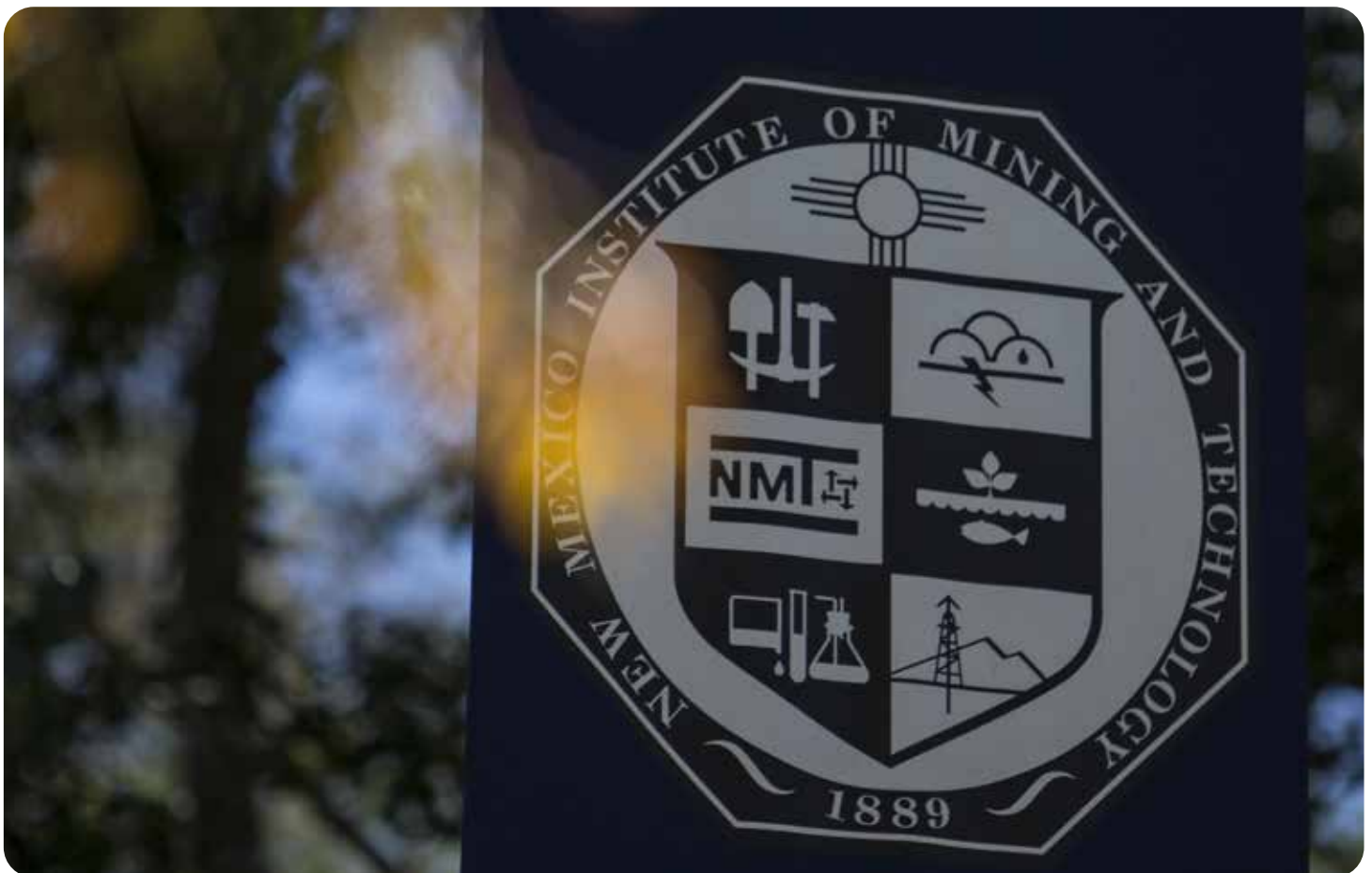


Vice President of University Advancement

Position Profile



The Opportunity

New Mexico Tech (NMT) seeks an exceptional leader to serve as Vice President of University Advancement. This pivotal role will shape the university's future through strategic leadership of its advancement efforts. The VP will be instrumental in driving NMT's strategic vision in fundraising, alumni engagement, marketing and communications, and operational excellence—thereby enhancing the university's growth, visibility, and impact.

Reporting directly to the President and serving as a key member of the senior leadership team, the VP will develop and implement strategies that elevate the advancement enterprise. This includes fostering a collaborative and inclusive culture, leading a unified marketing and communications strategy to enhance NMT's reputation, expanding research initiatives, supporting faculty, assisting the President with government relations at the state and federal levels, and supporting athletic programs via targeted fundraising efforts. The role demands a proven leader with a strong track record in fundraising, campaign management, strategic communications, and navigating organizational change.



