

CULVER-STOCKTON COLLEGE

Mission: *Culver-Stockton College prepares students to Be Bold, Think Big, and Create Change through Experiential Learning, Innovation, and Community Engagement.*

ABOUT CULVER-STOCKTON COLLEGE

Culver-Stockton College is a small, residential college founded in the liberal arts tradition and affiliated with the Christian Church (Disciples of Christ). As the first college west of the Mississippi River to be chartered for co-educational purposes and one of only two colleges in the United States following a unique 12 week + 3 week semester calendar, Culver-Stockton College has a history of innovation in education and a successful track record of graduate outcomes. The College was recently ranked among the top five regional colleges in the Midwest for social mobility and top 10 for best value.

Culver-Stockton's 140-acre campus sits high atop "the Hill" overlooking the iconic Mississippi River in Canton, Missouri. Culver-Stockton College is home to approximately 1,000 students coming from all over the world to study, explore their talents, set their career goals, and develop leadership skills. More than 80% of C-SC Wildcats live on campus in residence halls or fraternity and sorority houses that are within close proximity to academic classrooms, athletic facilities, dining options, and countless student life opportunities. Culver-Stockton's close-knit community is home to 21 NAIA athletic teams, nine Greek organizations, and over 30 student organizations. Students enjoy fine arts productions, civic engagement and leadership experiences, student-run media opportunities, and much more!

The student-to-faculty ratio of 15:1 allows for a personalized student experience on "the Hill" that creates opportunities for optimal academic achievement. Over 73 percent of faculty members hold the highest degree in their field and are committed to raising the bar of academic excellence. Students can choose from more than 80 undergraduate majors and minors or create their own individualized degree plan. With our 12+3 academic semester calendar, students take the majority of their course load in the first 12 weeks of the semester and utilize the remaining 3-week session to focus on one subject. The 3-week course is designed to provide students with hands-on experience that includes opportunities in creative expression, service learning, simulations, travel study, research and innovation, leadership, and professional experience.

In addition to the traditional undergraduate experience, Culver-Stockton College also offers 11 fully online undergraduate programs, including a pathway for degree completion. Beyond the undergraduate offerings, C-SC has continued to grow its graduate degree programs and enrollment numbers. The College launched its first fully-online Master's degree program with the Master of Business Administration in 2013 and has since added the Master of Education, Master of Athletic Training, Master of Arts in Counseling, and Master of Arts in Organizational Leadership programs.

The College is also the home of Tri State Development, a collaborative effort to enhance the region through economic and community development focused on uniting 42 counties in Missouri, Illinois, and Iowa through strategic partnerships and initiatives. In 2023, Culver-Stockton College was nationally recognized with the Award of Excellence in the Engaged University category by the University Economic Development Association. The College's recently-approved strategic plan includes significant partnerships with academic programs to leverage the College's rural location and existing regional partnerships in ways that create signature opportunities for student engagement.





LOCATION

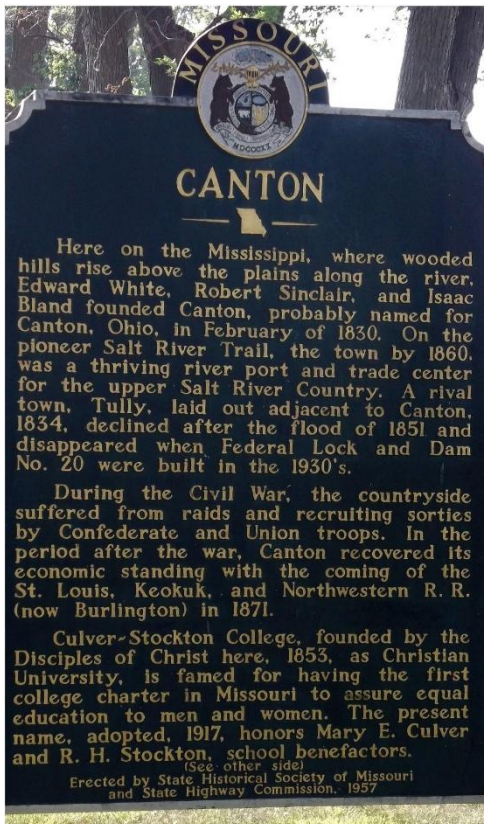
The campus is a focal point of the closely-knit, quintessential "small-town America" city of Canton. Canton is on the "Avenue of the Saints" – a highway that connects St. Louis, MO., to St. Paul, MN. A low cost of living, low tax rates, excellent health care options, very strong public K-12 schools, established neighborhoods and green spaces, varied outdoor recreational opportunities, and theater are Canton highlights. In addition, excellent "town/gown" relations define the interplay between the campus and the town.



Founded as a true river community in 1830, Canton has a long and rich history tied to the Mississippi and is home to U.S. Corp of Engineers Lock & Dam #20. There is focused interest in building ecotourism in the region, with the Mississippi as its nucleus. There is a levee walk and wetlands area along the Canton riverfront. The 2,000-foot trail provides both recreation and educational possibilities related to the river and its habitat. The region is particularly well-regarded for its bird watching opportunities, with hundreds of bald eagles flocking to the riverside during the winter months.



Culver-Stockton benefits from the richness of resources located in nearby Quincy, IL. and the major metropolitan area of St. Louis. Quincy is a 20-minute drive from campus and home to a vibrant restaurant and shopping scene as well as an active regional airport and Amtrak train station. Both Quincy and nearby Hannibal, MO. have robust arts opportunities whether it be taking in a theatre production, enrolling in an art class, or enjoying a symphony performance. St. Louis is an easy two-hour drive from campus and offers stellar performing arts, an engaging museum and gallery culture, a renowned zoo, a rich culinary tradition and exciting professional sports. Other cities within a two-hour drive include Columbia and Jefferson City, MO., Springfield, IL., and Iowa City, IA.



