



# Northeastern University

Senior Officer, Corporate Relations | Boston, MA

## POSITION OVERVIEW

Northeastern University seeks a proactive, diligent, and entrepreneurial Senior Officer of Corporate Relations (SO) to pursue multidisciplinary, top-level relationships with corporations in support of the university's ambitious goals. A critical member of the Advancement division, the Senior Officer will attract corporate support for the university with an emphasis on the College of Engineering and the D'Amore-McKim School of Business, managing a portfolio of some of the university's leading partners.

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 Charlotte, San Francisco, Silicon Valley, Seattle, Toronto, Vancouver, London, and Portland, ME.

Classified as a top-tier research institution and listed at #40 according to the U.S. News & World Report 2020 Best National Universities Rankings, Northeastern University 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 university is bringing to life its game-changing vision of transforming itself into a diverse network of learners and innovators and setting the necessary infrastructure so that members of its global community are empowered to succeed in an era of unprecedented technological and cultural change. Northeastern University's more than 3,500 corporate partners around the world represent unlimited possibilities for employer engagement, career design, cooperative education (the university's cornerstone experiential learning program), and research enterprise services.

In support of this vision, the SO will carry and further develop a portfolio of targeted corporate prospects, acting as a connector between the university and the corporate world. The role will include opportunities

to steward existing partnerships with local and regional corporate partners and build new relationships with global targets. Reporting to the Senior Director of Corporate Relations, the SO will focus on the identification, cultivation, solicitation, and stewardship of corporate prospects, actively seeking out and crafting mutually beneficial partnerships. Internally, they will partner with faculty and advancement colleagues, as well as university-wide colleagues who work with members of the corporate community such as administrators, researchers, co-op coordinators, and career services, to develop and submit multi-faceted proposals that maximize opportunities for corporate philanthropy.

At the College of Engineering, key tasks will include working with newly appointed department chairs for Mechanical & Industrial Engineering, and Chemical Engineering to engage leading industry partners through membership on industrial advisory boards, support of faculty research, and funding to diversify Northeastern's student populations in these fields. The role will include both opportunities to steward existing partnerships with local and regional corporate partners and build new relationships with global targets such as AECOM, BASF, Boeing, DowDuPont, Lockheed Martin, LyondellBasell, Raytheon and Vanderweil.

At the D'Amore-McKim School of Business, the SO will work closely with faculty and staff leaders of programs including Supply Chain and Information Management, the Center for Emerging Markets, and Corporate and Professional Learning to explore opportunities to expand historical corporate involvement with the School through hiring and philanthropy. Across the SO's portfolio, active collaboration with major gift and alumni relations colleagues working to cultivate alumni prospects through events and individual giving is expected.

This role requires experience with corporate giving practices, as well as the ability to interpret situations and conditions impacting business. The SO will be expected to present the university to a variety of audiences, and as such, strong verbal, written, organizational, and interpersonal skills are essential. A sense of humor is a plus.

## RESPONSIBILITIES

- Manage a pool of 100 corporate prospects.
- Identify, cultivate, solicit, and steward corporate gifts primarily on behalf of the College of Engineering and the D'Amore-McKim School of Business.
- Schedule and participate in cultivation/solicitation visits with the Senior Director of Corporate Relations, Associate Vice President of Development, Deans and Directors, and key volunteers.
- Work to achieve both a personal goal and an overall corporate fundraising goal.
- Meet with faculty, student leaders and other stakeholders to gather information and create detailed and strategic proposals.
- Design and implement tailored campus visits (in-person and virtual).
- Assist in the coordination of university-wide approaches for corporate funding.
- Remain in communication with university departments outside of Advancement who are working to build non-philanthropic corporate relationships.
- Leverage prospect identification and moves management tracking systems; meetings; monthly status reports.
- Ensure that all activities are tracked appropriately in Salesforce.

## QUALIFICATIONS

- Five to seven years' experience in corporate relations or major gift fundraising in higher education.
- Demonstrated ability to solicit corporate major gifts (\$100,000+).
- Highly collaborative; flexible thinking paired with a high-energy approach.
- Poised and clear speaker, a polished writer.
- Personal maturity that commands the respect of a diverse group including faculty, deans, volunteers, business executives, and other professionals.
- Willingness to travel as university policy allows.

## ABOUT NORTHEASTERN UNIVERSITY

Strategic Plan: See the future in Northeastern2025 and learn more about the institution's vision for lifelong learning and discovery as it embarks on a strategic plan to guide the university's course for the next ten years.

**Learn for Life Network:** Northeastern connects students to career acceleration through a revolutionary new approach to delivering quality, top-tier professional programs—bachelor's, master's, doctoral, certificates, bootcamps—across multiple learning channels, including online, on-ground, and hybrid. The Network has been created to help a learner achieve more—by keeping pace with the hyper-accelerated world of technology, business, and industry in which we all work and live.

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, the institution continues to educate its students and advance the frontiers of knowledge through its research.

## APPLICATION INFORMATION

**Pearl Street Collective**, an executive search firm committed to advancing the common good, is leading this search. Please submit your resume and letter of interest to [nu-socr@pearlstreetcollective.com](mailto:nu-socr@pearlstreetcollective.com).

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 to and support of diversity and inclusion, please see [www.northeastern.edu/diversity](http://www.northeastern.edu/diversity).