About New Mexico Tech

Founded in 1889 to support the mining industry and bolster New Mexico's economy, New Mexico Tech has evolved from the New Mexico School of Mines into a nationally recognized research university specializing in science, technology, engineering, entrepreneurship, and mathematics (STE²M). For over 135 years, NMT has remained at the forefront of education, innovation, and applied research, offering degrees from associate to doctoral levels and housing numerous pioneering research centers. A federally designated Hispanic Serving Institution, NMT maintains a small but impactful campus of 1,565 degree-seeking students (as of Fall 2023), fostering close collaboration among students, faculty, and external partners. With expertise sought by national laboratories, federal agencies, the White House, and industry leaders, NMT's research spans diverse fields such as hydrology, astrophysics, explosives engineering, atmospheric physics, and cybersecurity. Known for its hands-on, experiential approach to learning, NMT empowers students to engage in real-world research, fieldwork, and high-level competitions like Mini Baja and NASA Lunabotics. Its renowned facilities include the Energetic Materials Research Testing Center, Petroleum Recovery Research Center, Magdalena Ridge Observatory, Langmuir Laboratory for Atmospheric Research, and the National Cave and Karst Research Institute.

Role Overview

The Vice President of University Advancement will lead all aspects of NMT's fundraising initiatives, alumni relations, donor engagement, marketing and communications, and advancement operations. The VP will also serve as a key advisor to the President on external affairs, playing an active role in legislative and government relations. Collaborating closely with the President and senior leadership, the VP will ensure that advancement strategies align with the university's mission and priorities. A critical component of the role involves developing innovative, integrated approaches to expand and sustain NMT's advancement efforts.

Key Responsibilities

- **Strategic Leadership:** Partner with the President and senior leadership to assess and enhance the effectiveness of the university's advancement enterprise, ensuring alignment with institutional goals and long-term vision.
- **Fundraising and Engagement:** Lead the Advancement and Alumni Relations teams to promote lifelong engagement and secure philanthropic support. Develop and implement integrated fundraising strategies that reflect university priorities.
- **Marketing and Communications:** Oversee the university's comprehensive marketing and communications strategy to elevate NMT's brand, reputation, and image. Ensure consistent and effective messaging across digital platforms, media relations, and internal communications.
- **Government and External Relations:** Support the President in building and maintaining relationships with elected officials, government agencies, and community partners. Help coordinate the university's legislative priorities and advocate for funding and policy initiatives that benefit NMT.
- **Collaboration and Team Development:** Cultivate a high-performing, collaborative environment that values diverse perspectives, encourages innovation, and supports professional development.
- **Data-Driven Decision-Making:** Utilize modern analytics to implement performance metrics and assessment tools, enabling data-informed decision-making and continuous improvement.
- **Budget Management:** Plan and manage the advancement and communications budget, ensuring effective use of resources aligned with strategic goals.
- **Donor Stewardship:** Personally cultivate, solicit, and steward a select portfolio of high-level prospects, fostering meaningful relationships with major donors, alumni, and institutional partners.
- **Campaign Leadership:** Direct annual giving efforts and major fundraising campaigns, including planning and execution of capital and comprehensive campaigns.
- **University Representation:** Serve as a key ambassador for NMT at public and external events, representing the university's values and strategic priorities with integrity and professionalism.

Required Qualifications

- A minimum of 10 years of progressive leadership experience in fundraising, with significant expertise in higher education advancement.
- Demonstrated success in leading marketing and communications initiatives that elevate institutional visibility.
- Proven ability to lead teams, manage change, and oversee large-scale fundraising and communications efforts.
- Strong interpersonal, political, and communication skills with a demonstrated ability to engage stakeholders across diverse constituencies.
- Experience navigating complex organizations and working effectively under pressure.
- Required: BS/BA. Preferred: MA/MS.
- Valid driver's license and willingness to travel as required.

Preferred Qualifications

- Knowledge of best practices in fundraising, strategic communications, and higher education advancement.
- Demonstrated success in managing comprehensive campaigns and strategic initiatives in a university or similarly complex environment.
- Proven ability to cultivate relationships with public officials, policymakers, and community leaders.
- Exceptional organizational skills, attention to detail, and execution-focused mindset.
- Ability to use analytics to inform strategy, assess performance, and refine operational models.
- Outstanding written and verbal communication skills, with the ability to serve as a persuasive spokesperson and advocate

Work Location: This position is located at the main campus in Socorro, New Mexico. NMT offers a picturesque, collaborative environment in the heart of the Southwest. Relocation assistance will be available for qualified candidates.



