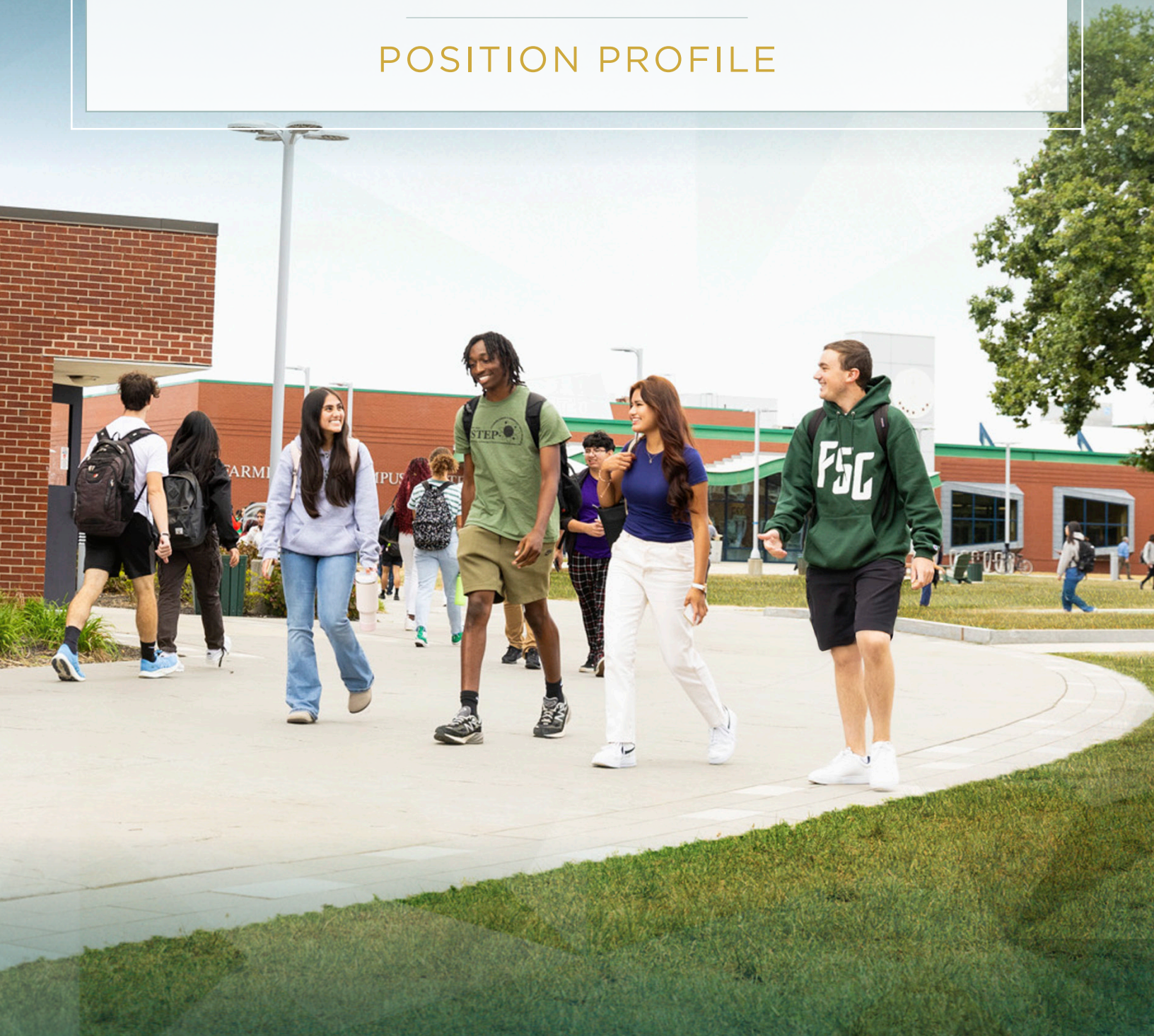


VICE PRESIDENT FOR DEVELOPMENT AND ALUMNI ENGAGEMENT

POSITION PROFILE



Farmingdale State College

STATE UNIVERSITY OF NEW YORK

Farmingdale State College seeks a Vice President for Development and Alumni Engagement who serves as the chief advancement officer of the College and provides strategic leadership for fundraising and alumni relations efforts. Reporting directly to the President and serving as a member of the President's Cabinet, the Vice President plays a central role in shaping the College's future by securing philanthropic support, cultivating meaningful relationships with stakeholders, and enhancing the institution's visibility and reputation.

