

## **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

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.

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

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 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.

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