



# Northeastern University

Senior Director, Leadership Networks | Boston, MA

## POSITION OVERVIEW

Northeastern University seeks a strategic and collaborative Senior Director, Leadership Networks to oversee global volunteer engagement, seeding long term philanthropic growth at the major and principal giving levels. The Senior Director will drive efforts to identify and cultivate new volunteer leaders (“Ambassadors”) and deepen relationships with existing ones through sophisticated, multidimensional strategies that offer the opportunity to create meaningful impact in the world, further shape personal and professional networks, and partake in lifelong learning.

In the fall of 2022, Northeastern University will launch a historic comprehensive campaign, which will build upon the incredible momentum and energy of one of the world’s most innovative institutions of higher learning. The Senior Director, Leadership Networks will play a significant role in the campaign’s success while also helping to shape Northeastern’s culture of philanthropy for generations to come.

Reporting into Carolyn Jasinski, Assistant Vice President for Leadership Networks and Campaign Strategy, and collaborating with colleagues across the Advancement Division and the university at large, the Senior Director will oversee a program that drives high-level engagement activity on a global scale. They will oversee the creation and execution of individualized prospect cultivation plans that leverage exclusive signature affinity programs, networks and events, bringing together graduates, faculty, prospective students, and parents from around the world to engage meaningfully with society, the university and each other. Programs include the Young Global Leaders alumni network, the Women Who Empower initiative, and the Global Leadership Summit. The Senior Director will also lead the design and launch of new networks, programs, and events to create even more opportunities for engagement.

The Senior Director, Leadership Networks leads a high-performing team of engagement officers—a Director, Leadership Networks and an Associate Director, Leadership Relations—responsible for operationalizing global volunteer strategies by aiding in the identification and segmentation of volunteer prospects; establishing and communicating volunteer leadership recruitment timelines, volunteer initiatives, and important one-time and ongoing activities; planning and executing complex signature events such as the Global Leadership Summit as well as regional volunteer programming; and promoting 100% annual campaign participation from Ambassadors.

The consummate relationship builder, the Senior Director, Leadership Networks will be a creative and entrepreneurial engagement strategist who brings a thorough understanding of fundraising practices, and a deep appreciation for higher education. They will be an innovative thinker who can work within and without traditional fundraising paradigms to envision what leadership engagement can look like for an ambitious, global university on the rise. They will be adept at picturing how a network moves and evolves, drawing novel connections between people, concepts, and opportunities while working inside a fast-paced environment.

The Senior Director will have proven experience developing successful strategies for high-net-worth constituent engagement, as well excellent project management skills, and a global outlook. They will be a flexible thinker with superior communication skills who is capable of operating within and across large, complex institution. While the Senior Director, Leadership Networks is a largely programmatic role, prior gift solicitation experience or a deep understanding of moves management would be highly beneficial.

## RESPONSIBILITIES

### VOLUNTEER ENGAGEMENT & CULTIVATION

- Directly support the major and principal giving pipelines by leading sophisticated, multigenerational engagement for current and future prospects—including alumni, families, and students—through meaningful experiences that deepen relationships with and engender loyalty to the university.
- Enhance existing program infrastructure and build tailored programs of cultivation to better facilitate the work of the Leadership Relations team.
- Operate in close partnership with the AVP to move prospects through specialized cultivation strategies in a networked model that will leverage existing syndicated content as well as the creation of new content.
- Build partnerships with university colleagues, establishing transparent workflows, and distinct roles and responsibilities around prospect cultivation and relationship management.
- Collaborate with colleagues in Development, Family Philanthropy, Alumni Relations, Annual Giving, Advancement Resources, Global Employer Relations, NU Center for Entrepreneurship and Global Experience, Admissions/Enrollment, the Office of the President and others to achieve programmatic objectives.
- Leverage existing programs such as Young Global Leaders, Women Who Empower, Global Leadership Summit and other networks, events and opportunities to create and enhance relationships with prospects.

- Utilize data to inform the expansion of existing signature programs, as well as the creation of new ones, considering factors such as geography, regional economic trends, cultural nuances and prospect interests.
- Oversee the personalized cultivation, solicitation, and stewardship of volunteer gifts driving participation and leadership giving, in partnership with International Advancement, Family Philanthropy, and Annual Giving.
- Leverage research and available donor data to identify highly engaged rated prospects and introduce them to appropriate Development colleagues for further cultivation at the major and principal giving levels.
- Activate prospective and current donors to engage their philanthropic and business networks in the interests of Northeastern University.
- Utilize Northeastern's current and future CRM tools to track and document information about prospects and donors and to enable periodic analysis of performance, metrics, and goals.
- Champion the reality that each member of the Northeastern community is responsible for and contributes to fundraising success.

#### MANAGEMENT

- Oversee hiring, orientation, and training of direct reports.
- Provide guidance, feedback, coaching, and mentorship to direct reports and lead by professional example to promote their professional and personal development. A focus of this role includes daily management and professional development of the team members who report directly to this position, including annual goal setting and performance evaluation.
- Provide indirect management to additional team members as applicable.
- Oversee and manage volunteer groups.

#### DESIRED QUALIFICATIONS

- Seven to ten years or more of progressive fundraising experience in alumni relations, stewardship, development, or a related function in higher education, including 2+ years of supervisory responsibilities.
- Demonstrated ability to think broadly and creatively about strategies to identify, engage and cultivate major and principal gift donors and prospects.
- Proven capacity for partnering with internal university stakeholders, including development colleagues, and external constituents, including alumni, parents, friends, and organizations, with a nuanced appreciation for how to solve challenges with each other's resources.
- Experience working with high-net worth donors and prospects, preferably on an international scale.
- Global and cultural competency; brings an understanding and appreciation for other parts of the world, different religions, cultures, and points of view.
- Demonstrated effectiveness as a leader and strategic thinker who thrives when working as a member of a dynamic team.
- 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. Travel is estimated at 25% and will include some international.
- 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 a historic **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 located in Oakland, 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.

### ABOUT NORTHEASTERN'S SIGNATURE PROGRAMMING

The Leadership Relations signature programs bring together all members of Northeastern's global community across geographies, generations and interest areas. Anchored in service to the university, volunteers in these networks are activated by pride and collectively directed to engage in the future direction of the Northeastern. The portfolio includes activities that help to educate and inspire community leaders to invest. From onboarding to honor award programs, these signature engagements are curated experiences that enrich partnerships, philanthropy and pride.

Signature programming includes:

- [Young Global Leaders](#) (YGL), a select group of Northeastern alumni who represent the international reach of our beloved Huntington Avenue campus. Living in countries big and small, the YGL are charged with the unique responsibility of fostering Northeastern's connections around the globe. They are President Joseph E. Aoun's go-to representatives of our home countries, sharing our perspectives, supporting strategic initiatives, and hosting VIP gatherings. This year, the YGL endeavors to further strengthen regional networks, mentor students, host industry-focused business exchanges, and fund high-value initiatives through their combined philanthropy in the YGL Impact Fund. The YGL consists of 126 members hailing from 49 countries
- [Women Who Empower](#), a program grounded in the belief that diverse and inclusive communities empower a better world. Our network comprises strong, aspiring, and distinguished individuals dedicated to fostering positive environments, building lasting connections, and providing meaningful experiences where all people thrive.

### APPLICATION INFORMATION

Please submit your resume and cover letter to [nu-sdln@pearlstreetcollective.com](mailto:nu-sdln@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](http://www.northeastern.edu/diversity).