

School of Business
D'Amore-McKim
Northeastern University

Associate Dean for Development
Boston, MA

The D'Amore-McKim School of Business at Northeastern University (DMSB) seeks a highly motivated and entrepreneurial fundraising professional to serve as Associate Dean for Development and provide strategic direction, leadership and oversight for the College's comprehensive fundraising program and alumni activities. Bolstered by the accomplishments realized during the [Northeastern Empower Campaign](#) – an effort that raised \$1.4 billion to prepare exceptional student leaders, recruit world class faculty, and ignite innovations in emerging fields and industries – the Associate Dean will elevate and guide the College's philanthropic efforts to new levels of success.

Under the inspirational leadership of [Dr. Raj Echambadi](#), the inaugural Dunton Family Dean of the D'Amore-McKim School of Business, the College is on an ambitious trajectory to continue its philanthropic success by significantly increasing its principal gifts and alumni relations efforts. Dean Echambadi is dedicated to expanding donor engagement and creating relevant, intellectually-driven alumni programming that illustrates D'Amore-McKim's new mission to chart the path of cutting-edge and innovative business schools in the 21st century.

Reporting into the Dean, and working closely with the Associate Vice President for Development in the Office of University Advancement, the Associate Dean will bring support to the Dean's vision of re-imagining the MBA program, broadening opportunities for student entrepreneurship and innovation, pursuing multi-disciplinary initiatives, attracting top faculty and quality students, building upon Northeastern's strengths in global experiential learning, and finding synergies with other units in the University system.

As the chief development officer for one of Northeastern University's most prominent schools, the Associate Dean will lead a staff of six and collaborate with colleagues in central development, including those in principal gifts, corporate and foundation relations, gift planning, alumni relations, and annual giving. They will staff Dean Echambadi as a principal fundraising resource while offering recommendations into university-wide development plans and how the strategic priorities of DMSB can be leveraged to engage top prospects for Northeastern University. The Associate Dean will also build meaningful relationships with members of the DMSB Board and the Dean's Executive Council (DEC).

NORTHEASTERN EMPOWER CAMPAIGN

In 2012, Richard D'Amore, BA'76, and Alan McKim, MBA'88—inspired by President Joseph E. Aoun's vision and the university's momentum—made the largest philanthropic investment in Northeastern's history: a combined \$60 million gift, through which the business school was renamed. D'Amore and McKim served as co-chairs of the Northeastern Empower Campaign while their gift helped set the stage for Empower's success. More than 100,000 individuals and over 3,800 organizations made gifts to Empower, and donors hailed from a total of 110 countries. Empower supported more than 2,100 total funds for areas such as financial aid, research, athletics, faculty, and student projects. Northeastern hosted events across the country and the world—from Boston, New York, and San Francisco, to London, Hong Kong, and Dubai—to engage with members of the university community and share Northeastern's bold vision for the future.

Taking a holistic approach in examining DMSB's past and current fundraising structure and success, the Associate Dean will chart an aggressive roadmap for the future, designing a fundraising strategy reflective of DMSB's philanthropic capacity and providing the motivation and leadership necessary to empower the staff in achieving this goal. Looking ahead, multidisciplinary programming and research will be an area of focus for DMSB, in addition to scholarships, professorships, and fostering support for the [Center for Entrepreneurship Education](#) including its student-led [Mosaic](#) organizations and [IDEA](#) venture accelerator, and the [Global Resilience Institute](#).

The ideal candidate is expected to have at least seven to ten years of progressive fundraising experience, preferably within higher education, and at least two to four years managing an advancement operation. A demonstrated ability to plan, execute and close 6- and 7-figure gifts is essential, as is a track record of success in identifying new donors. They should exhibit the credibility and sophistication to effectively engage and leverage the Dean, faculty members, and other key stakeholders in the cultivation, solicitation, and stewardship of key prospects and donors. Additionally, this person must be able to understand, clearly articulate, and operationalize the Dean's ideas, thoughts, and perspectives as they relate to the School's strategic fundraising objectives.

