



**DIRECTORS OF MAJOR GIFTS
PENNSYLVANIA STATE UNIVERSITY
State College, Pennsylvania
<http://psu.edu>**



The Aspen Leadership Group is proud to partner with the Pennsylvania State University in its search for a complement of Directors of Major Gifts that will serve in the College of Education, College of Engineering, and Smeal College of Business. As Penn State looks to grow its advancement program, it is seeking superior fundraisers with the ambition and ability to secure the support Penn State students and faculty need to succeed.

Penn State encompasses twenty-four campuses; 17,000 faculty and staff; 100,000 students; a teaching hospital with one million patient visits a year; over one-half million active alumni; an online World Campus that empowers anyone to pursue an education—anytime, anywhere; and the largest student-run philanthropic organization on the planet. Penn State teaches students that the real measure of success is what one does to improve the lives of others, and they learn to be hard-working leaders with a global perspective. Penn State conducts research to improve lives. It adds millions to the economy through projects in Pennsylvania and beyond. It helps communities by sharing faculty expertise and research.

Penn State's campuses are located from one side of Pennsylvania to the other. Through Penn State World Campus, students can take courses and work toward degrees online from anywhere on the globe that has Internet service. Penn State supports students in many ways, including advising and counseling services for school and life; diversity and inclusion services; social media sites; safety services; and emergency assistance. Penn State's network of more than a half-million alumni is accessible to students when they want advice and to learn about job networking and mentor opportunities as well as what to expect in the future. Through its alumni, Penn State lives all over the world.

The best part of Penn State is its people. Its students, faculty, staff, alumni, and friends in communities near its campuses and across the globe are dedicated to education and fostering a diverse and inclusive environment.

REPORTING RELATIONSHIPS

The Directors of Major Gifts will report to the Directors of Development within the selected unit.

THE OFFICE OF UNIVERSITY DEVELOPMENT

At Penn State's Office of University Development (OUD), everyone matters. As a member of the team, one can play an integral role in one of the most respected and successful fundraising operations in the country. OUD's frontline fundraisers come not only from the higher education and nonprofit sectors, but also from the worlds of business, law, and other fields, bringing diverse experiences and insights to the conversation.

OUD offers trainings and seminars on everything from proposal writing to stewardship to make sure team members continue to learn and progress professionally. It also has an extensive mentoring program to help build relationships between its senior leadership and development team members at every stage of their careers. OUD wants everyone to feel valued and respected, and it wants to provide the tools to improve performance and contribute to success.

The University is launching a new effort driven by an inspired vision for the future: *A Greater Penn State for 21st Century Excellence*. As a member of the development team, the Directors of Major Gifts will be on the front lines in gathering donor support for the imperatives of this campaign: Open Doors, Create Transformative Experiences, and Impact the World.

PRINCIPAL OPPORTUNITIES

As Penn State begins a new strategic campaign, *A Greater Penn State for 21st Century Excellence*, the University is deepening its investment in fundraising and fundraisers, growing its nationally recognized development operation, and seeking talented, innovative professionals to secure major gifts for areas across the institution. Positions are now available for Directors of Major Gifts in the following academic units:

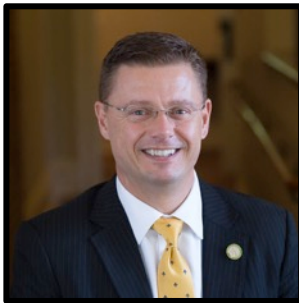
- **The College of Education** is recognized by *U.S. News & World Report* as having ten graduate programs ranked in the top 20 of their kind and six programs ranked in the top 10, with Technical Teacher Education and Higher Education Administration rated the best in the country. Learn more: <https://ed.psu.edu/>
- **The College of Engineering** is home to a world-class faculty, an undergraduate program that is the second-largest in the nation, and interdisciplinary research and hands-on education that prepares students for success in a rapidly changing world. Learn more: <http://www.engr.psu.edu/>
- **The Smeal College of Business** offers an undergraduate program ranked #1 in the nation by the *Wall Street Journal* and an M.B.A. among the top 20 public programs, both supported by leaders in business and finance who credit their success to Penn State. Learn more: <https://www.smeal.psu.edu/>

PRIMARY RESPONSIBILITIES

The Directors of Major Gifts will

- identify and cultivate a prospect pool of graduates and other key constituencies;
- plan and execute solicitation strategies leading to major gifts;
- travel extensively throughout the country to pursue these strategies and build enduring relationships, completing fifteen visits per month;
- supervise, train, and mentor other fundraisers and support staff, as assigned; and
- articulate Penn State's needs, values, and ambitions through excellent informal and formal communications, including written proposals.

