



**Director of Development**  
**Carroll School of Management**  
**Boston College**  
*Chestnut Hill, MA*

Boston College seeks a highly-responsive, solutions-focused and collaborative Director of Development (Director) to drive fundraising and direct all aspects of development for the Carroll School of Management (CSOM). Reporting into the Executive Director (ED) of School Development, the Director will promote coordinated and focused action for CSOM's development activities with the aim of advancing the School's priorities; the Dean's vision; and increasing support and awareness for the School's innovative programs, faculty and student achievements, research and interdisciplinary initiatives. Working closely with the ED as well as Dean Andy Boynton, the Director will serve as the primary liaison between BC's Office of University Advancement and CSOM deans and faculty.

With a focus on comprehensive undergraduate experience (ranked third by Bloomberg Businessweek's "Best Undergraduate Business Schools" in 2016), multidisciplinary centers of research, and integrated graduate and professional education, the Carroll School of Management is one of the nation's premier business schools. Driven by the belief that management education is an education in ideas, the Carroll School tightly couples its curriculum with the humanities and encourages its community to explore broad topics – both in traditional management education and in the liberal arts – essential to business training and citizenship. The Carroll School fosters an environment of intellectual collaboration and character formation. The CSOM community values connection. Its faculty and staff place a high emphasis on knowing students and researchers as people, not just scholars or academics. Aligned with Boston College's Jesuit tenets, CSOM develops adaptable leaders who bring ethical perspective to business decision making and champion values-driven solutions to complex societal problems.

In 2016, the University completed its record breaking *Light the World* campaign, raising over \$1.6 billion. In total, 130,000 BC alumni, parents and friends contributed to the campaign, and annual giving to Boston College has doubled from an average of \$60 million in 2003 to \$120 million today. Dean Boynton and the CSOM community were exemplary contributors to this comprehensive campaign. CSOM campaign highlights include increases in assistant and full professorships, faculty fellowships and faculty research funds, the establishment of the Powers Family Deanship, as well as several centers that impact all students at Boston College including



the Corcoran Center for Real Estate and Urban Action, the Lynch Leadership Academy, the Shea Center for Entrepreneurship, and the Winston Center for Leadership & Ethics.

Looking ahead, multidisciplinary teaching and research will be an area of focus for Boston College, with several high-level gifts committed, including a \$20 million commitment from an international family to support the newly-created Institute for Integrated Science and Society. The Carroll School figures prominently in the realization of this vision.

Operating as an integral member of the Office of University Advancement and key philanthropic agent for CSOM, the Director will further partner with the ED to understand the University's philanthropic priorities, fully contribute to and benefit from the achievements of the department and the University as a whole, and jointly execute ambitious fundraising strategies for the Carroll School. The Director will oversee a portfolio of prospects, principally alumni and parents, with ability at major giving level (\$250k+) and will jointly direct the efforts of an Associate Director as well as collaborate closely with other gift officers and administrators in University Advancement to cultivate and steward those at other abilities of giving. Work responsibilities will be carried out based on a plan to be developed collaboratively and agreed upon between the ED and the Dean.

Successful candidates will have at least 7-10 years of progressively responsible development experience preferably within a matrix academic environment. A proven track record of success in the cultivation and stewardship of donors at the six- and seven-figure and the maturity to partner with high profile faculty experts and prominent business leaders is highly desired. A sophisticated understanding of the full spectrum of fund development, including major and principal gifts, corporate and foundation relations, planned giving, annual and special gifts, special events, and donor relations will be critical for success - as is the strategic ability to devise focused and systematic fundraising plans that take into consideration donor interests, and an entrepreneurial mindset that is willing to explore new pathways.

Exceptional judgment, strong managerial and motivational skills are required, as well as the compassion, clarity, and communication skills necessary to articulate clear philanthropic goals and inspire others to action. Candidates will have a deep appreciation for Boston College's mission and culture and the ability to create advancement strategies that reflect the broader Jesuit mission and worldview. A bachelor's degree and demonstrated success in environments that require strong cross-cultural competencies are required. An advanced degree is preferred.

## Director of Development

### Primary Responsibilities

#### Development

- In collaboration with Advancement leadership, build upon and expand a framework of donors and volunteers in alignment with CSOM and Boston College's mission and goals, particularly the priorities of the next strategic planning process.
- Personally engage, solicit, and steward high-level prospects at the major and principal giving level, with an emphasis on gifts of \$250,000 or more.
- Identify strategies to connect donor interests with School priority areas, particularly undergraduate scholarships and faculty support (both professorships and research funds).
- In collaboration with Dean Boynton and events management, conceive and execute on events for the purpose of cultivating and educating potential donors, such as targeted donor-centric breakfasts and luncheons, parents weekend, School's annual finance conference.

