



Northeastern University

Assistant Vice President, Development | Boston, MA

POSITION OVERVIEW

Northeastern University seeks an experienced and innovative development leader to serve as Assistant Vice President of Development (AVP) and guide multiple colleges and programs to new levels of success. This is an exceptional opportunity for an accomplished professional to join a world-class academic institution on the ground floor of its next historic campaign.

Reporting to the Vice President of Development, the AVP will lead a portfolio of fundraising programs – which will be determined based on the AVP’s area of expertise – that are critical to achieving university priorities. The portfolio will likely include a combination of colleges and distinct programs with considerable potential (i.e., D’Amore-McKim School of Business, College of Engineering, Athletics, Family Philanthropy, Libraries). The AVP will be responsible for setting and overseeing goals and strategies for the units in their portfolio, working in close partnership with respective unit leaders. The AVP will also carry a select portfolio of individual donors with responsibility for raising philanthropic support at major and principal gift levels.

The AVP has an exciting opportunity to lead and deliver unprecedented results in terms of development activity and philanthropic dollars raised. The ideal candidate will champion a culture in which teamwork, collaboration, boldness, and innovation are expected and rewarded; lead by example with regard to effective communication, providing a high level of cross-organizational cooperation; and be a dynamic and self-motivated leader with an extensive senior-level professional background in results-oriented relationship management and proven strategic fundraising abilities.

RESPONSIBILITIES

COLLEGES & PROGRAMS

- Partner closely with unit heads on goal setting, strategic planning, and the implementation of major and principal gift fundraising programs for each college and program.

- Create and deliver an ambitious strategic plan for the assigned portfolio, one that supports the university's mission, inspires new approaches, and catalyzes collaboration.
- Provide advice and support to the VP and other senior staff in crafting and implementing an Advancement vision that takes Northeastern to the next level of excellence.
- Recruit, retain, and mentor a diverse team; pursue professional development, instill best practices, and encourage the achievement of collective performance goals.

INDIVIDUAL DONORS

- Personally manage a select portfolio of 50-75 prospects and solicit, close, and steward gifts at major and principal levels.
- Work directly with deans, faculty, and program directors to identify fundraising opportunities, educate about effective development strategies and techniques, define novel approaches for development efforts, and carry out cultivation, solicitation, and stewardship strategies.
- Utilize Advancement data management system, Salesforce, to log activity, create call and progress reports, and maintain data integrity of prospect portfolio. Meet standard performance expectations (i.e., number of visits, gifts solicited, gifts closed, etc.).

QUALIFICATIONS

The ideal candidate must possess the capacity for recognizing latent fundraising opportunities and for building working collaborations which stand to deliver more than their component parts. They will have a track record of accomplishment managing development professionals, interacting with senior academic officers/faculty, and executing the complete cycle of major and principal gift cases—from identification to close/stewardship. Additional qualifications include:

- A minimum of ten years' experience, including supervisory responsibilities, as a senior development professional in higher education.
- Demonstrated effectiveness as a leader and strategic thinker who thrives when working as a member of a dynamic team.
- Evidence of entrepreneurial and innovative approaches to fundraising.
- Demonstrated capacity for partnering with internal university stakeholders and external constituents, including alumni, parents, friends, and organizations.
- Ability to troubleshoot and make sound decisions in response to rapidly changing situations.
- Skilled as an outstanding coach, mentor, and motivator of professionals, with a dedication to hiring, retaining, and developing outstanding talent.
- An ability to interpret, adapt and further develop the "language" of Northeastern University in describing its collective work, aspirations and impact.
- The ability and willingness to travel when required and as University policy allows.
- A Bachelor's degree or equivalent work experience.

ABOUT NORTHEASTERN UNIVERSITY

Led by **President Joseph Aoun**, Northeastern University is a global, experiential, research university built on a tradition of engagement with the world, creating a distinctive approach to education and research. The university's global network of campuses includes the Boston flagship campus, which offers a comprehensive range of undergraduate and graduate programs leading to degrees through the doctorate in nine colleges and schools, as well as graduate campuses in Arlington, Charlotte, Oakland, San Francisco, San Jose, Seattle, Toronto, Vancouver, London, and Portland, ME.

Northeastern recently completed its **merger with Mills College**, which brings Mills' distinctive mission focused on access, equity, social justice, and women's leadership into Northeastern's global network. In addition to Mills College at Northeastern University, the merger will establish the Mills Institute, dedicated to advancing women's leadership and to empowering BIPOC and first-generation students.

Classified as a top-tier research institution and listed at #49 according to the U.S. News & World Report 2022 Best National Universities Rankings and one of the top universities for international students, Northeastern has elevated itself to a powerhouse on par with the nation's elite research colleges and universities. These achievements build upon Northeastern's unprecedented momentum, which includes continued investments in research and faculty recruitment, record-high student applications, and momentous fundraising success.

The Office of University Advancement plays an integral role in furthering Northeastern's game-changing vision of transforming the University into diverse networks of learners and innovators, empowering members of its global community to succeed in an era of unprecedented technological and cultural change. Guided by Senior Vice President for University Advancement, Diane MacGillivray, the Office of University Advancement is a thriving fundraising environment with an engaged, dedicated, and generous donor universe that is ensuring a strong, sustainable future for Northeastern University.

The Northeastern community continues to thrive during unprecedented and challenging market conditions and has shown tremendous dexterity and resilience during the current pandemic. Quickly transitioning to remote learning and recognized in the media as a forerunner in safely welcoming back students for in-person learning through advanced planning and continuous testing, the institution continues to educate its students and advance the frontiers of knowledge through its research.

Strategic Plan: See the future in **Beyond 2025**, which presents a unique vision of the future of education rooted in experience, emphasizing impact in the world through education and research, and promoting deeply held values at the heart of Northeastern's mission.

APPLICATION INFORMATION

Please submit your resume and cover letter to nu-avp@pearlstreetcollective.com. Adele Mezher and Maeve Clifford, Managing Partners at **Pearl Street Collective**, a national women-owned search firm committed to serving as allies and uplifting all voices, are leading the search.

Northeastern University is an equal opportunity employer seeking to recruit and support a broadly diverse community of faculty and staff. Northeastern values and celebrates diversity in all its forms and strives to foster an inclusive culture built on respect that affirms inter-group relations and builds cohesion.

All qualified applicants are encouraged to apply and will receive consideration for employment without regard to race, religion, color, national origin, age, sex, sexual orientation, disability status, or any other characteristic protected by applicable law.

To learn more about Northeastern University's commitment and support of diversity and inclusion, please see www.northeastern.edu/diversity.