KEY COLLEAGUES



O. Richard Bundy III

Vice President for Development and Alumni Relations

In his role as Penn State's Vice president for Development and Alumni Relations, Rich Bundy leads a team of more than 400 staff in advancing the University's land-grant mission through the engagement of Penn State's alumni and friends. He assumed the helm in January, as Penn State begins a new, University-wide fundraising campaign, *A Greater Penn State for 21st Century Excellence*.

Rich's nearly twenty-five-year career in public higher education fundraising and alumni relations began at Penn State, and it has since included posts at Michigan State, Iowa State, and, most recently, the University of Vermont Foundation, where he served as the inaugural President and Chief Executive Officer.

He holds BA and MA degrees from Penn State and an MBA from Michigan State, and he attended the Management Development Program at Harvard's Graduate School of Education. He served on the Board of Directors of the National Agricultural Alumni & Development Association (NAADA) from 2003-2006, and hosted their national conference in 2005. Rich is the recipient of the 2006 NAADA Professional Achievement Award and the 2006 ISU Foundation Governor's Award. He co-hosted the Council for the Advancement and Support of Education (CASE) national conference on Campaign Planning in 2014. A native of Pennsylvania, Rich is an avid runner and has successfully completed thirty-two marathons, including six finishes at the prestigious Boston Marathon and all six of the World Marathon Majors.

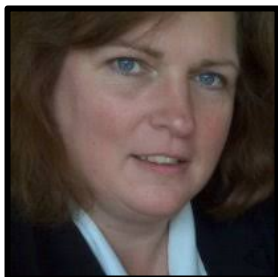


Simon Corby

Director of Development and Alumni Relations, College of Education

Simon Corby is the Director of Development and Alumni Relations for the College of Education. Originally from the UK, he served in the Royal Air Force for six years before immigrating to the United States in 1996. He has enjoyed a wide ranging career in the corporate sector and has almost twenty years of development experience in higher education, including three years at Juniata College and a variety of major gifts positions at Penn State. He leads a team of seven staff to

support the mission of the College of Education and enjoys his role as a coach and mentor across the university. As a first generation college graduate he is passionate about the power of education to change lives and impact society and he is deeply committed to finding ways to engage philanthropy to support this work.



Jennifer Dubuque, CFRE

Senior Director of Development, College of Engineering

Jennifer Dubuque is the Senior Director of Development leading the efforts that serve Penn State's largest college, the College of Engineering. She recently joined the University's Division of Development and Alumni Relations bringing nearly 30 years of experience in higher education fundraising, and is growing a development and external relations team to further philanthropic support to the college in close partnership with Dean Justin Schwartz.

Jennifer comes to Penn State having worked at a variety of institutions—from a large, public research university to smaller private colleges. In particular, she served on the leadership gifts team at Rensselaer Polytechnic Institute in Troy, New York during their \$1.6 billion campaign, and as Assistant Vice President for Advancement at Florida Atlantic University in Boca Raton, Florida where she worked closely with the FAU Foundation Board of Directors. Most recently, she served as Vice President for Institutional Advancement at Mount Aloysius College in Cresson, PA. Jennifer earned a bachelor's degree in Communications, cum laude, from Marist College, and holds a CFRE certification.



Michelle K. Houser

Senior Director of Development and Alumni Relations, Smeal College of Business

Michelle Houser began her role as the Senior Director of Development and Alumni Relations for the Smeal College of Business in March 2015. She leads a team of twenty-two development, alumni relations, and alumni career services professionals to provide philanthropic and engagement opportunities for 85,000 alumni of the College around the world.

Michelle previously held the appointment of Director of Development and Alumni Relations for the College of Education at Penn State. She led the team to surpass the *For the Future* campaign goal twice raising \$32.8 million. Prior to returning to Penn State, Michelle served as a Major Gifts Officer for the Medical and Health Sciences Foundation at the University of Pittsburgh in the departments of surgery and cardiothoracic surgery. She also served as an Associate Director of Major Gifts for the Fuqua School of Business at Duke University. Michelle began her career in development and alumni relations as an Assistant Director of Annual Giving at Allegheny College.

