



Stony Brook
University

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Vice President for Advancement

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Stony Brook University has partnered with Lindauer, a global search and talent firm, to conduct this search. To apply, please submit your resume on the [Lindauer website](#).

Please contact the Lindauer team leading this search if you have questions or would like to make a nomination or a referral:

[Faith Montgomery, Executive Vice President](#)
[Andrew Machado, Senior Consultant](#)

The Opportunity

Stony Brook University stands at a defining inflection point. Under the leadership of President Andrea Goldsmith, the University is preparing to launch a bold, ambitious strategic vision that will carry it through one of the most disruptive periods in the history of American higher education — and Stony Brook intends to rise. The momentum is already unmistakable: Over the past three years, the University's endowment has grown from roughly \$400 million to nearly \$1 billion, propelled by transformational philanthropy, including major support from Jim and Marilyn Simons. Stony Brook is the top-ranked public university in New York State, a national leader in social mobility, and, as Long Island's only public academic medical center, a growing force in preventive and community health. What the University has not yet achieved is a national and global reputation to match its excellence and impact, and closing that gap will require visionary leadership from its next Vice President for Advancement.



Reporting directly to President Goldsmith and serving as Executive Director of the Stony Brook Foundation, the Vice President for Advancement will lead the planning and execution of the University's next comprehensive campaign. The role carries a rare mandate: defining the campaign's goals and priorities from the outset, in close partnership with a President who has been clear she will rely on this leader to translate institutional ambition into philanthropic reality. Beyond the campaign, the Vice President will oversee a full portfolio spanning major and principal gifts, annual giving, and alumni engagement, while facilitating strong alignment between the Stony Brook Foundation Board and the University's broader vision.

As a member of President Goldsmith's Cabinet, the Vice President will serve as a critical strategic partner and thought leader — contributing to institutional strategy well beyond fundraising, and helping shape the collaborative, transparent culture the President is building across her senior team. The role also calls for close partnership with academic deans and department chairs to strengthen fundraising capacity across the University's schools and programs.

The ideal candidate will be a bold, dynamic leader who is equally comfortable setting strategy and executing it — an experienced campaign leader with a demonstrated track record of identifying and securing transformational gifts. Higher education advancement experience is strongly preferred, though Stony Brook remains open to accomplished leaders from adjacent sectors who bring compensating strengths. Above all, the successful candidate will bring humility, curiosity, transparency, and strong emotional intelligence, along with the collaborative instincts to elevate colleagues and the courage to offer candid counsel to a President eager for a true partner in this next chapter of Stony Brook's ascent.

Stony Brook University

[Stony Brook University](#), New York's flagship university and No. 1 public university, was established in 1957 as a college for the preparation of secondary school teachers of mathematics and science. Stony Brook is part of the State University of New York (SUNY) system. The first campus was located in Oyster Bay, Long Island, on the grounds of a former Gold Coast estate. In 1962, a new campus was built near the historic village of Stony Brook on land donated by local philanthropist Ward Melville.

The University has grown tremendously and is now recognized as one of the nation's important centers of learning and scholarship, carrying out the mandate given by the State Board of Regents in 1960 to become a university that would "stand with the finest in the country."

Stony Brook Medicine integrates and elevates all of Stony Brook University's health-related initiatives: education, research and patient care. It includes five Health Sciences schools, Medicine, Dental, Health Professions, Nursing and Social Welfare, a Program in Public Health, as well as four hospitals, Long Island State Veterans Home, and more than 200 community-based healthcare settings throughout Suffolk County.

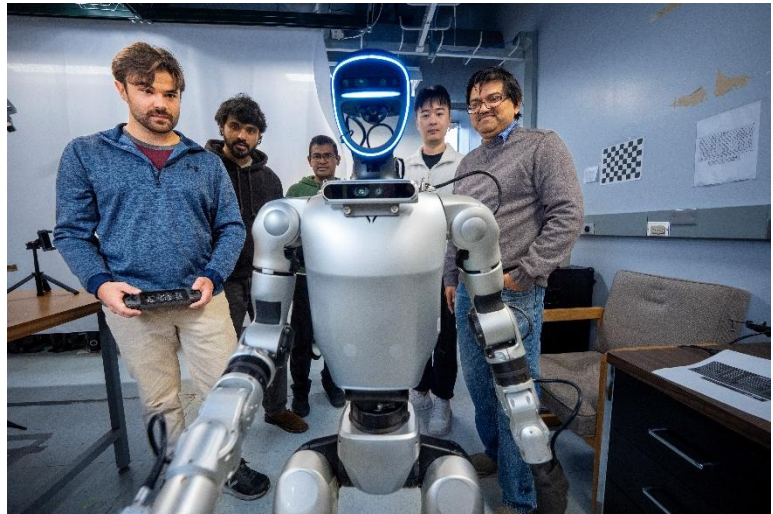
The Stony Brook campus lies about 60 miles east of Manhattan and 60 miles west of Montauk Point on Long Island's North Shore. It is only a short distance to the Atlantic beaches of the South Shore and the vineyards of the East End. Situated on 1,039 acres, Stony Brook University has a four-season climate, tempered by proximity to the Atlantic Ocean and Long Island Sound.