About New Mexico Tech

NMT was founded in 1889 to train engineers to support the mining boom town of Socorro and to boost the state economy. The New Mexico School of Mines opened on Sept. 5, 1893, with one building, two professors, and seven students. The school incrementally expanded over the eras and changed its name to New Mexico Institute of Mining and Technology in 1951.

For some 135 years, NMT has been at the pinnacle of science, technology, engineering, entrepreneurship, and mathematics (STE²M) education, research, innovation, and entrepreneurship. NMT offers degrees and certificates from associate to doctoral levels, houses numerous pioneering research centers, and is a federally designated Hispanic Serving Institution.



A small but mighty campus of 1,565 degree-seeking students in fall 2023 (1,112 undergraduates and 453 graduate students), New Mexico Tech collaborates and offers expertise to industry partners, national labs, government agencies, the White House, and academic institutions. NMT research spans hydrology and astrophysics, petroleum recovery and explosives engineering, atmospheric physics and materials engineering, cybersecurity and management, and more.

A learn-by-doing campus, NMT equips classrooms with state-of-the-art technology, allowing faculty, staff, and students to conduct real-world, collaborative research that addresses industry needs and pioneers new advancements. Students regularly participate in rigorous experiential learning, challenging fieldwork, and demanding internships with top firms. They also excel at prestigious national competitions, such as Mini Baja and NASA Lunabotics.

New Mexico Tech research divisions work on seminal projects that expand the reach of science and technology. Renowned facilities include the [Energetic Materials Research and Testing Center](#), [Petroleum Recovery Research Center](#), [Magdalena Ridge Observatory](#), [Langmuir Laboratory for Atmospheric Research](#), [Playas Research and Training Center](#), [Institute for Complex Additive Systems Analysis](#), [New Mexico Bureau of Geology and Mineral Resources](#), and the [National Cave and Karst Research Institute](#), among others.

Over the decades, faculty have contributed significantly to areas such as atmospheric electricity, atmospheric physics, and groundwater hydrology. Current faculty are also making impactful contributions in bioinspiration in aerospace and drone technologies, mammalian DNA repair, and cybersecurity, among others.

NMT's research portfolio exceeds \$300M, with annual research awards approaching \$50M. NMT boasts more than 60 patents and patents pending worldwide, including innovations like the nicotine patch. Each year, NMT's faculty, staff, and students garner over \$130 million in grants and contracts; non-taxpayer research expenditures average \$75,000 per student; and the average research per faculty member is \$800,000. This level of research output is what a 30,000-person research campus strives for and takes enormous pride in.

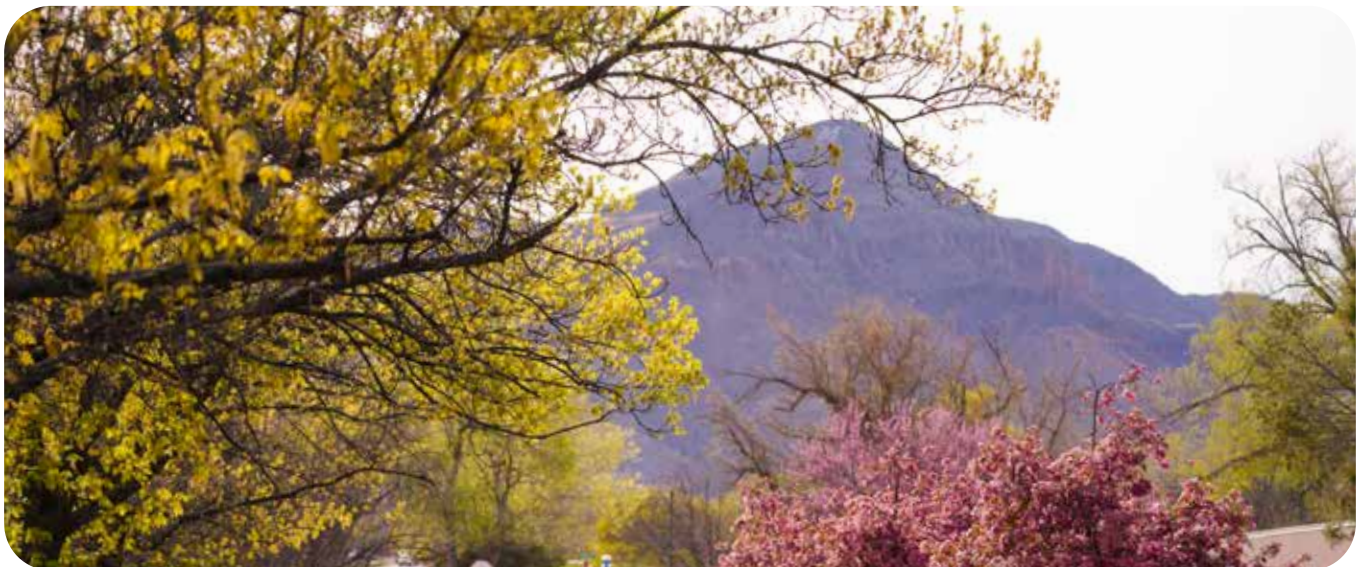
NMT has trained more than 700,000 workers in Homeland Security, police, and other security-related agencies. New Mexico Tech also conducts top-secret research and serves the nation through training and research programs that involve the Dept. of Defense, Air Force, Army, and other branches of U.S. military.

