



Northeastern University

Vice President of Advancement Resources & Communications | Boston, MA

POSITION OVERVIEW

Northeastern University seeks a creative and forward-thinking Vice President of Advancement Resources & Communications (VP) to assume a senior role within its Office of University Advancement and lead a high-performing, integrated team across advancement resources and communications to new levels of success. A member of the Senior Leadership Team, the VP will partner closely with the Senior Vice President of University Advancement, as well as colleagues across Advancement. This is an exceptional opportunity for an accomplished development professional to join a world-class academic institution on the ground floor of its next historic campaign.

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. Maintaining a staff of approximately 200, 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.

Reporting to the Senior Vice President of University Advancement, Diane MacGillivray, the VP will bring both intellectual agility and creativity to the development of priorities and strategies that continue elevating the work of Advancement to generate increased philanthropic support for the University. They will provide data-supported advice to the Senior Vice President on goal setting and sophisticated reporting/modeling on revenue production to ensure a transparent fundraising operation. The VP will have significant opportunities to offer input into university-wide development plans owing to the critical role that Advancement Resources & Communications plays in engaging top prospects for Northeastern.

The VP will oversee an infrastructure that supports fundraising, campaign success, and strategic initiatives, charting a path for continued success and ensuring that best-in-class services remain the standard; develop advancement policy in collaboration with other senior leadership; build on the accomplishments of the Advancement Resources & Communications team (75+ FTE) by coaching and mentoring the directors of Advancement Services (including Information Systems and Prospect Development), Donor Relations, Advancement Communications, and Events; and drive an increasingly more integrated services enterprise

designed for efficiency and maximum return on investment—all in preparation for a global, comprehensive campaign.

Additionally, the VP will ensure that the Advancement Resources & Communications team is donor-focused, engagement-oriented, and responsive to divisional and institutional goals and priorities, anticipating and addressing issues related to the alignment of infrastructure with business objectives or best practices, and proactively recommend and implement solutions. Championing a culture in which teamwork, collaboration, boldness, and innovation are expected and rewarded, the VP will lead by example with regard to effective communication with Advancement colleagues in Development, Alumni Relations, and Finance, and campus colleagues, providing a high level of customer service, cross-organizational cooperation, and reliance on clear standards of professional and ethical conduct.

RESPONSIBILITIES

Senior Leadership Team and Cross-Unit Collaboration

Provides broad administrative oversight and strategic leadership to the Advancement Resources & Communications team and ensures a customer service-oriented operation. Translates University strategies into workable departmental objectives and timelines, then advises and encourages the team as they achieve those objectives. Remains aware of establishing a protected space for each respective team, one in which innovation and creativity can flourish and operational execution is achieved. Develops strong and supportive relationships with administrative, compliance, legal and finance departments across campus.

Donor Relations, Information Systems, Prospect Research

Supports the identification and implementation of integrated tools that fit into a holistic infrastructure strategy; utilizes best practices to ensure tools are right-sized, practical and sustainable. Fosters a data-driven, active, and transformative culture of prospect research and management; and works across the division to develop and align plans and strategies that strengthen and coordinate operational, systems, and fundraising efficiencies. Explores emerging technologies, including artificial intelligence, that could inform strategic shifts towards more impactful prospect identification. Discovers opportunities to improve business practices and data integrity.

Advancement Communications, Events

Ensures efforts are in alignment and in compliance with the University's overall communications and marketing strategy; empowers the team to be solutions-focused and deliver high quality, customized communications materials and proposals to advance cultivation, solicitation and stewardship strategies; and conceives and executes thematic events. Recognizes artful content and leverages a flexible and entrepreneurial mindset when formulating and elevating ideas that support the work at hand.

QUALIFICATIONS

The ideal candidate will bring a background in one or more of the following areas: development, donor relations, marketing, and/or advancement operations such as information systems, prospect research, and/or advancement services. They will bring sound judgment to the role and the ability to make independent decisions while working collaboratively with colleagues across campus. Additional qualifications include:

- A minimum of ten years' experience, including supervisory responsibilities, in the higher education advancement arena, including exposure to the disciplines and functions inherent in advancement services and/or development.
- Demonstrated effectiveness as a leader and strategic thinker who thrives when working as a member of a dynamic leadership team.
- The professional credibility and maturity required to effectively engage members of the senior leadership team and colleagues across the University.

- Ability to troubleshoot and make sound decisions in response to rapidly changing often complicated situations.
- Skilled as an outstanding coach, mentor, and motivator of professionals with a dedication to hiring, retaining, and developing outstanding talent.
- Demonstrable knowledge of database systems, in addition to familiarity with the most current information technology available, with the ability to be creative in utilizing it to lead a staff to technical solutions is ideal, as is familiarity with Salesforce, Banner, Tableau, and Cvent.
- 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.
- A Bachelor's degree or equivalent work experience.

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 hello@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.