She received the Patrick Scholl Mentor Award from the Penn State Division of Development and Alumni Relations in 2017. Michelle earned a bachelor's degree in Journalism from Penn State.

CANDIDATE QUALIFICATIONS AND QUALITIES

The ideal candidate for the positions of Director of Major Gifts should have

- a track record of success in securing major gifts and meeting fundraising goals;
- exemplary interpersonal and communication skills;
- a proven ability to self-motivate and work both independently and as part of a team;
- a passion for higher education and an understanding of complex institutions; and
- an appreciation and understanding of diverse audiences and communities.

A Bachelor's degree or higher is required for these positions as is at least five years of work-related experience.

SALARY AND BENEFITS

Pennsylvania State University boasts many benefits for its employees and their families, including competitive salaries, retirement and healthcare packages, tuition discounts, generous holidays, vacation, and sick time.

LOCATION

Routinely ranked among the best places to live in the country, State College and the surrounding areas provide a safe environment and public school system for family and outdoor recreation in a breathtaking landscape, collegiate athletics and world-class entertainment venues, and a vibrant social scene for all ages. This ultimate college town offers short commutes and the work-life balance. The community reflects both the diversity of a global Research 1 university and the warmth and small-town feel of a region where people get to know their neighbors and put down roots for generations.

DIVERSITY AND INCLUSION

In the fall of 2016, at the request of a dedicated group of students, Penn State launched a University-wide initiative called "All In at Penn State: A Commitment to Diversity and Inclusion." The campaign's goal is to raise awareness about equality within the community and to create an open-minded space for *all* Penn Staters—regardless of race, gender, ethnicity, religion, ability, orientation, or opinion. The University believes that it can learn from each other's differences and break down the barriers. Penn State strives to be an inclusive and welcoming home for all students, faculty, staff, alumni, and friends—it's a place where everyone can be themselves, together.

APPLICATION DEADLINE

All applications must be accompanied by a cover letter and résumé. Before submitting your materials, please read them over for accuracy. Review of applications will begin immediately and continue until the successful candidate has been selected.

To nominate a candidate, contact Michael Vann: michaelvann@aspenleadershipgroup.com.

All inquiries will be held in confidence.



ABOUT THE COLLEGE OF EDUCATION

The College of Education's priority is to ensure its students are the best possible candidates for their professional fields and productive members of their communities. This commitment to excellence in the field of education has paid great dividends—for the College, its students, and the many people served by its graduates. Higher education today presents more opportunities for learning, innovation, and experience than ever before. In an age of declining public support and rising costs, private philanthropy is essential for sustaining the quality of a Penn State education and for making its benefits available to all. Gifts to the College of Education make tangible differences in the lives of students and faculty. Philanthropy enables it to catalyze important advances in learning and provides the financial support its students need to realize their dream of a Penn State degree.



David H. Monk

Dean, College of Education

David H. Monk is Professor of Educational Administration and Dean of the College of Education at the Pennsylvania State University. He earned his AB in 1972 at Dartmouth College, his PhD in 1979 at the University of Chicago, and was a member of the Cornell University faculty for 20 years prior to becoming Dean at Penn State in 1999. He has also been a third grade teacher and has taught in a visiting capacity at the University of Rochester and the University of Burgundy in Dijon, France. Monk is the author of *Educational Finance: An Economic Approach* (1990); *Raising Money for Education: A Guide to the Property Tax* (1997) (with Brian O. Brent); and *Cost Adjustments in Education* (2001) (with William J. Fowler, Jr.), in addition to numerous articles in scholarly journals. He served as the inaugural co-editor (2005-2010) and continues to serve as an Editorial Board member for *Education Finance and Policy*, The Journal of the Association for Education Finance and Policy (MIT Press) and also serves on the editorial boards of *The Journal of Education Finance*, *Educational Policy*, and the *Journal of Research in Rural Education*. He consults widely on matters related to educational productivity and the organizational structuring of schools and school districts, and is a Past President of the Association for Education Finance and Policy (1993).