All of the College's local and regional features yield an excellent quality of life and have clearly contributed to Culver-Stockton's ability to attract and retain exceptional students, faculty, and staff.







Vice-President for Advancement

*Culver-Stockton College (*www.culver.edu*)*, in Canton, Missouri, is seeking qualified candidates for the position of Vice President for Advancement (VPA). The VPA reports directly to the President and provides leadership and support for all institutional advancement efforts, including annual and major gift fundraising, capital campaigns, and alumni relations. The VPA serves on the Senior Leadership Group (President's Cabinet) and will build the external financial support necessary for sustaining and advancing the College's mission and goals. The ideal candidate will demonstrate a successful track record as a major and principal gift fundraiser, including experience as the primary strategist for major gifts and significant experience with capital or comprehensive campaigns and successful grant proposals in a higher education setting.

POSITION REQUIREMENTS AND DESIRED ATTRIBUTES

- Bachelor's degree required; advanced degree and CFRE certification (Certified Fund-Raising Executive) or comparable professional development are preferred
- Five or more years of progressive higher education experience in advancement/fundraising
- Strong personnel management skills and experience leading staff in an academic environment
- Demonstrated understanding of best practices in higher education advancement
- Demonstrated experience working effectively with a President, Vice Presidents, and Board of Trustees members
- Demonstrated personal success with major gifts
- Knowledge of fundraising software, donor databases, and other relevant tools
- Experience with gift and prospect management CRM products
- Excellent written and oral communication skills
- Extensive travel required, including the ability to travel independently by driving or flying, regionally and nationally, to represent the College at fundraising and stewardship events

PRIORITIES AND OPPORTUNITIES

Strategic Leadership

- Works with the President, Senior Leadership Group, and all College stakeholders to further the mission and purpose of Culver-Stockton College
- Collaborates with the President, senior leaders, and Advancement/Alumni staff to develop and implement a strategic plan for institutional advancement—aligned with the College's overall strategic plan—and to coordinate, prioritize, and evaluate measurable Advancement/Alumni goals
- Works closely with the board of trustees and its advancement committee to engage them as active partners in fundraising and friend-raising

Capital Campaign Leadership

- Leads the planning, launch, and execution of a major capital campaign from conception to completion
- Partners with the president, board of trustees, campaign counsel, and key volunteers to establish campaign priorities, goals, and timelines
- Identifies Presidential engagement opportunities and travels with the President when requested
- Oversees campaign communications, prospect identification, cultivation, solicitation, and stewardship strategies to ensure campaign success





Annual Fund Development

- Responsible for meeting annual fundraising goals established by the President and the Board of Trustees
- Collaborates with academic and administrative departments to identify funding needs and develop compelling proposals
- Designs, implements, and oversees innovative and effective annual fund initiatives to increase participation, revenue, and donor retention
- Sets clear goals, metrics, and timelines for annual giving programs, including direct mail, digital fundraising, phonathons, and giving days
- Builds strong pipelines from annual giving to major and planned gifts

Major and Planned Gifts

- Develops and executes strategies to identify, cultivate, solicit, and steward major gift prospects to secure significant philanthropic support
- Oversees the growth of a robust planned giving program, promoting legacy gifts and ensuring proper donor recognition and stewardship
- Maintains a personal portfolio of high-level prospects and donors, actively engaging in face-to-face solicitations and relationship-building

Advancement Operations Oversight

- Works with the President and the Advancement team to plan and implement a comprehensive prospect identification strategy to include individuals, corporations, and foundations
- Effectively manages the Advancement operating budget
- Oversees the planning and implementation of special events, including alumni events such as Homecoming, that promote College relations with alumni, donors, and all other stakeholders
- Utilizes data-driven approaches to analyze fundraising effectiveness, identify trends, and make data-informed decisions
- Directs and manages all functional areas of advancement, including development, alumni relations, donor relations, stewardship, and advancement services
- Ensures accurate and efficient use of donor databases, reporting systems, and gift processing protocols
- Works closely with the Office of Marketing and Public Relations to develop comprehensive marketing and communication strategies for institutional advancement purposes
- Participates in appropriate professional development opportunities and supports professional development of Advancement staff to ensure sustained best practices in higher education philanthropy
- Provides leadership, mentorship, and performance management for the Advancement team, fostering a culture of collaboration, accountability, and excellence

External Relations and Donor Engagement

- Oversees donor stewardship and activities that foster the relationship between Culver-Stockton College and its donors, including alumni board and volunteers
- Builds and maintains strong relationships with alumni, donors, and friends of the college, cultivating a culture of philanthropy and engagement
- Cultivates and maintains strong relationships with major donors, alumni, corporate partners, foundations, and community stakeholders
- Represents the institution at key events, meetings, and speaking engagements to enhance its visibility and reputation
- Collaborates with marketing and communications staff to strengthen the institution’s brand and philanthropic messaging



Deadline: November 10, 2025

Culver - Stockton is being assisted by the partners of Hyatt–Fennell, Executive Search.

Nominations and application materials should be submitted to Cheryl Hyatt or Jann Weitzel at Culver@Hyatt-Fennell.com.

Applications should include the following, submitted in separate document.: A cover letter, current resume, and contact information for five professional references

Nominations should include the name of nominee and current contact information.

All applications and nominations will be considered highly confidential.

Applications will be reviewed as they are received.

For more information contact
Cheryl Hyatt or Jann Weitzel
724-242-0476
Culver@Hyatt-Fennell.com
www.Hyatt-Fennell.com

Hyatt-Fennell
EXECUTIVE SEARCH Plus

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