



Director, West Coast Region, Major Gifts
Boston, MA

Boston University (BU) seeks a collaborative and entrepreneurial Director of Major Gifts (Director) to lead fundraising efforts in the West Coast region. BU has charted a stellar ascent in recent years under the leadership of President Robert A. Brown. Now ranked #42 by *U.S. News and World Report*, the University comprises 17 Schools and Colleges, including highly ranked graduate schools such as the School of Law, School of Management, School of Education, and College of Engineering.

Founded in 1839, BU has always been a hub for innovation. As one of the largest independent nonprofit universities in the country, it was the first university to open all divisions to female students in 1872. BU created one of the first study abroad programs, and, today, one third of the University's 33,678 students come from countries outside the United States. This diversity is one of the greatest institutional strengths of the University, underpinned by the University's commitment to making BU affordable for all qualified students through initiatives like the Century Challenge. This unique philanthropic tool greatly increases scholarship support and provides access to the best and brightest students from around the world. By participating in the Century Challenge, a donor establishes an endowed scholarship fund of \$100,000 or more, and the University matches the income distributed from that fund for scholarship purposes for 100 years.

Access and affordability are among the visionary initiatives President Brown has outlined in the new [Strategic Plan](#) for 2030, which will form the foundation for an upcoming multi-billion-dollar fundraising campaign. The five guiding university priorities are: ensuring a vibrant academic experience; diversity, equity, and inclusion; producing research that matters; creating community, big yet small; and fostering global engagement.

This is an exciting opportunity for an enterprising leader in major gift fundraising to join an institution at the outset of a campaign that will propel ever-more ambitious achievement. In partnership with the Assistant Vice President of Major Gifts, the Director will be responsible for leading a donor-centric regional fundraising program. This position functions as a thought leader of the major gifts fundraising effort for the University and provides oversight, direction, and advice for the West Coast region. Leading by example, the Director will manage a portfolio of major gift prospects.

The ideal candidate will possess a minimum of eight years of development experience, a keen understanding of best practices in fundraising, experience managing a team, and a demonstrated record of accomplishment in developing successful fundraising strategies in a complex university. The successful candidate will have a proven track record of personally identifying, cultivating, and soliciting major and principal gifts. The next Director should have a collegial, team-building style with a demonstrated ability to cultivate productive, collaborative relationships with faculty and staff across the University. In accordance with its core values and mission, BU is especially interested in recruiting members of diverse communities and individuals with a commitment to multiculturalism.

Boston University

Boston University is an international, comprehensive, private research university, committed to educating students to be reflective, resourceful individuals ready to live, adapt, and lead in an interconnected world. Boston University is committed to generating new knowledge to benefit society.

BU remains dedicated to its founding principles: that higher education should be accessible to all and that research, scholarship, artistic creation, and professional practice should be conducted in the service of the wider community—local and international. These principles endure in the University's insistence on the value of diversity, in its tradition and standards of excellence, and in its dynamic engagement with the City of Boston and the world.

Boston University comprises a remarkable range of undergraduate, graduate, and professional programs built on a strong foundation of the liberal arts and sciences. With the support and oversight of the Board of Trustees, the University, through its faculty, continually innovates in education and research to ensure that it meets the needs of students and an ever-changing world.

Dr. Robert A. Brown President and Professor of Engineering

Dr. Robert A. Brown, a distinguished chemical engineer and educator, became President of Boston University in September 2005. As President, Dr. Brown emphasizes the continued improvement of academic quality in all domains through the establishment of clear priorities, benchmarking, and periodic review.

He also works to underscore the central importance and interrelationship of teaching and research, with particular focus on stimulating interdisciplinary study and spanning all the University's disciplines and programs. A key interdisciplinary effort is the Arvind and Chandan Nandlal Kilachand Honors College that gives the University's best students opportunities to explore the academic community broadly using the full range of programs offered at BU.

Early in his Presidency, Dr. Brown initiated an 18-month planning process that culminated in the 10-year strategic plan, *Choosing to be Great*, that articulates Boston University's core values embedded in a set of institutional commitments. This plan defines goals for establishing Boston University as one of the great research universities in the world. In 2012, the University was invited to join the Association of American Universities (AAU), an organization of the 62 leading research universities in the United States and Canada.

