

Zanjani _Bio/Summary

Mellissia M. Zanjani Bio

Dr. Mellissia M. Zanjani, CFRE is currently vice president for institutional advancement at Lincoln University. Previously, she served as vice president for institutional advancement at University of Pittsburgh Johnstown and Georgian Court University. Zanjani also served as vice president for institutional advancement and foundation executive director for Mercer County Community College, Tacoma Community College, and Harford Community College. Zanjani began her career in student development as the program director and student advisor in the office of minority affairs at Towson University. Driven by a passion for healthier communities and regional economic development, Dr. Zanjani then became the regional director of program affairs for the American Lung Association of New Jersey where she developed workplace and community programs for lung health as well as fundraised critical funding for communities in need. In addition to her fulltime position, she also serves as an adjunct instructor teaching public relations when time permits.

She holds a doctorate in community college leadership and adult higher education from Oregon State University, a master's degree in human resources from Towson University, and a bachelor's degree in political science/psychology from Chatham University. She holds the Certified Fundraising for Executives (CFRE) designation since 2000. Zanjani has worked in higher education and not for profit organizations for more than 25 years. In each role, she brings a profound and unwavering passion for providing accessible, quality education for student access and student success.

Melissia M. Zanjani

EXECUTIVE SUMMARY

Accomplished executive who brings more than 25 years of a blend of experience with community colleges, universities, and not for profit agencies. Key areas of expertise include external relations, fundraising, communications, marketing, alumni relations, program development, institutionally related foundations, strategic planning, institutional assessment and outcomes, public speaking, human resources, diversity, student recruitment and retention. Through comprehensive strategies, connections and tactics, have raised over \$100 million dollars from public and philanthropic sources in support of workforce and economic development, scholarships, technology and facilities.

EDUCATION AND CERTIFICATION

- Ph.D., Community College Leadership and Adult Higher Education, Oregon State University, Corvallis, OR June 2012
 - Dissertation Topic: Understanding and Enhancing Successful Conflict Management by Community College Presidents
- MS, Human Resource Development, Towson University, Towson, MD May 1992
- BA, Political Psychology, Chatham University, Pittsburgh, PA May 1990
- CFRE, Certified Fundraising Executive, Baltimore, MD Since 2000

EXPERIENCE

Lincoln University, Lincoln University, PA 5/14/18 – Present
Vice President for Institutional Advancement

- Oversee and implement comprehensive marketing, communications, public relations, web development, programs and diversify funding streams in support of student access and student success.
- Launch inaugural institutionally related foundation to expand public/private partnerships.

University of Pittsburgh at Johnstown, Johnstown, PA 3/1/16 – 5/1/18
Vice President of Institutional Advancement University of Pittsburgh at Johnstown

- Strengthened the total fundraising program and provide support for faculty grant writing to address local, and national social and economic needs.
- Served as Adjunct instructor for public relations.

Georgian Court University, Lakewood, NJ 3/1/13 – 2/29/16
Vice President for Institutional Advancement

- Led the overall revenue diversification strategy to include conferences and special events, fundraising, and philanthropic and public grants.
- Led the expansion of the McAuley Institute for Lifelong Learning (MILL).

Zanjani_Resume Summary

Mercer County Community College, Trenton, NJ

7/6/09 – 2/28/13

Vice President for College Advancement and Foundation Executive Director

- Oversaw development of a comprehensive strategy for external relations and strategic partnerships with government, nonprofit, and business entities, local community members and organizations, and key international representatives.
- Served on investment, finance, budget, and executive committees.
- Oversaw organizational events to promote local needs at federal, state, and county levels.

Tacoma Community College, Tacoma, WA

12/1/03 – 6/30/09

Vice President for Institutional Advancement and Foundation Executive Director

- Provided senior level leadership for the implementation of an integrated advancement function for the annual, major/capital, and planned giving campaigns.
- Wrote and co-presented development of two new courses to faculty curriculum committee.

Harford Community College, Bel Air, MD

3/14/98 – 11/30/03

Director for Development and Alumni/ae Relations

- Organized and implemented three capital and major gifts campaigns totaling more than \$9M in support of technology, endowment, scholarship, and capital needs.
- Coordinated with continuing education and workforce unit to develop and recommend proposals for new programs.

American Lung Association of New Jersey, Fairfield, NJ

9/1/93 – 2/28/98

Regional Program Director

- Directed all aspects of the daily operations of the regional office including budgetary oversight, staff supervision, and programmatic development for eight county service area.
- Assisted over 1000 people with smoking cessation in workplace environment.

Towson University, Towson, MD

6/1/91 – 8/15/93

Program Director and Student Advisor

- Recruited and retained minority students through the Community Enrichment and Enhancement Program (CEEP) for at risk students.
- Assisted human resources on matters about diversity and inclusion planning and conducted workshops.

SELECT COMMITTEE SERVICE

- Strategic Enrollment Management
- Financial Aid and Scholarships
- Facilities Master Planning
- Institutional Effectiveness and Accreditation
- Strategic Planning and Budgeting

Zanjani_ Leadership Philosophy

Mellissia Zanjani's Leadership Philosophy Statement

As a former adjunct faculty member who taught public relations and communications, I follow a leadership philosophy that is one of continuous learning and teaching. I am a skilled and charismatic presenter who continuously seeks learning opportunities to help students from diverse backgrounds to reach beyond themselves in their understanding, knowledge, and application of the curriculum. Relatedly, the opportunities to teach and learn are an ongoing process whereby the audience of students can reveal themselves as direct reports, as well as with my colleagues in cabinet, trustee, alumni, community, and workforce boards. Each and every moment presents the opportunity to do and be better. I purposefully work to use each opportunity to strategically plan and execute measured risk taking strategies that can yield exceptional returns on investments of time, treasure, and talent.

My deep passion for the business of higher education is also demonstrated in my work with faculty, program chairs, and the provost to fund and grow programs. For example, during my tenure at Mercer County Community College, I worked very closely with the provost/dean and other academic faculty members to develop the fashion merchandising program. As part of the program, I co-created the case and related sense of urgency to raise funds from government and philanthropic sources.

Change and its management provides an opportunity to engage in purposeful and productive dialogue that often leads to creative and powerful solutions that can better serve the constituency, and when we deliberately engage in focusing on the program, product, or promotion, then we yield enhanced results for the people. It is critical that we collectively engage with one another to help students earn academic and workforce credentials that can be practically applied to change lives.