NMT alumni secure influential positions with major employers such as Abbott Laboratories, Apple, Bank of America, Brookhaven National Laboratory, Chevron, ConocoPhillips, ExxonMobil, Halliburton, Honda, Intel, Lockheed Martin, NASA, Raytheon, Sandia National Laboratories, and many more giants in the field. NMT alumni salaries are higher than those at competitor schools, averaging \$65,800 for early career and \$124,500 for mid-career. NMT's alumni network exceeds 11,000 members.

Majestic mountains overlook NMT's beautiful, rural, 320-acre campus. Facilities also include a manicured 18-hole golf course (open to the public). Its Macey Center hosts a well-attended performing arts series along with an art gallery. The NMT student esports and rugby club teams recently won national championships. There are outdoor adventures galore nestled amid nearby breathtaking mountains. Big-city attractions in Albuquerque are a quick 75-mile drive north. Santa Fe is 139 miles away from Socorro.

NMT takes pride in extensive community outreach, hosting popular events like a robotics demolition derby for 6th-12th graders and a weeklong summer science, technology, engineering, and mathematics program for high school students.

NMT regularly ranks high as a top public college in the West (*U.S. News & World Report*), public universities for percentage of bachelor's students who earn a doctorate (National Science Foundation), and as one the best Hispanic-serving universities in America (Niche.com).



Mission Statement

New Mexico Tech leads education and research in science, technology, engineering, entrepreneurship, and mathematics (STE²M) for New Mexico.

- We educate a diverse student body in foundational and collaborative student focused programs.
- We expand the body of knowledge through cross-disciplinary, culturally relevant, and challenging discourse in an inclusive setting.
- We forge scientists, engineers, and leaders for the future.
- We pioneer innovation through leading-edge research and creativity, and entrepreneurship.
- We serve the public through research, scientific knowledge, economic development, and (STE²M).



Vision

To be an inclusive, distinguished, and vibrant community of scholars dedicated to education, research, and innovation to meet the science, technology, engineering, entrepreneurship, and mathematics (STE²M) challenges of tomorrow.

Institutional Values

New Mexico Tech has defined the following enduring, guiding principles for its continued growth and development as a quality STE²M institution of higher education.

- **Research**
 - Groundbreaking transdisciplinary research that generates knowledge and innovative design for science and engineering and solves challenging and complex problems, driven by a relentless commitment and focus by faculty, students, and research staff.
- **Integrity**
 - Maintaining the highest standards of academic and professional ethics, fairness, and honesty in all endeavors, and being responsible members of the NMT community.
- **Creativity**
 - Creativity is integral to all our teaching, research, and business processes and is driven by curiosity, adaptability, and resourcefulness, requiring imagination, vision, risk-taking, and diligence.
- **Lifelong Learning**
 - Lifelong learning skills are developed through a rigorous curriculum, a challenging educational experience with a foundation of critical thinking and problem-solving, invigorating research, and significant professional development that prepare students, faculty, and staff for continuing individual and career growth.

- ***Excellence***
 - High-quality education and research drive excellence in all aspects of our mission.
- ***Economic Prosperity and Technological Development***
 - STE²M education, research, technical assistance, and technology transfer are drivers of economic prosperity and technological development in the state, nation, and the world; continuous faculty, researcher, and staff professional development programs and outreach initiatives for underrepresented communities to pursue STE²M careers are hallmarks for the future.
- ***Integrated Planning and Decision-Making***
 - Openness, fairness, collaboration, and stakeholder input in university operations are driven by accurate and reliable data made available to the campus community.
- ***Collegiality and Collaboration***
 - Positive energy, performance, and support from a collegial and collaborative environment contribute to the advancement of our students, our colleagues, and our institution.