A Texas native, Dr. Brown earned BS and MS degrees in chemical engineering at the University of Texas at Austin. He received his PhD in chemical engineering from the University of Minnesota, where he worked under the guidance of Professor L. E. Scriven. He is a member of the American Academy of Arts & Sciences, the National Academy of Engineering, and the National Academy of Sciences, among other professional societies. Prior to his appointment at Boston University, Dr. Brown was provost and Warren K. Lewis Professor of Chemical Engineering at the Massachusetts Institute of Technology. He joined the MIT faculty in 1979, beginning a distinguished career in education and research. He has published more than 250 papers in areas related to mathematical modeling of transport phenomena in materials and served as executive editor of

the *Journal of Chemical Engineering Science* from 1991 to 2004. In 2008, Dr. Brown was named one of the top 100 Chemical Engineers of the Modern Era by the American Institute of Chemical Engineers.

Dr. Brown lives in Brookline, Massachusetts, with his wife, [Dr. Beverly Brown](#), who serves as Director of Development, Industry, at the Boston University School of Public Health. They have two grown sons.

Andrew Horgan

Assistant Vice President, Major Gifts

Andrew Horgan is the Assistant Vice President of Major Giving at Boston University. Horgan joined the BU Regional Major Gifts Team in 2013 working with alumni and parents on the West Coast. Prior to coming to BU, Horgan was a Major Gifts Officer at Brown University's Warren Alpert Medical School and started his career in Annual Giving at The Catholic University of America in Washington, DC. Horgan has a BA in Political Science from Saint Anselm College and an MA in International Affairs from The Catholic University of America.

Development & Alumni Relations at BU

With an endowment valued at approximately \$3.35 billion, BU has a legacy of endowment giving in support of faculty chairs and student scholarships. The university is currently raising approximately \$200 million in annual philanthropic support. There are approximately 345,000 known prospects and more than 400,000 living alumni; the alumni giving rate is approximately 10 percent.

BU's [Board of Trustees](#) and President Brown are invested in the future of BU and are planning to launch a comprehensive fundraising campaign in the coming years. The last campaign for BU, [Choose to Be Great](#), which closed in 2019, raised \$1.85 billion for the university.

Development & Alumni Relations (DAR) comprises a team of 225 professionals in principal and major gifts, foundation relations, annual giving, alumni engagement, and operations, including stewardship, database management, and prospect research. DAR harnesses the power of philanthropy to make an excellent education accessible and welcoming to all, and to advance BU's global leadership in research, scholarship, artistic creation, and professional practice. To support their work, DAR has built—and is continuing to build—an outstanding team of dynamic, mission-driven advancement professionals who constantly strive to create an environment where everyone belongs. It's not just a job, but a career and a community.

DAR values:

- **Teamwork, transparency, and mutual respect**, because we value every member's contributions and know that leadership can come from anywhere
- **Diversity, equity, inclusion**, and a commitment to ensuring that each of us knows we belong here
- **Integrity** in how we work and how we treat one another
- **Strategic thinking and curiosity** in the relentless pursuit of fresh approaches and measurable results
- **Continuous growth and improvement**, both as individuals and as a team
- **Joy and shared appreciation** for working hard toward goals that matter

To hear directly about what it's like to work in DAR at BU, visit: www.bu.edu/dar-talent/voices-of-dar.

Director, West Coast Region, Major Gifts

Reporting to the Assistant Vice President of Major Gifts, the Director, West Coast Region, Major Gifts is a key leader in a region that is critical to Boston University's overall fundraising success. In addition to leading a team of fundraisers, the Director also must collaborate with and convene other Development & Alumni Relations stakeholders in the region to ensure a coordinated and thoughtful approach to all activities meant to engage BU's leading prospects and donors. These stakeholders include but are not limited to Principal Giving, Alumni Relations, and School-/College-affiliated colleagues.