Stony Brook University Mission Statement

The University has a [five-part mission](#):

- to provide comprehensive undergraduate, graduate, and professional education of the highest quality;
- to carry out research and intellectual endeavors of the highest international standards that advance knowledge and have immediate or long-range practical significance;
- to provide leadership for economic growth, technology, and culture for neighboring communities and the wider geographic region;
- to provide state-of-the-art innovative healthcare, while serving as a resource to a regional healthcare network and to the traditionally underserved; and
- to fulfill these objectives while celebrating diversity and positioning the University in the global community.



Stony Brook University's Strategic Plan

At just 69 years old, Stony Brook University has the rare distinction of being one of the youngest universities to stand tall alongside long-established institutions of higher learning. From its beginnings as a small school in a muddy potato field, Stony Brook ascended quickly, building a top-tier public research institution and hospital over the span of just a few decades. Stony Brook University's legacy rests in its persistence to defy the odds.

Now, Stony Brook is designated as a flagship State University of New York (SUNY) institution, recognized as the No. 1 ranked public university in New York State by *U.S. News & World Report*, and a member of the American Association of Universities (AAU). Stony Brook University is clearly hitting its stride as a leader among its academic peers. View President Goldsmith's leadership in developing a bold, ambitious [strategic plan](#).

University Advancement

Stony Brook University [Advancement](#) staff connect and build relationships with alumni, friends, foundations, and corporations to raise funds for Stony Brook University, Stony Brook Medicine, the Long Island State Veterans Home, and related funding priorities that advance the University's mission.

With more than 230,000 alumni, the Advancement staff collaborate with the Stony Brook Alumni Association to help Seawolves sustain a lifelong and meaningful relationship with their alma mater. Stony Brook graduates receive valuable benefits, services, career coaching, and counseling, as well as volunteer opportunities and engaging experiences on campus and around the globe.



Advancement is composed of these major areas:

- **Constituent Experience:** Builds relationships with alumni, parents, faculty, staff, and friends through giving programs and events.
- **Development:** Works with donors to grow resources that support the University's mission and initiatives across all Stony Brook schools, colleges, and Stony Brook Medicine, in addition to areas such as athletics and the Staller Center.
- **Strategy and Administration:** Responsible for Advancement-related operations, including finance, data, gift processing, policies, and project support.
- **Principal Giving:** Partners with donors who are interested in making major, high-impact gifts.
- **Operations and Stony Brook Foundation:** Manages and invests philanthropic funds to support the University.
- **Marketing and Communications:** Tells Stony Brook's story and develops materials that encourage engagement and support.

Vice President for Advancement

The State University of New York at Stony Brook University seeks an experienced, dynamic, and visionary leader and strategist to serve as Vice President for Advancement (VPA). As a member of the University's senior leadership team, the Vice President for Advancement will help shape, advance, and amplify the University's mission, reputation, and strategic priorities.

Reporting directly to the President, the Vice President for Advancement provides executive leadership for all philanthropic, fundraising, and alumni engagement initiatives. This is a role for a bold leader and transformative builder. The VPA will possess broad interests, deep commitment to the ideals of public higher education, and a track record of unquestioned integrity. The next VPA will have the opportunity to build on the existing strengths and culture of a high-performing advancement team to ensure it remains ambitious, and forward-looking. As a strong leader and thoughtful manager, the VPA will advocate for their team, cultivate a robust culture of philanthropy, and possess the vision to lead Stony Brook to its next level of excellence and impact.

The VPA also serves as the Executive Director of the Stony Brook Foundation, a separate 501(c)(3) nonprofit organization.

Core Expectations and Responsibilities

- Serve as a key advisor to President Goldsmith and the President's Cabinet. Work closely and collaboratively with senior academic leaders and administrators to advance Stony Brook's broad vision.
- Envision, articulate, and implement a long-term plan for the University's Advancement program, including setting the stage for and executing the institution's next large-scale comprehensive capital campaign.
- Guide the development of a seamless, comprehensive portfolio spanning annual giving, major and planned gifts, corporate and foundation relations, stewardship, and alumni engagement, ensuring Advancement functions as an integrated ecosystem.
- Build on and create new strategies to engage mission-based philanthropists regionally, nationally, and internationally who believe in Stony Brook's mission and vision.
- Identify, shape, and secure transformational giving opportunities tied to Stony Brook's bold ambitions and strategic priorities.

