

## Glen Jack



Glen Jack, Vice President, serves our higher education clients utilizing over 30 years of experience in nonprofit development, operations, and programming, including over a decade in development at higher education institutions.

Glen most recently served as the Assistant Vice President for Principal Gifts at Pennsylvania State University. In this role, was responsible for refocusing the department's strategy on securing principal gifts of \$5 million or more, including the successful closure of a \$30 million gift. Glen provided lead staff support to develop the case statement for the current \$1.6 billion campaign, *A Greater Penn State for 21<sup>st</sup> Century Excellence*.

Prior to Penn State, Glen served as Vice President for Constituent Programs at the Florida State University Foundation, where he served as lead fundraiser and manager of all academic units at the University. He helped fundraisers and unit teams craft campaign plans that led to progress toward achieving a \$1 billion campaign goal. During his tenure as Executive Director of Leadership Gifts at the University of Rochester, Glen developed the framework and plan for the implementation of a comprehensive Leadership Gift Office.

Glen began his career in development in higher education at the University of Michigan, College of Literature, Science & the Arts as the Director of Development and the Southeast Regional Director. He has also served as the Associate Dean for Development at the University of Virginia, College of Arts & Sciences, as well as the Assistant Vice President for College Advancement at the University of Rochester, College of Arts, Sciences, and Engineering.

In the nonprofit space, Glen has served as Executive Director of the Michigan AIDS Fund as well as Executive Director of Camp Fire Boys and Girls Wathana Council. In both of these roles, he provided oversight for grantmaking, programmatic, and fiscal oversight to these organizations. Early in his career, Glen held a variety of positions as part of the United Way System, including Vice President of Heart of West Michigan United Way. During his 13 years at United Way, he worked in many areas, such as campaigns, planning, community development, and operations.

Glen holds a B.A. in Political Science from the University of Michigan.