The Vice President also serves as the Executive Director of the College Foundation, guiding its fundraising strategy and aligning its mission with institutional priorities. Working collaboratively with Cabinet members, deans, faculty, and the Foundation Board, the Vice President ensures a strategic, integrated advancement program. The position oversees a high-performing team responsible for donor engagement, alumni programs, major and annual giving, and stewardship, and leads efforts to build a culture of philanthropy across the campus and broader community.

Farmingdale State College (FSC) is the largest college of technology within the State University of New York System with over 10,000 students. FSC offers 46 degree programs principally at the baccalaureate level. In recent years, the College has thrice earned Higher Education Excellence in

Diversity recognition and is now designated as both a Hispanic Serving Institution (HSI) and Asian American Native American Pacific Islander Serving Institution (AANAPISI). The College is integrally involved in providing talent, programs, and service to the broader Long Island region. In addition, Farmingdale currently holds Carnegie Classification for Civic Engagement, which speaks to the mission of providing experiential learning for all students. For more information about Farmingdale State College, please visit: farmingdale.edu

THE COLLEGE FOUNDATION

The College Foundation is a not-for-profit corporation that exists to advance the mission and long-term success of the College. It provides support for scholarships, faculty development, and campus programs not funded through state allocations. The Foundation also manages gifts, endowments, and bequests from individuals, corporations, and other philanthropic partners. As of June 30, 2025, the Foundation managed an endowment of approximately \$12 million, raised nearly \$8 million in new gifts, and oversaw \$16.5 million in total assets. The Vice President, as Executive Director, is responsible for ensuring the effective stewardship of these funds and expanding the Foundation's impact through innovative, mission-aligned efforts.



ABOUT FARMINGDALE STATE COLLEGE (SUNY)

Farmingdale State College (FSC) was established in 1912 and has developed into a comprehensive college of applied science and technology. Today, Farmingdale is one of the largest colleges of technology within the State University of New York system with more than 10,000 students. Farmingdale State College is located in East Farmingdale, a hamlet on the South Shore of Long Island in Suffolk County. Its advantageous location between Suffolk and Nassau County and adjacent to Bethpage State Park means it is just 37 miles southeast of Midtown Manhattan. The campus, spanning over 380 acres with more than 30 buildings, is primarily a commuter school but does offer an engaging residential option.

Farmingdale's programs focus on emerging, high-demand, and relevant careers in its four schools: the School of Arts & Sciences, the Pasternack School of Engineering Technology, the School of Business, and the Santmann School of Health Sciences. FSC has dedicated its mission to student success, delivering an immersive student experience, a highly inclusive campus, and academic applied learning outcomes through scholarship, research, and student engagement. Farmingdale State College offers 46 degree programs principally at the baccalaureate level. These programs are focused on emerging, high-demand, and relevant careers to help prepare the next generation of leaders in technology, engineering, business, healthcare, science and the arts. More than half of its baccalaureate graduates leave debt-free and 81% are employed or enrolled in graduate programs within six months of graduation. FSC is home to Broad Hollow Bioscience Park, which supports the development of biotech start-up companies and partners with surrounding businesses and research institutions along the Route 110 Business Corridor.

Farmingdale State College is committed to advancing green energy and sustainability principles and strives to make the campus a more sustainable place to live, work, and learn. Sustainability is a core value as evidenced by its continued recognition as one of the nation's greenest campuses.

Its commitment to student-centered learning and inclusiveness prepares graduates to be exemplary citizens equipped to excel in a competitive, diverse, and technologically dynamic society. Farmingdale State College offers a small classroom experience with a 21:1 student-to-faculty ratio taught by talented faculty who are dedicated to student success. Farmingdale prides itself on being an engine of opportunity. Its graduates consistently enjoy excellent employment prospects and strong early career earnings. The College ranks highly among institutions that have had particular success in promoting social mobility and hosts an array of successful access and opportunity programs, some of which receive significant external funding.