The Director will be responsible for developing a regular cadence of strategic opportunities focused on engaging existing and prospective major donors with the end goal of qualifying, soliciting, and closing major gifts. This role will serve as the primary strategist and staff person for the Southern and Northern California Regional Leadership Councils. The Director will also be responsible for setting appropriately ambitious goals for prospect discovery, solicitations, and gift closures for members of their team and managing each to success against those goals. Additionally, the Director carries a portfolio of approximately 80 major gift prospects. This position will oversee various special projects in the region as assigned by the Assistant Vice President.

Essential Duties

- Direct solicitation of major gifts at the \$100,000 plus level, involving all phases of engagement and cultivation processes, involving significant travel to the West Coast—with a prominent focus on Southern California. Targeted goal of 12-15 visits a month and annual dollar goal as determined by Assistant Vice President.
- Direct management of team member(s) to ensure significant fundraising productivity in service to the University's strategic goals.
- Establish and maintain Regional Leadership Council and other effective, high-level volunteer structures designed to provide counsel, to identify prospects, and to assist with specific solicitations and other programmatic initiatives as necessary.
- Collaborate with DAR colleagues to devise specific strategies and timetables for the successful solicitation of individuals with a goal of maximizing their philanthropy to Boston University. Remain informed on University and school content generally, and in greater detail where necessary for prospect cases. Integrate Alumni Relations activities as an essential component of the overall development strategy.
- Coordinate and orchestrate prospect strategies with the appropriate deans and school-affiliated development officers and work in tandem to assure the highest and best use of time, budget, and personnel.
- Establish long-range goals and objectives for development programs and activities in the assigned region that reflect University priorities. Prepare regional operating plan and prospect pipeline designed to facilitate achievement of these goals and objectives as a component of the University-wide major gifts plan.

Experience and Qualifications

The ideal candidate will bring many of the following professional qualities and experiences:

- A Bachelor's degree is required; advanced degree preferred
- At least eight years of directly related experience
- Outstanding and successful experience as a fundraiser, including comprehensive management of major gifts prospects
- Strong development credentials; including proven track record of building and developing a high-level portfolio
- Successful track record of managing a fundraising team
- Effective experience in enlisting and interacting with senior-level leadership volunteers and committees
- Excellent written and oral communication and presentation skills
- Superb judgment and the sensibility to adjudicate wisely among competing priorities
- A disposition to listen and circulate widely
- Outstanding interpersonal skills
- Exceptional reasoning, problem-solving, and analytical skills, including an ability to translate ideas and concepts into clear, actionable steps
- Superb organizational skills and the ability to multi-task
- Ability to work independently as well collaboratively with team members
- Energy and stamina, self-confidence and humility, a strong sense of purpose, a tolerance for ambiguity and a sense of humor
- Familiarity with the West Coast preferred, ideally as a successful major gifts fundraiser
- Extensive travel, nights and weekends required.

Location

BU's campus is located in Boston's Fenway-Kenmore neighborhood. Nestled between the beautiful Charles River and historic Fenway Park (home of the Boston Red Sox), BU's location is ideal for a healthy contemporary lifestyle. Boston is a vibrant city steeped in history with diverse neighborhoods, a rich arts and culture scene, and a legacy of education, innovation, and ideas.

DAR provides a hybrid work schedule, offering employees the opportunity to work two days per week from home, if circumstances allow. More information about the university's remote work policy is available here:

www.bu.edu/hr/lifebu/remote-work.

Compensation

Compensation is highly competitive. Boston University offers a comprehensive [benefits package](#), which adds significantly to the employee's total compensation package.



Interested in Learning More?

Boston University has partnered with Talent Citizen to assist in this recruitment. Please contact President Tracy D. Welsh and Senior Associate Rachel K. Partin to share your resume and cover letter via email at: bu-dmgwc@talentcitizen.com.

Boston University is an equal opportunity employer and gives consideration for employment to qualified applicants without regard to race, color, religion, sex, age, national origin, physical or mental disability, sexual orientation, gender identity, genetic information, military service, or because of marital, parental, or veteran status or any other characteristic protected by law.

If you require a reasonable accommodation in order to complete the employment application process, please contact the Equal Opportunity Office at 617-353-6474 or druckman@bu.edu.