



**Director, International Advancement
Boston College
Chestnut Hill, MA**

Boston College seeks a Director, International Advancement (Director) to provide dynamic, strategic, and collaborative leadership to the University's international principal and major giving efforts. The Director will have responsibility for increasing gifts at the major gift level and above from Boston College alumni, parents, and friends living outside of the United States, with a particular emphasis on China and Southeast Asia.

Boston College is one of the nation's premier private universities, ranked 31st nationally by *US News and World Report*. 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.

Guided by the Jesuit tenets of a rigorous approach to learning and character formation that esteems a meaningful life oriented toward the common good, the University provides a student experience that supports interdisciplinary study and expanded opportunities for integrative work across STEM, law, management, education, nursing, and social work. This integrative approach helps faculty and students address complex societal problems from the local level to those that are global in scale.

Over the past two decades, the University's international reach has grown significantly. International student enrollment continues to expand, and in 2016, BC was home to 2100 international students (undergraduate, graduate, and exchange), faculty, research scholars, and their dependents from close to 100 countries. BC graduates continue to have a significant impact on the world, and the University's leadership, faculty, and students engage partners in integrative global initiatives around energy, environment and public health.

The University's international community represents one of the top growth areas for development; and as BC prepares to invest in priorities that will emerge from its current strategic planning process, cultivation of international donor and volunteer networks will become even more vital.



While Boston College is a global university with constituents throughout the world, the preponderance of those with significant philanthropic capacity are clustered in Asia, many the parents of current students. This region will therefore be the primary focus for the Director, who will travel there often.

Reporting to the Associate Vice President for Schools and Programs, the Director will collaborate closely with colleagues across Development, especially those who engage with international constituents. Other key partners will include Advancement Communications & Marketing; the Alumni Association; and Leadership, Major, and Principal Giving. An assistant/associate director will report to the Director, with potential expansion of the team over time.

The Director will be expected to develop an annual operating plan articulating the goals and objectives for the coming year which, once approved, will serve as the basis for planning and partnering with University leaders and faculty on their Advancement-related travel abroad. S/he will be expected to leverage existing engagement vehicles, including the Parents' Leadership Council and the Global Forum, as well as emerging bodies of leadership—most notably a new Board of Regents—to help deepen the relationship of leading international constituents. S/he will also be expected to connect institutional priorities with the interests of international donor interests, such as BC's new Institute for Integrated Science and Society.

With an extremely high staff retention rate, annual gifts totaling \$129 million, and a strongly relationship-driven approach to team development, BC University Advancement has become a leader among peer institutions across the country. In 2016, the University completed its record breaking *Light the World* campaign, raising over \$1.6 billion. Looking ahead, international giving will be an area of particular growth 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.

Ideal candidates will have at least 7-8 years of progressive leadership experience in international development operations, a track record of success in the cultivation and stewardship of donors at the six- and seven-figure level, and the ability to work collaboratively and strategically with multiple complex constituencies. Candidates must possess maturity, intellectual athleticism, and humility to partner effectively with the larger Boston College community, and particularly the staff of University Advancement. Most critically, 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 and/or fluency in Mandarin is preferred.

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.

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.

Director, International Advancement

Primary Responsibilities

Fundraising

- In collaboration with Advancement leadership, build upon and expand a framework of international donors and volunteers in alignment with 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 \$1 million or more.
- Travel to multiple countries and regions for fundraising activities. Maintain a “steady drumbeat” of presence in Asia (around four visits per year).
- Manage the international donor engagement of senior university leaders, including assist with the international donor strategy and activities of the President and Provost, deans and select volunteer leaders as appropriate and needed.
- Create and execute on events for cultivation, stewardship, and solicitations with a focus on the activity of international affinity groups.

Campus 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.
- Contribute to ongoing peer and professional development in University Advancement, particularly around cross-cultural competencies (both specific to BC and international advancement) and activities.
- Collaborate with colleagues in advancement marketing & communications, prospect development, event management, and school-focused development teams.
- Identify opportunities to develop and improve strategies that include utilization of data and metrics, particularly in pursuit of shared department-wide learning.
- 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 international advancement
- Bachelor's degree required; advance degree and/or fluency in Mandarin 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.
- Demonstrated success in leveraging volunteer leadership in advancing donor relationships and gift stewardship.
- An ability to work effectively across all levels of a university internally and engage with multiple different constituencies externally, especially affiliated institutions and programs.
- Demonstrated strong writing and verbal skills for communicating with a broad and diverse audience, including internal leadership and external high-level donors.
- 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 presentation skills.
- 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, Senior Associate Maeve Clifford, 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-dia@talentcitizen.com.