The School of Arts & Sciences

The School of Arts and Sciences is the largest school within Farmingdale State College, comprised of thirteen academic departments that provide required core General Education classes to enrolled students. In addition, the School of Arts & Sciences offers nine undergraduate degrees including new cutting-edge technologically advanced opportunities in the areas of Criminal Justice and Geographic Information Systems (GIS). The School is organized into 13 departments: Biology, Chemistry, Criminal Justice, English and Humanities, History, Politics & Geography, Liberal Arts & Sciences, Mathematics, Modern Languages, Physics, Professional Communication, Psychology, Sociology & Anthropology, and Science, Technology and Society.





The Pasternack School of Engineering Technology

The Pasternack School of Engineering Technology

is the second-largest engineering-related school on Long Island. The school specializes in modern technology with an emphasis on application, implementation, and a real-world approach. The school currently offers one graduate and 14 undergraduate degree programs. The school is organized into eight academic departments: Architecture & Construction Management, Aviation, Civil Engineering Technology, Computer Security, Computer Systems, Electrical & Computer Engineering Technology, Mechanical Engineering Technology, and the Graduate Center for Technology Management. The School of Engineering Technology is committed to providing a dynamic education that blends hands-on experience with cutting-edge technology. All engineering technology programs are ABET-accredited, and the aviation programs are AABI-accredited. Students also have the opportunity to learn and conduct research in renewable energy such as wind and solar. The school also offers an M.S. program in Technology Management tailored for working professionals.

The School of Business

The School of Business offers a variety of undergraduate programs designed to prepare students to compete in the rapidly changing, competitive business world. Their programs focus on emerging industry trends, technology, and innovation. The programs strive to engage students to utilize their classroom experiences through internship and experiential learning opportunities. The school is organized into five departments: Business Management, Applied Economics, Sport Management, Urban Horticulture & Design, and Visual

Communications and houses 11 undergraduate degrees, located in a new classroom building, which launched the modernization and renovation of the campus. The School of Business holds AACSB accreditation, and proudly supports AACSB's efforts to model inclusive communities of work and learning, and to advocate for all individuals' full participation and belonging within business education, business, and society.

The Santmann School of Health Sciences

The Santmann School of Health Sciences houses many competitive programs. FSC is recognized for its traditional healthcare degrees in Nursing, Medical Laboratory Science, and Dental Hygiene. Entrance into these degrees is highly competitive with limited seats available. The school recently added a master of science degree in Nursing Administration, and three new bachelor degrees: Applied Gerontology, Health Promotion and Wellness, and Nutrition Science. The school offers nine undergraduate degrees in the following four academic departments: Dental Hygiene, Medical Laboratory Science, Nursing, and Nutrition Science & Wellness. The programs in the school are designed to support the transformative nature of healthcare in today's society, and include a mix of traditional and innovative healthcare degrees. All of the programs have a strong liberal arts and sciences foundation combined with a technology-enhanced education, to prepare graduates for entry into a variety of competitive healthcare fields. The accredited and highly competitive nursing, dental hygiene, and medical laboratory science programs boast state-of-the-art facilities, including nursing simulation laboratories, the new Henry Schein Sensory Care Unit in the Dental Hygiene Care Center, and newly renovated clinical laboratories.

ABOUT SUNY

The State University of New York (SUNY) is the largest comprehensive system of higher education in the United States, and more than 95 percent of all new Yorkers live within 30 miles of any one of SUNY's 64 colleges and universities. Across the system, SUNY has four academic health centers, five hospitals, four medical schools, two dental schools, a law school, the country's oldest school of maritime, the state's only college of optometry, and manages one US Department of Energy National Laboratory. In total, SUNY serves about 1.4 million students among its entire portfolio of credit- and non-credit-bearing courses and programs, continuing education, and community outreach programs. SUNY oversees nearly a quarter of academic research in New York. Research expenditures system-wide reached nearly \$1.16 billion in fiscal year 2024, including significant contributions from students and faculty. There are more than three million SUNY alumni worldwide, and one in three New Yorkers with a college degree is a SUNY alum. To learn more about SUNY, visit: suny.edu.

UNIVERSITY LEADERSHIP

Robert S. Prezant, PhD, joined Farmingdale State College as its 10th president on August 14, 2024. Prior to his appointment, he was provost and senior vice president for academic affairs at Southern Connecticut State University.



