

Albert J. Novak Jr.



Albert Novak Jr., Consulting Vice President, brings over 30 years of experience in development and advancement offices at higher education institutions. As part of the firm's Teaching + Coaching practice area, he coaches clients on the core competencies of major gift fundraising and provides both group and individualized feedback to bolster fundraising outcomes.

Albert currently serves as the Vice President and Chief Development Officer of Excelsa Health, a not-for-profit health system that is the sole provider of health care in Westmoreland County, Pennsylvania. In this role, Albert acts as the lead fundraiser for Excelsa and the chief administrative officer for two of the system's supporting foundations. He is currently overseeing the final phase of Excelsa's current campaign, which has already surpassed its \$10 million goal.

Prior to Excelsa, Albert served as the Vice Chancellor for Institutional Advancement at the University of Pittsburgh. During this time, he led all university advancement and alumni programs, managing a staff of 140 people and a budget of \$15 million. He planned and successfully led the largest campaign in Western Pennsylvania history, exceeding the original \$2 billion goal by an additional \$135 million. In addition, he improved the overall daily functioning of the department by establishing a metrics-based career ladder for major gifts officers and modernizing the advancement database.

At the University of Pittsburgh, Albert also served as the Associate Vice Chancellor for Corporate and Foundation Relations. Before that, he served as the Director of Corporate and Foundation Relations at Carnegie Mellon University. In both of these roles, Albert helped establish and develop foundation and corporate gift, grant, and stewardship objectives and facilitated open communication channels between multiple offices in the school.

Earlier in his career, Albert served as Director of Development for the former School of Urban and Public Affairs (now H. John Heinz III School of Public Policy and Management) at Carnegie Mellon University. He began his career at Saint Vincent College as a Development Officer in Annual Fund and Special Gifts.

Albert holds a Bachelor of Arts in Communications from Saint Vincent College and a Master of Public Management from Carnegie Mellon University's H. John Heinz III School of Public Policy and Management. He is a member of the Association for Healthcare Philanthropy and has presented at Council for the Advancement and Support of Education (CASE) conferences on fundraising analytics, diversity in the workplace, and fundraising leadership.