



**Dartmouth College**  
**Senior Associate Athletics Director for Development**

**About Dartmouth College**

Established in 1769, Dartmouth College (Dartmouth) is one of the world's great academic institutions. As a private, four-year, liberal arts, coeducational college, Dartmouth's focus is on undergraduate education. But the College is much more – an Ivy League university with graduate schools of business, engineering and medicine as well as 16 graduate programs in the arts and sciences. Located in Hanover, NH, life in the Upper Valley offers scenic views of rugged beauty, brimming with arts and culture. From local farm stands and museums to robust outdoor recreation, one-of-a kind shops, and wonderful food & dining options, Dartmouth provides a vibrant, inclusive learning environment in which to educate the most promising students and prepare them for a lifetime of learning and responsible leadership through a faculty dedicated to teaching and the creation of knowledge.

The 269-acre main campus is home to 4,000+ students, boasting a 7:1 undergraduate student-to-faculty ratio, affording the opportunity for faculty and students alike to respond with research and innovation to the most pressing challenges of our time. Keeping the liberal arts at its core, the impact and influence of a Dartmouth education extends far beyond the region, but to the global community as well, with 80% of students participating in internships in organizations around the world. Dartmouth bridges the arts and sciences; Teaching and scholarship; Learning and leading – all connections thriving at the heart of our academic enterprise.

**About Dartmouth Athletics, Physical Education & Recreation**

Often considered a mecca for the highly motivated student-athlete, Dartmouth student-athletes have a storied history of competing at the highest levels, excelling in NCAA Division I championships across sports such as track and field, basketball, cross country, soccer, skiing, hockey, lacrosse, baseball, and tennis. Nicknamed “The Big Green,” Dartmouth sponsors 35 varsity sports - 16 for men, 18 for women and coed sailing; there are also 35 club and 24 intramural sports as three-quarters of Dartmouth undergraduates participate in some form of athletics. Competing as a member of the Ivy League, the Big Green recently celebrated multiple championships across football, men's hockey, skiing, equestrian, and women's rugby, reinforcing a culture of competitive distinction. The College has invested more than \$100 million in athletic facilities since 2000, reflecting a longstanding commitment to excellence in athletics, physical education, and recreation.

Guided by the leadership of Haldeman Family Director of Athletics and Recreation, Mike Harrity, Dartmouth Athletics has embraced a “Distinctly Dartmouth” framework, co-created with coaches and staff, that emphasizes the core values of tenacity, collaboration, and passion. This values-driven approach informs every aspect of the student-athlete experience, aligning athletic priorities with the academic mission of the College and strengthening the sense of community across campus.

At the same time, Dartmouth has deepened its investment in holistic student well-being through the creation of the Teevens Center for Peak Performance, a new initiative designed to enhance mental wellness, leadership development, and performance science. This innovative resource benefits varsity athletes as well as the broader student body, underscoring Dartmouth's commitment to preparing graduates to excel both on the playing field and in life.

## **Position Overview**

With a dual report to the Vice President for Development and the Director of Athletics and Recreation, the Senior Associate Athletics Director for Development is charged with strategic oversight of Dartmouth's growing athletics fundraising and stewardship program. This pivotal role will develop and execute a strategic plan to inspire new levels of engagement, commitment, and philanthropic support from alumni, parents, and friends, including growth in annual unrestricted, capital, and endowment gifts to support athletics priorities.

The Senior Associate Athletics Director for Development will spearhead initiatives focused on athletics fundraising and track progress toward ambitious goals, while working closely with colleagues across Development—including Principal Gifts, Leadership Giving, Family Giving, and the Dartmouth College Fund—as well as key partners in Athletics such as the Athletics Director, senior administrators, coaches, and the Dartmouth Athletics Advisory Board.

The alignment of Dartmouth Athletics' bold strategic vision, values-based culture, and proven record of athletic achievement provides a compelling platform for philanthropy. The successful candidate will play a critical role in channeling that momentum into transformative resources that elevate facilities, programs, and the student-athlete experience, ensuring that Dartmouth continues to compete at the highest levels while preparing leaders for life beyond athletics.