In his first year, President Prezant has engaged with students, faculty, staff, alumni, and donors, by facilitating new programs in student support, scholarship and research, and external and community partnerships. Since his arrival on campus, FSC opened the Henry Schein Sensory Care Unit within the Dental Hygiene Care Center and a new Air Traffic Control laboratory; announced AACSB accreditation for the School of Business; onboarded a new Senior Vice President and Provost, and a Vice President for Student Affairs; in addition to creating new Corporate and Community Advisory Boards to complement the College Council. Together with Governor Kathy Hochul, the College broke ground on a \$75M Computer Sciences Center in May 2025.

Prior to joining FSC, at SCSU he led strategic planning, served on New England Commission of Higher Education accreditation visitation committees, led a university-wide branding effort, served as principal investigator on a \$3.2 million NSF Alliance for Minority Participation grant, created an environment that helped increase external funding five-fold, created the Southern Fellows-in-Resident program to help diversify the faculty, helped grow external funding, and helped launch an office of workforce development and lifelong learning.

A prolific scholar and accomplished administrator, President Prezant has been the lead or co-lead in generating over \$20 million in external funding to support research and academic programs. His previous roles included serving as dean of the College of Science and Mathematics at Montclair State University, dean of the Division of Natural Sciences and Mathematics at CUNY's Queens College, and chair of the Biology Department at Indiana University of Pennsylvania. He holds a PhD in marine biology from the University of Delaware, an MS in biology (Marine Science) from Northeastern University, and a BA in biology from Adelphi University.



STRATEGIC PLAN – EIGHT FOR '28

Dedicated to student success, Farmingdale State College delivers exceptional academic and applied learning outcomes through scholarship, research, and student engagement for Long Island and beyond. FSC's commitment to student-centered learning and inclusiveness prepares graduates to be exemplary citizens equipped to excel in a competitive, diverse, and technologically dynamic society. FSC's newest strategic plan **Eight for '28: Mission of the College** sets out eight strategic goals to elevate FSC over the next five years and beyond. Goals include:

- I. Goal 1:** Elevate our dedication to student success
- II. Goal 2:** Bolster academic excellence
- III. Goal 3:** Enhance the student experience
- IV. Goal 4:** Expand the culture of inclusion
- V. Goal 5:** Become an employer of choice
- VI. Goal 6:** Promote the use of renewable energy and sustainable practices
- VII. Goal 7:** Enhance the College's prominence by cultivating relationships that foster philanthropy and civic engagement
- VIII. Goal 8:** Position the College for greater success



KEY RESPONSIBILITIES

Strategic Leadership & Executive Oversight

- Serve as a member of the President's Cabinet and a key advisor to the President.
- Lead and manage the College Foundation as Executive Director, overseeing its governance, operations, fiscal performance, and alignment with institutional goals.
- Partner closely with the Foundation Board to cultivate board engagement and execute shared fundraising priorities.

- Develop and implement a comprehensive advancement plan that supports the College's mission and strategic priorities, including endowment growth, scholarships, capital campaigns, and academic initiatives.
- Provide leadership and support to college-wide advancement efforts, fostering cross-functional collaboration among Academic Affairs, Enrollment, Administration and Finance, Student Affairs, and Marketing and Communications.

Fundraising and Development

- Direct all philanthropic initiatives, including major and planned gifts, annual giving, foundation and corporate giving, and campaign strategy.
- Personally manage a portfolio of high-capacity donors and prospects, leading cultivation, solicitation, and stewardship efforts.
- Develop expanded corporate relationships and partnerships in support of FSC academic programs, collaborative program development, and financial support for College priorities
- Design and execute targeted fundraising strategies for both academic and programmatic areas in partnership with deans and faculty.
- Lead the continued growth of the College's annual fund by increasing both donor count and revenue, with a focus on unrestricted giving.
- Ensure compliance with legal, ethical, and regulatory standards in fundraising practices and donor relations.

Alumni Engagement and Community Relations

- Strengthen alumni relations through engaging programs, events, volunteer opportunities, and digital outreach that enhance alumni pride and lifelong involvement.
- Foster a culture of philanthropy within the alumni base of more than 110,000 graduates.
- Actively engage with local, regional, and national stakeholders to expand the College's visibility and influence.
- Provide fiduciary oversight and support fundraising efforts of the FSC Alumni Association as well as serve as *ex-officio* member of the FSC Alumni Association board.



