

Another Source's client, Cal State Fullerton, is recruiting a Vice President of Advancement to join their team in Fullerton, California.

A Defining Leadership Opportunity at a Pivotal Moment

CSU Fullerton invites applications and nominations for the Vice President for University Advancement, a cabinet-level role offering the opportunity to shape the next chapter of philanthropic growth, alumni engagement, and community impact at one of the nation's most influential public universities serving more than 43,000 students.

With the arrival of a new President in 2024 and a strong advancement foundation already in place, this role offers a well-positioned, forward-looking opportunity with real influence, visibility, and legacy potential.

This role offers the opportunity to:

- Partner with a new President during a formative period
- Lead advancement at scale with strong institutional support
- Shape philanthropic strategy that advances student success and social mobility
- Build a visible and lasting legacy at a nationally recognized public university

Why This Role. Why Now.

This is not a turnaround assignment. It is an opportunity to help define direction, strengthen alignment, and elevate ambition during a period of presidential leadership transition and institutional planning. Reporting directly to the President, the Vice President for University Advancement serves on the President's Cabinet and Advisory Board and plays a central role in institution-wide strategy. The incumbent's transition to the Chancellor's Office reflects the caliber of leadership at CSU Fullerton and creates a rare opening to build upon strong momentum while contributing new vision and strategy.

For the right leader, this is more than a career-step; it is a career-defining opportunity.

The Advancement Platform

CSU Fullerton's advancement enterprise is comprehensive, mature, and poised for continued growth.

The Vice President provides executive leadership for:

- Comprehensive fundraising and development
- Alumni relations and engagement
- Government and community relations
- Advancement operations and communications
- Several premier university events
- Oversight of the University's endowment through the Cal State Fullerton Philanthropic Foundation

The Vice President also serves as Executive Director of the Philanthropic Foundation, partnering with an engaged board and managing endowment and operating budgets, while maintaining a personal portfolio of major donors.

Leadership and Collaboration

CSU Fullerton values leadership that is collaborative, ethical, and grounded in inclusive excellence. The Vice President for University Advancement works closely with deans, faculty leadership, shared governance bodies, and senior administrators to advance institutional priorities.

Qualifications and Experience

The successful candidate will bring experience and leadership presence commensurate with the scope and visibility of Cal State Fullerton.

- At least ten years of progressive advancement or development experience, with senior-level leadership exposure; experience with a major or comprehensive capital campaign is highly desirable
- Demonstrated success leading a comprehensive advancement enterprise, preferably in higher education
- Proven ability to build support for annual giving, planned giving, corporate and foundation relations, and major gifts
- A strong track record of cultivating, soliciting, and closing major gifts aligned with institutional priorities
- Experience recruiting, developing, and leading high-performing advancement teams in complex organizations
- Exceptional communication skills with diverse internal and external audiences
- Demonstrated effectiveness as a senior institutional leader, including strategic planning and cross-functional collaboration
- Ability to work productively within a shared governance environment
- Capacity to engage faculty, staff, volunteers, and alumni in advancement efforts
- Working knowledge of advancement systems and data-informed fundraising strategies
- A clear understanding of the strategic role of alumni relations in comprehensive advancement

Compensation & Benefits

Located in Orange County, CSU Fullerton offers access to a dynamic region rich in cultural, professional, and recreational opportunities. Relocation support is available.

Why a Career with Cal State Fullerton

California State University, Fullerton offers a competitive total rewards package as part of the California State University system. CSU benefits are designed to support professional growth, well-being, and long-term financial security, and typically add **30–35% to total compensation**.

Learn more about CSU system benefits:

<https://www.calstate.edu/csu-system/careers/benefits/Documents/employee-benefits-summary.pdf>

Salary Range

The anticipated salary range for this position is **\$274,000– \$342,000**, commensurate with experience and qualifications. Relocation assistance available.

Apply here: <https://careers-anothersource.icims.com/jobs/102300/vice-president-of-advancement---cal-state-fullerton/job?mode=job&iis=Job+Board+or+Association&iisn=AFP>

Another Source works with their clients, on a retained project basis. We are committed to building inclusive candidate pools as we partner with hiring teams. As you read through the job posting and review the list of qualifications (required and/or preferred), please do not self-select out if you feel you do not meet every qualification. No one is 100% qualified. We encourage you to apply and share your story with us.

A background check (including a criminal records check) must be completed satisfactorily and is required

for employment. CSU will make a conditional offer of employment, which may be rescinded if the background check reveals disqualifying information, and/or it is discovered that the candidate knowingly withheld or falsified information. Failure to complete the background check satisfactorily may affect the continued employment of a current CSU employee who was conditionally offered the position.

Equal Employment Statement

The California State University is an Equal Opportunity/Affirmative Action employer committed to nondiscrimination on the basis of age, ancestry, citizenship status, color, creed, disability, ethnicity, gender, genetic information, marital status, medical condition, national origin, race, religion or lack thereof, sex, sexual orientation, transgender, or protected veteran status consistent with applicable federal and state laws. This policy applies to all CSU students, faculty and staff programs and activities. Title IX of the Education Amendments of 1972, and certain other federal and state laws, prohibit discrimination on the basis of sex in all education programs and activities operated by the university (both on and off campus).