Strategic Plan

To provide an outstanding educational and research experience to our students, NMT is committed to:

- ***Empowering Student Success:*** Empower our students to reach purposeful academic and career goals through a university culture focused on providing a comprehensive STE²M education while nurturing students to succeed at NMT and beyond.
- ***Enriching Engaged Learning:*** Enhance undergraduate and graduate STE²M education through increased opportunities for active learning within and outside of the traditional classroom.
- ***DEI Driven Excellence:*** Proactively integrate diversity, equity, and inclusive (DEI) excellence into the fabric of NMT, including academics, leadership, decision-making, day-to-day operations, community engagement, and organizational cultures.
- ***Amplifying Research Innovation:*** NMT will amplify research innovation to meet the challenges of tomorrow through education, transdisciplinary collaboration, and entrepreneurship. Engaged researchers will expand the reach and impact of NMT innovation in the service of New Mexico, the region, nation, and society.
- ***Energizing Community:*** NMT will serve the public through research, scientific knowledge, economic development, and STE²M outreach, which benefit Socorro and communities throughout New Mexico. NMT will commit to strengthen the bonds with Socorro and surrounding areas by cooperatively developing an open and inclusive identity and a common vision to build a more vibrant and resilient community.
- ***Financial Resilience:*** Through an open and inclusive budgeting process, expand and diversify funding sources and opportunities to ensure the ongoing viability of delivering the mission of the Institution.

For more information about New Mexico Tech, please visit: <https://nmt.edu/>.

About the City of Socorro

Located about 75 miles south of Albuquerque, Socorro is nestled in the Rio Grande Valley at an elevation of 4,579 feet. The former mission town is now a hub for technology, history, and scenic beauty. Socorro is home to a wide array of art, music, theater, golfing, biking, hiking, rockhounding, rock climbing, and gallery hopping as well as wildlife refuges, radio telescopes, a mineral museum, university, historical mission church, and robust performing arts series.

Home to approximately 9,000 residents and ample attractions, Socorro is a town that perpetually earns its good reputation. With abundant leisure activities, a reasonable cost of living, and moderate climate, Socorro residents enjoy its safe and friendly small-town feel, short commutes, and plentiful reasonably priced housing.

Founded in 1598, Socorro is rich in history and offers a vibrant culture. Today the town serves as a charming example of placemaking excellence, preserving its Indigenous and Spanish heritage while earning acclaim as a center for science and technology. In Socorro's historic district, which is home to one of New Mexico's 13 designated state scenic byways and centered on a plaza, the Elfego Baca Heritage Park tells the story of the town through an art wheel and a series of interpretive monuments. The historic San Miguel Catholic Church continues to operate as one of the oldest Catholic churches in the nation and an enduring example of Mission-style architecture. Socorro also has a lovingly restored movie theater that shows first-run releases.

Nature lovers are drawn to Socorro and the surrounding area for its scenic beauty, fascinating wildlife, and outdoor recreation. During the winter, the Bosque del Apache National Wildlife Refuge is home to bald eagles and thousands of sandhill cranes and snow geese. Also, located just five miles from Socorro, Box Canyon is a popular site for camping, hiking, and rock climbing and attracts both locals and knowledgeable visitors.

For more information about Socorro, please visit: <https://www.socorronm.gov/>.



Nomination & Application Process

Compensation

Salary will be competitive and commensurate with qualifications and experience.

How to Apply

The review process begins on April 21, 2025. For full consideration, please apply by April 18, 2025. NMT will continue to accept applications until the position is filled.

Interested candidates should submit the following materials:

- A letter of interest that clearly states the applicant's qualifications for the position
- A current résumé/curriculum vitae

We kindly request that all application materials be submitted as separate PDF attachments. The search process will be conducted with strict confidentiality for all candidates until finalists are selected.

To submit your application, please upload your materials using the secure NMT file link:

[Upload Application Materials](#)

For questions regarding the application process, please contact:

Jessica Dennis

Human Resource Coordinator

(575) 835-5370

jessica.dennis@nmt.edu

For questions about the position or search process, please contact:

Vanessa Grain

Chief Executive Assistant to the President

(575) 835-5600

vanessa.grain@nmt.edu

New Mexico Tech (NMT) is an Equal Opportunity/Affirmative Action institution that is committed to providing equal access to its programs, facilities, and employment for all people. This policy applies to students, employees, applicants, vendors, visitors, and guests. NMT prohibits discrimination and harassment based on the following protected characteristics: race, age, religion, color, national origin, ancestry, sex, sexual orientation, physical or mental disability, serious medical condition, spousal affiliation, gender identity, genetic information, pregnancy, and veteran status.

