

## **LAWRENCE (LARRY) M. LADUTKE**

New Jersey City University  
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### **EXPERIENCE**

#### **New Jersey City University (NJCU), Jersey City, NJ**

Head of Advancement Services (exact title pending) 2022

Prospect Research, Manager 2020-2021

Coordinator of Prospect Research 2008-2020

- Identified prospective individual, corporate, and foundation donors with substantial giving capacity and affinity for the University's mission of providing quality education to a diverse body of economically disadvantaged students.
- Managed the portfolios of up to five gift officers and several senior administration officials to ensure compliance with the prospect management lifecycle.
- Conducted in-depth research on existing and prospective donors to enable gift officers and senior administration officials to successfully solicit and steward major gifts.
- Performed research to identify and help recruit candidates for the NJCU Foundation Board of Directors and various advisory boards, as well as honorees for galas and commencement.
- Performed due diligence research to protect the interests of the University and the Foundation.
- Created and implemented policies and data standards for Raiser's Edge.
- Identified missing or incomplete data and worked to correct these problems.
- Developed and implemented procedures for the regular importation of alumni and faculty/staff data from the University's PeopleSoft databases.
- Created procedures for importing outside sources of data, such as guest lists and wealth screening results from outside vendors.
- Built and ran a wide range of queries and exports in Raiser's Edge and organized information for easy use and presentation by gift officer and administrators.
- Used intermediate SQL skills for reporting purposes.
- Tracked and reported improvements to procedures and the data.
- Supervised Gift Processor and student workers.
- Trained colleagues on the use of Raiser's Edge.
- Managed access to Raiser's Edge.
- Evaluated outside vendors for research and data improvement services.
- Compiled news and data about successful alumni and other constituents for use in promotional materials.
- Maintained confidentiality.

**Amnesty International USA (Volunteer)**

El Salvador Country Specialist (2006-Present)

New Jersey Legislative Coordinator (2005-Present)

**EDUCATION**

**CUNY Graduate Center, New York, NY**

Ph.D. in Political Science, 3.80 GPA, 2002 (M.A. in 1995; M.Phil. in 1996)

Inaugural recipient of the Athena Pollis Human Rights Dissertation Award

**Rutgers University (Rutgers College), New Brunswick, NJ**

B.A. Cum Laude in Political Science (with a minor in Spanish), 3.80 GPA, 1991

Phi Beta Kappa and Pi Sigma Alpha, the Political Science Honor Association