Foundation and Fiscal Management

- Oversee the Foundation's financial planning and endowment management, ensuring strong fiscal stewardship and reporting accountability.
- Work closely with the Foundation's accounting and investment teams to align resources with strategic fundraising goals.
- Ensure accurate and timely financial reporting to the President, Foundation Board, and College leadership.
- Prepare and present fundraising and campaign performance metrics to stakeholders.

Team Leadership and Talent Development

- Lead, supervise, and motivate a team of eleven advancement and alumni relations professionals to achieve fundraising goals and operational excellence.
- Promote a positive, inclusive, and mission-aligned team culture with clear performance expectations and ongoing development.

The college particularly welcomes candidates with knowledge, skills, and abilities that include:

- Commitment to diversity and university initiatives supportive of diversity and inclusion.
- Interest in participating in student-centered service activities.
- Desire to apply expertise in promoting civic engagement with the College's many community partners.

Minimum Qualifications:

- Bachelor's degree.
- Minimum of 5 years of progressively responsible leadership experience in institutional advancement.
- Demonstrated success in securing major and leadership-level gifts from individuals, corporations, and foundations.
- Proven ability to manage a comprehensive development program and lead a professional team.
- Exceptional communication and relationship-building skills with a collaborative leadership style.
- Experience working with nonprofit boards or foundation governance structures.

Preferred Qualifications:

- Master's degree.
- Experience as the chief advancement officer in a college or university setting.
- Familiarity with advancement systems, and prospect research tools.
- Knowledge of New York State higher education systems, including SUNY or related public institutions.

Additional Information:

This is a full-time Management Confidential position.

- CLOSING DATE FOR RECEIPT OF APPLICATIONS: **Open until filled, with priority consideration given to applications received by August 3, 2025.**
- SALARY: Competitive and commensurate with experience.
- ANTICIPATED START DATE: **Fall 2025**

Application Instructions:

Interested candidates may apply by clicking on the "Apply Now" link at the top or bottom of this page. The following documents are required for all positions:

- Cover Letter
- Resume/C.V.
- References - Please provide at least three potential references. No references will be contacted prior to narrowing the candidate pool.

Only applications submitted through Farmingdale's electronic application system will be accepted. Once you successfully apply you will receive an email as confirmation. Returning applicants may [login](#) to their Farmingdale State College Careers Account to apply for this position. See the [FAQ](#) for using our online system. Please [contact us](#) if you need assistance applying through this website.

Commitment to Inclusive Excellence

Farmingdale State College's commitment to inclusive excellence is an important part of our mission of public education and our culture. At Farmingdale State College, we continue to work on building a community that supports freedom, mutual respect, and civility. We seek others who support these values of diversity and inclusiveness and candidates of all diverse backgrounds who wish to participate in our cultural aspirations are welcome and encouraged to apply.



The College is an Equal Opportunity/Affirmative Action employer and does not discriminate on the basis of race, color, national origin, religion, creed, age, disability, sex, gender identity, sexual orientation, familial status, pregnancy, predisposing genetic characteristics, military status, domestic violence victim status or any other legally protected status.

Pursuant to Executive Order 161, no State entity, as defined by the Executive Order, is permitted to ask, or mandate, in any form, that an applicant for employment provide his or her current compensation, or any prior compensation history, until such time as the applicant is extended a conditional offer of employment with compensation. If such information has been requested from you before such time, please contact the Governor's Office of Employee Relations at (518) 474-6988 or via email at info@goer.ny.gov.

**Farmingdale
State College**
State University of New York

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Farmingdale State College is committed to the principles of non-discrimination and quality of opportunity in all of its personnel procedures and practices. The College recruits, selects, hires, trains and promotes staff and provides benefits without regard to race, sex, age, national origin, religion, marital status, disability, veteran status, or sexual orientation. We seek others who support these values of diversity and inclusiveness, and candidates of all diverse backgrounds who wish to participate in our cultural aspirations are welcome and encouraged to apply. FSC is an AA/EOE/ADA employer.