- Exceptional interpersonal and influencing skills to address complex, ambiguous challenges with creativity and pragmatism; skilled at breaking down barriers and finding actionable solutions.
- Intellectual depth, maturity, judgment, personal integrity, resilience, humility, and the confidence to earn trust across Dartmouth's leadership, donor, volunteer, alumni, and staff communities.

Dartmouth is working with John Muckle and Jack Gorman of Isaacson, Miller to support this important recruitment.

John Muckle, Higher Education Practice Leader

Jack Gorman, Advancement Practice Leader

Elizabeth Neustaedter, Principal

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This document has been prepared based on the information provided by Dartmouth. 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 Dartmouth would supersede any conflicting information in this document.

ADDITIONAL INFORMATION ABOUT DARTMOUTH

President Sian Beilock

A distinguished cognitive scientist, President Beilock is one of the world's foremost experts on performance under pressure, receiving the 2017 Troland Award from the National Academy of Sciences. She is also a member of the American Academy of Arts & Sciences and the National Academy of Medicine. She has worked closely with Fortune 500 companies, professional sports teams, and public sector leaders to build high-performing teams and create environments that attract, retain, and get the best out of their talent.

President Beilock has authored 120 peer-reviewed papers, as well as two critically-acclaimed books—*Choke* and *How the Body Knows Its Mind*—that have been published in more than a dozen languages. Her 2017 [TED Talk](#) on performing under pressure has been viewed nearly 3 million times.

Previously, President Beilock served as President of Barnard College at Columbia University and Executive Vice Provost at the University of Chicago, where she was also the Stella M. Rowley Professor of Psychology.

President Beilock earned her Bachelor of Science in Cognitive Science from the University of California, San Diego, and her doctoral degrees in Psychology and Kinesiology from Michigan State University.

Board of Trustees

Dartmouth's Board of Trustees consists of twenty-six trustees – the President of the College (*ex officio*), the Governor of New Hampshire (*ex officio*), sixteen Charter Trustees, and eight Alumni Trustees. Charter Trustees are nominated and elected by the Board; Alumni Trustees are nominated by alumni and elected by the Board. Duties and powers of all the Trustees are the same. Both Charter Trustees and Alumni Trustees normally serve no more than two four-year terms. The Chair of the Dartmouth College Board of Trustees is Gregg Lemkau, a 1991 graduate of the college and current Co-CEO of BDT & MSD Partners.

Location

Dartmouth is known for its profound sense of place. Frequently ranked among the most beautiful colleges in America, the Dartmouth campus offers mountain vistas, towering pines, and a pastoral setting in the deep-green Upper Valley. The natural beauty of the campus is just one aspect of what gives Dartmouth's campus its vivid color and energy. Members of the Dartmouth community have access to unparalleled opportunities, through all four seasons, to explore the outdoors. Just steps away, the sophisticated college [town of Hanover](#) offers a wide array of restaurants, shops, and services. The public schools in Hanover are well-regarded, with Hanover High School ranked as the top high school in the state by U.S. News and World Report. At the edge of campus, the renowned [Hopkins Center for the Arts](#), named by the National Endowment for the Arts as one of the nation's exemplary performing arts centers, integrates the Dartmouth community into downtown life.