ABOUT THE COLLEGE OF ENGINEERING

The College of Engineering's more than 95,000 living alumni include leaders, innovators, and entrepreneurs in every field of engineering. Its undergraduate program is the second-largest in the country, and, along with the Engineering graduate program, it is ranked among the top twenty-five of its kind nationwide by *U.S. News and World Report*. Across twelve departments and schools and more than thirty research centers, the College of Engineering's world-class faculty is in the top ten for number of grants and publications, and it is committed to interdisciplinary research and hands-on education that prepares students for success in a rapidly changing world. To support this success, over \$200 million was raised by the College of Engineering in the University's most recent major fundraising effort, *For the Future: The Campaign for Penn State Students*. In Penn State's current campaign, the College of Engineering will secure support for an even more ambitious vision: achieving global preeminence and deepening its impact on society.



Justin Schwartz

Harold and Inge Marcus Dean of Engineering

Dean Schwartz received a BS with Highest Honors from the University of Illinois at Urbana-Champaign and a Ph.D. from the Massachusetts Institute of Technology. After serving as one of the first Science and Technology Agency of Japan Fellows at the National Research Institute for Metals, Japan, he joined the University of Illinois at Urbana-Champaign as an Assistant Professor.

In 1993, Dean Schwartz joined the newly-formed National High Magnetic Field Laboratory and the Department of Mechanical Engineering at Florida State University, where he served as the Leader of the HTS Magnets and Materials Group. In 2003, his research group, in collaboration with Oxford Instruments, established the world record for magnetic field generation by a superconducting material.

In 2009, he joined North Carolina State University as the Kobe Steel Distinguished Professor and Head of the Department of Materials Science and Engineering. In this role he led the rapid expansion of his department, guiding them upwards in the national rankings from 31st to 15th, while more than doubling the research portfolio and endowment.

He joined Penn State as the Harold and Inge Marcus Dean of Engineering in August 2017. Dean Schwartz's research interests include superconducting, magnetic and multiferroic materials and the systems they enable. He has published more than 240 peer-reviewed journal articles and has graduated 44 PhD and MS students in six academic disciplines, including fifteen female and six under-represented minorities. Dean Schwartz is a Fellow of the IEEE, AAAS, and ASM.

ABOUT THE SMEAL COLLEGE OF BUSINESS

The extraordinary success of the Smeal College of Business has been built upon support from alumni, friends, and corporate partners. Through a naming gift from Frank P. and Mary Jean Smeal, and through endowments for students, faculty, and programs from other business leaders who credit their success to Penn State, the Smeal College of Business has become a destination for top educators and researchers, M.B.A. and Ph.D. candidates, and undergraduates in fields ranging from finance to supply chain management. The Smeal community's commitment to ethics, integrity, and sustainability has also made it a leader in higher education, and its programs have been recognized by *Wall Street Journal*, *Forbes*, and *Bloomberg Businessweek*, among others, for their excellence and value. To support this success, more than \$93 million was raised by the Smeal team in the University-wide fundraising effort *For the Future: The Campaign for Penn State Students*. Continuing private support will be essential as the Smeal College of Business pursues an even more ambitious vision for itself and its students: becoming one of the nation's top five public business schools.



Charles H. Whiteman

John and Becky Surma Dean, Smeal College of Business

Charles H. Whiteman, who has more than 32 years of experience in higher education and business, assumed the leadership position at the Penn State Smeal College of Business in 2012. He oversees all aspects of one of the largest business schools in the nation. Prior to joining Penn State, he was Senior Associate Dean for the Tippie College of Business at the University of Iowa.

Whiteman holds a PhD in economics from the University of Minnesota and a Bachelor's degree in economics from the University of Kansas. He has conducted research that has been supported by a number of grants from the National Science Foundation, published dozens of academic papers, written two books, and served as associate editor of several economics journals. He has also advised the state of Iowa's Department of Management on economic issues and served as a visiting scholar at the Federal Reserve Banks of Kansas City, Atlanta, Cleveland, and Minneapolis.



ASPEN LEADERSHIP GROUP

Aspen Leadership Group focuses exclusively on search and talent management in the field of philanthropy. Recognized leaders in the field recruit and provide counsel to other leaders and emerging leaders, building enduring, productive relationships and supporting exceptional careers.

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