#### Partnering with Academic Leadership

- Become deeply familiar with and understand key initiatives of CSOM overall. Serve as partner and co-strategist to leadership of the Carroll School of Management, helping to prioritize Dean and department chairs' strategic involvement in development and volunteer/alumni engagement, including developing communications, coordination of travel, facilitation of relationship-building, etc.
- Staff, advise and support Dean Boynton in his role as chief fundraiser and spokesperson for the School, as well as other CSOM faculty and University leaders on development visits and donor events.
- Develop strategies to celebrate student success and faculty excellence both internally and externally, identifying opportunities to translate them into donor support.

#### College and Staff Collaboration

- Work closely with advancement staff and university departments/units across Boston College to develop and manage engagement, solicitation, and stewardship strategies for prospects and donors. This includes close collaboration with Major and Principal Gifts teams and Corporate and Foundation Relations.
- Along with the DoD of the Morrissey College of Arts and Sciences, co-direct the efforts of an Associate Director of Development who supports the development work of both units.
- In conjunction with the University Communications team create an annual communications plan and jointly develop, produce and distribute appropriate materials to CSOM constituents.



- Collaborate with Advancement Services around prospect research and analytics as donor stewardship. Utilize reporting systems and advancement data management system (Millennium) to identify leads, log activity, create call reports and progress reports, and maintain data integrity of prospect portfolio.
- Contribute to ongoing peer and professional development in University Advancement, particularly around cross-cultural competencies and activities.
- Contribute to Boston's College ethos of openness, intellectual curiosity, and a desire to improve the world.

### **Attributes of the Ideal Candidate**

- At least 7-8 years of professional development experience, with most – if not all – in advancement.
- Bachelor's degree required; advance degree preferred.
- Significant experience personally stewarding and soliciting high-level donors (\$250,000 and above).
- Strong emotional intelligence that includes an ability to form strong relationships within the university and externally.
- The curiosity and drive to continually learn alongside faculty and students; academic or professional experience in the business, finance, or management fields is a plus.
- An ability to work effectively across all levels of a university internally and engage with multiple different constituencies externally, particularly in business and finance.
- Excellent verbal and interpersonal communications and writing skills are critical for communicating with a broad and diverse audience, including internal leadership and external high-level donors.
- A comfort-level in pushing programs beyond the status-quo and an orientation to lead by example.
- The capacity to contribute to all aspects of Boston College's mission, including its Jesuit, Catholic heritage and traditions, and the ability to articulate the mission and engage donors and community members in a dialogue about the religious character of Boston College; a willingness to be part of a community that is larger than just the division of University Advancement.
- Demonstrated qualities of the highest personal and professional integrity, along with a sense of humor.
- Strong interpersonal skills and a collaborative, energetic approach.

### **How to Apply**

Boston College has retained Talent Citizen to assist in this recruitment. President Tracy D. Welsh, Associate Vice President Adele Mezher and Associate Connor Daley are 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: [bc-csm@talentcitizen.com](mailto:bc-csm@talentcitizen.com).

## **Carroll School of Management**

With over 130 faculty and nine centers, conferences, and forums, the Financial Times ranked the Carroll School #17 in the Top 50 Business Schools for Research worldwide (up from #54 in 2008). The Carroll School serves 2,232 undergraduates across 11 concentrations (the largest being Finance, Marketing, and Accounting) and 807 graduate students in five full-time and part-time programs – including three Ph.D. programs in finance accounting and management and organization – with a post-graduation job placement rate for both constituencies between 80 and 90 percent in 2016.

## **About Boston College**

Boston College was founded in 1863 by the Society of Jesus, and is one of twenty-eight Jesuit colleges and universities in the United States. At the outset (beginning with three teachers and twenty-two students) and for more than seven decades of its first century, the College remained an exclusively liberal arts institution with emphasis on the classics, English and modern languages, and philosophy.

Though incorporated as a university since its beginning, it was not until the 1920s that Boston College began to fill out the dimensions of its charter with the inauguration of the Graduate School of Arts and Sciences, the Law School, and the Evening College (today the College of Advanced Studies). Between 1935 and 1955, the College of Business Administration and its Graduate School (today collectively known as the Carroll School of Management), the School of Nursing, and the School of Education were all established. In the 1990s and early 2000s, the university completed several major construction projects, rapidly increased student selectivity, and acquired multiple campuses in the Greater Boston region. The University has grown to 14,200 total students (9,300 undergraduate and 4,900 graduate) and 800 faculty engaged from over 90 countries across 5 campuses; and has an alumni base of 180,000.

*Ever to Excel*, the Boston College motto, permeates the institution in every way and travels with it to the farthest reaches of the globe. Moving forward, Boston College will continue to thrive as a national leader in the liberal arts; to fulfill its Jesuit mission of faith and service; to continue to develop model programs to support students in their formation; and to seek solutions—as researchers, educators, leaders, and caregivers—that directly address the world’s most urgent problems.