The successful candidate will have managed a staff and worked with volunteer-based support, and bring the characteristics required to motivate and lead these diverse audiences. They will create and champion a collaborative culture that promotes open communication among team members, and bring a detail-oriented, results-driven work style that encourages follow through on all strategies. The candidate will have the charisma, cultural sensitivity, and communication skills necessary to be an effective representative of Northeastern University and the D'Amore-McKim School of Business, and a key liaison to its increasingly international alumni. A bachelor's degree is required; an advanced degree and CFRE designation are preferred. Travel is expected.

Associate Dean for Development

The next Associate Dean for Development at the D'Amore-McKim School of Business at Northeastern University will bring demonstrated fundraising success, inspiring management experience, and the drive for continuous team and personal professional improvement. Most critically, however, they will bring a passion for the people, programs, and impact that DMSB seeks to create in an increasingly interconnected and complex world.

Primary Responsibilities

Fundraising

- Work closely with the Dean and the Associate Vice President for Development to create a multi-year strategic development plan for the College, giving attention to a prospect pipeline that can ensure the long-term sustainability of DMSB.
- Develop and manage a portfolio of high-net worth prospects with direct involvement in the identification, cultivation, and solicitation of gifts at all levels.
- Make strategic use of the Dean's time and efforts to advance key relationships and gift discussions. Review and discuss analytics with the Dean to finetune strategies and maximize fundraising efforts.
- Identify and reinforce new and existing opportunities for Board and DEC engagement and volunteer leadership development.

Management

- Oversee the recruitment, retention, development, and support of a high-performing development team.
- Craft ambitious yet realistic and collaborative fundraising goals on a team basis; institute individual and team metrics to ensure top-level performance and strategic improvement.
- Develop systems, processes, and policies with peers in other Colleges to ensure accountable team interactions and collaborations across departments and units.
- Model best practices and behavior for development staff, especially in relation to other Colleges and colleagues.

Cross-Unit and Staff Collaboration

- Build strong personal and professional relationships with colleagues, faculty, academic leadership, alumni, and friends throughout the university community, and serve as a resource, advocate, and spokesperson for development programs at DMSB.
- Encourage a continued partnership between the DMSB development team and central development to ensure a comprehensive and coordinated approach to donor strategy and overall fundraising efforts to maximize results for DMSB.
- Creatively support efforts to jointly engage the University's top prospects.

Attributes of the Ideal Candidate

- 7-10 years of professional development experience, with demonstrated fundraising success at the principal level (six- and seven-figures), and a minimum of 2-4 years managing an advancement operation.
- Bachelor's degree required; advanced degree preferred. Certified Fund-Raising Executive (CFRE) preferred.
- The aptitude for strategic planning and capacity to carry out the vision, goals, and fundraising aspirations of the College and the University.
- A supportive and accessible management style, the ability to lead and motivate a diverse staff and to encourage change and growth in both people and programs, and a strong commitment to personal and professional development.
- Ability to respectfully and adeptly communicate, interact, and facilitate conversations with high-level prospects, trustees, donors, and volunteers, especially those working in the private sector.
- Excellent writing skills critical for communicating with a broad audience, including internal leadership and external high-level donors.
- Strong desire to effect change for a global community that reaches beyond Northeastern's constellation of campuses.
- The creativity and inclination to solve problems collaboratively, coupled with the willingness to act resourcefully, authoritatively, and resolutely.
- A collaborative, team-oriented working style in which colleagues are valued and appreciated at all levels of the organization.
- Integrity, imagination, strong listening skills, and a high level of energy.
- The ability and willingness to travel often on behalf of the D'Amore-McKim School of Business and Northeastern University.



How to Apply

Northeastern University has retained Talent Citizen to assist in this recruitment. Associate Vice President Adele Mezher is leading this search.

Please submit your resume and a cover letter outlining your interest, the reasons why you are best suited for the position and would be a great addition to the Advancement team, and where you learned of the position. Applications should be sent to: nu-dmsb@talentcitizen.com

More facts and information on D'Amore-McKim School of Business can be found at www.damore-mckim.northeastern.edu.