- Lead the creation and implementation of modern programs that deeply increase alumni affinity and lifelong engagement with Stony Brook.
- Partner collaboratively with college deans, department chairs, and center directors to accelerate their local fundraising success and engagement of donors and alumni locally, across the country, and internationally.
- Lead the creation and implementation of a strategy to inspire transformational giving opportunities at the individual, corporate, and foundation level.
- Partner closely with President Goldsmith and other senior leaders to seamlessly align development activities with University-wide branding, communications, and public relations, creating a unified, compelling case for support.
- Ensure the division is positioned to execute data-informed, cutting-edge strategies.

Qualifications

Required Qualifications

- A Bachelor's degree (BA/BS) from an accredited institution.
- Ten or more years of senior advancement leadership experience, with a proven track record of building, scaling, and modernizing comprehensive development and alumni relations programs.
- Demonstrated success in identifying, personally cultivating, soliciting, and closing seven- and eight-figure transformational gifts.
- Proven experience planning and executing a successful, large-scale comprehensive capital campaign within a complex organizational environment.
- Substantial management experience, with a deep commitment to building diverse teams, establishing a data-driven metrics orientation, and sustaining an inclusive workplace culture.
- Superb analytical and strategic planning skills that can be executed across three distinct levels: institutional (as an active contributor on the President's Cabinet), departmental (as a divisional leader), and individual (crafting creative prospect strategies).

- Exceptional written and verbal communication skills; an ability to passionately articulate complex academic needs, priorities, and achievements to potential donors accurately, understandably, and persuasively.
- Ability to empower, build, initiate, and sustain motivation of a strong staff and to lead by example with internal and external constituencies.
- Knowledge and experience in alumni relations and an understanding of the critical need for both collaboration with the Development team and alignment with the overall mission of the University.
- Superior interpersonal skills with the ability to build trust and educate internal and external stakeholders about the development process.
- Deep listening skills, transparency, and high visibility within the University community, and an unyielding commitment to the highest standards of character.
- Ability to operate effectively, flexibly, and collegially in a complex organizational environment.

Preferred Qualifications

- An advanced degree (Master's or Doctorate).
- Experience with, and strategic knowledge of, academic medical center and clinical healthcare fundraising.
- Previous experience managing or operating within an independent university foundation (501(c)(3)) and navigating public-private institutional dynamics.
- Familiarity with the unique political and legal frameworks that exist within a public university.

Visit [Why Work at Stony Brook University](#) to learn about the total rewards offered.

Stony Brook University is committed to excellence in diversity and the creation of an inclusive learning and working environment. All qualified applicants will receive consideration for employment without regard to race, color, national origin, religion, sex, pregnancy, familial status, sexual orientation, gender identity or expression, age, disability, genetic information, veteran status, and all other protected classes under federal or state laws.

Leadership

Andrea Goldsmith, PhD

PRESIDENT

Andrea Goldsmith is the seventh president of Stony Brook University, a research flagship of the State University of New York system and the number one public university in New York State. Appointed in August 2025, President Goldsmith also oversees Stony Brook Medicine, Long Island's premier academic healthcare system; co-chairs Brookhaven Science Associates, which manages Brookhaven National Laboratory for the U.S. Department of Energy; and chairs the board of the New York Climate Exchange, a historic partnership anchored by Stony Brook University to build an international climate solutions center on Governors Island.



With more than three decades of experience in university leadership, teaching and research, President Goldsmith has consistently driven transformational impact and excellence. She served as dean of engineering and applied science at Princeton for five years and spent 21 years on Stanford's engineering faculty. Her research in wireless communications translated into new technologies and two successful start-up companies where she served as chief technology officer: Plume Wi-Fi and Quantenna Communications. Today, she lends her expertise as a board member of Intel (INTC) and Crown Castle Inc. (CCI).

A champion of access, opportunity and upward mobility, President Goldsmith attributes her entire public-school journey — from grade school through graduate school — as the foundation of her professional success. She earned her bachelor's, master's and doctoral degrees at the University of California, Berkeley.

How to Apply

Lindauer, a global search and talent firm, has been retained to conduct this search on behalf of Stony Brook University. Consideration of candidates will continue until the position is filled.

If you are interested in applying for this position, please submit a resume through the [Lindauer website](#).

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