## **Duties and Responsibilities**

- Provide strategic oversight and leadership for all fundraising activities within Dartmouth Athletics, including annual, major, principal, capital, and planned giving.
- Develop and execute a comprehensive fundraising plan that inspires new levels of alumni, parent, and friend engagement to advance departmental priorities.
- Partner with the Vice President for Development and Director of Athletics and Recreation to align athletics fundraising with Dartmouth's institutional advancement goals.
- Identify, cultivate, solicit, and steward a portfolio of high-level prospects and donors, with a focus on securing six- and seven-figure commitments.
- Collaborate with colleagues in Principal Gifts, Leadership Giving, Family Giving, and the Dartmouth College Fund to coordinate strategy and maximize philanthropic impact.
- Create and market compelling gift opportunities that support capital projects, programmatic initiatives, endowments, and the overall student-athlete experience.
- Serve as a key liaison between Development and Athletics, ensuring strong alignment of fundraising initiatives with departmental values and competitive goals.
- Partner with coaches, athletics administrators, and the Dartmouth Athletics Advisory Board to strengthen donor engagement opportunities and volunteer participation.
- Represent Athletics fundraising in campus-wide advancement initiatives and cross-departmental collaborations.
- Ensure donors experience high-quality stewardship through consistent communication, recognition, and reporting on the impact of their giving.
- Oversee the development of compelling narratives, proposals, and reports that highlight the transformative impact of philanthropy on Dartmouth Athletics.
- Act as an ambassador for Dartmouth Athletics, effectively communicating the College's vision, values, and goals to a broad spectrum of constituents.
- Lead and mentor a team of fundraising professionals, setting clear goals and fostering a culture of accountability, collaboration, and professional growth.
- Monitor progress toward fundraising goals, providing regular analysis and reporting to senior leadership.
- Ensure compliance with College, Ivy League, and NCAA policies and regulations related to fundraising, events, and engagement.

- Model Dartmouth's commitment to diversity, equity, inclusion, and intercultural understanding in all aspects of fundraising and alumni engagement.
- Demonstrate an appreciation for the role of athletics within the context of the Ivy League and Dartmouth's liberal arts mission.
- Maintain flexibility to work evenings, weekends, and travel as necessary to engage donors and represent Dartmouth Athletics.

## Qualifications

- Bachelor's degree required; Master's degree (or equivalent education and experience) preferred.
- Minimum of 10 years of progressive fundraising/development experience, preferably in higher education; proven success soliciting and closing six- and seven-figure gifts.
- Demonstrated ability to recruit, manage, and develop staff and volunteers; experience cultivating advisory boards and volunteer leaders.
- Track record of designing and executing successful fundraising strategies; adept at gift opportunity creation, prospect strategy, and negotiation.
- Exceptional written and verbal communication skills with the ability to present complex information clearly and persuasively to diverse audiences.
- Strong interpersonal skills and collegial, service-oriented approach; ability to earn the confidence of senior leadership, faculty, coaches, alumni, parents, donors, and students.
- Well-refined project management, administrative, and financial planning skills, with attention to detail, initiative, and follow-through.
- Maturity, professionalism, and integrity, complemented by creativity, high energy, and an engaging personality with a sense of humor.
- Appreciation for the role of athletics within the Ivy League and liberal arts context; commitment to diversity, equity, inclusion, and intercultural understanding.
- Willingness to work evenings, weekends, and travel extensively in support of donor engagement and alumni relations.

## Application Process

Dartmouth College invites nominations and applications or expressions of interest to be submitted to the search firm assisting the College. Applications must include a cover letter, resume or curriculum vitae, and list of references. For full consideration, application materials should be submitted to Parker Executive Search's website by September 19<sup>th</sup>, 2025. Confidential review of materials will begin immediately and continue until the appointment is made.

For additional information, please contact:

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