



**ASSISTANT VICE PRESIDENT, INDUSTRY PARTNERSHIPS**

**[WENTWORTH INSTITUTE OF TECHNOLOGY](#)**

**Flexible–Northeast/New England**



The Aspen Leadership Group is proud to partner with Wentworth Institute of Technology (WIT) in the search for an Assistant Vice President, Industry Partnerships.

A visionary, entrepreneurial, results-oriented, and highly collaborative industry-engagement professional, the Assistant Vice President, Industry Partnerships will lead Wentworth's new Office of Strategic Industry Engagement. The Assistant Vice President will establish and advance multi-faceted connections between Wentworth and industry, as well as manage those connections across all academic and administrative units of the University.

Wentworth Institute of Technology, a recognized leader in STEM, design and management education, was founded in 1904 as post-civil war industrial expansion, urbanization, and immigration created the need for new economic and employment opportunities. WIT is known for its co-operative education opportunities for students and its focus on career and resume building through hands-on learning in the field. Rooted in *Inclusive Excellence*, WIT is committed to reaching its full potential by reflecting the diversity of the City of Boston, the region, and the larger society.

WIT enrolls approximately 4,516 students, of which 4,341 are undergraduates, in five dynamic schools: The school of engineering, the school of management, the school of architecture and design, the school of science and humanities and the school of computing and data science. The Institute is one of five colleges forming the Colleges of the Fenway. This collaboration with the Massachusetts College of Art and Design, Massachusetts College of Pharmacy and Health Sciences, Emmanuel College, and Simmons College expands academic opportunities and choices through cross-registration and enhances the student and faculty environments of the individual institutions while retaining the unique and special qualities of each of the five schools.

While hands-on, action-oriented learning is a relatively recent addition to many college curricula, it has been the powerful, pervasive, and professionally relevant core of Wentworth's programs for more than a century. Today, WIT offers the educational programs for which there is strong labor market demand; integrates applied learning through curricular and co-curricular engagement; serves as a school of opportunity for first-generation college students, men and women from lower-income and working-class families, veterans of war, urban youth, and women breaking barriers in technical fields; attracts and retains highly dedicated faculty and staff; and creates and sustains strong institutional and community partnerships.

All these factors enable Wentworth to produce graduates who consistently bring extraordinary value to their organizations and to the world.

## REPORTING RELATIONSHIPS

The Assistant Vice President, Industry Partnerships will report to Vice President of Institutional Advancement and External Relations, Crate Herbert, with a dotted-line reporting relationship to the Associate Provost for Transformational Learning and Partnerships, Susan Duffy. The Assistant Vice President will serve on the Institutional Advancement and External Relations Senior Leadership Team and oversee a team of three full-time staff.

## FROM THE VICE PRESIDENT

*The world needs more schools like Wentworth — student-centered institutions in dialogue with the changing role of technology in society and the economy. And our graduates are needed now more than ever. The hands-on, iterative mindset central to WIT's mission is a critical skill set for the 21st century workforce. WIT brings the strengths of the residential college model to bear on problems and pedagogy that are distinctly of this moment — questions of engineering, applied science, design and architecture, and their place in our changing world. Strengthening this model are the Colleges of Fenway. This ecosystem offers a unique blend of specialized training in a powerful context of broader offerings which further distinguish WIT's professionally relevant education.*

*Today, WIT is at an inflection point. With our new President, Mark Thompson, at the helm and navigating a pandemic that has illustrated his remarkable leadership and the resilience of our community, Wentworth is poised for transformative impact. President Thompson's strategic priorities — Inclusive Excellence, high-value learning, transformative student experience, and next-generation partnerships — have never been more relevant. In support of the President's strategic priorities, Institutional Advancement seeks a strategic and experienced leader to launch and grow our Office of Strategic Industry Engagement. Wentworth seeks a creative and energetic shop builder looking for the right challenge in service of the right mission. With the opportunity to assess and tailor an approach to Industry Engagement best suited to Wentworth, this position offers a dynamic leader the opportunity to realize tremendous potential while deepening our work in foundation relations, sponsored programs, and industry partnerships. Come lead a growing and dynamic team — and have some fun while you do it.*

—Crate Herbert, Vice President, Institutional Advancement and External Relations

## WENTWORTH INSTITUTE OF TECHNOLOGY'S COMMITMENT TO DIVERSITY, EQUITY, AND INCLUSION

In order to achieve its greatest potential and fulfill its responsibilities as an institution of higher education, Wentworth Institute of Technology is committed to reflecting the diversity of the City of Boston, the region, and the larger society. *Inclusive Excellence* is the bedrock of Wentworth's campus culture, a culture in which every member of the university community is included, engaged, and valued. To grow and reach its full potential as a 21<sup>st</sup> century university, Wentworth must achieve inclusive excellence in every aspect and at every level of university life.

Within the larger context of diversity, equity, and inclusion, Wentworth is pursuing many ongoing initiatives, including examining gender equity; improving retention and graduation rates of Black and Hispanic students; increasing student enrollment of women and the number of women faculty and staff; providing supportive environments for veterans, students with disabilities, and international students; joining the Leading for Change Higher Education Consortium (2013); opening the Center for Diversity and Social Justice Programs (2015); and creating the Women's Caucus (2017).

Wentworth will achieve inclusive excellence by intentionally embedding inclusion in every policy, practice, and individual behavior. This will help ensure that every member of the Wentworth community can reach their full potential. Specifically, Wentworth will build organizational structures that support its strategic priority, *Inclusive Excellence*; integrate inclusive practices; and improve access and demographic representation.

### **PRIMARY RESPONSIBILITIES**

The Assistant Vice President, Industry Partnerships will

- develop, implement, and manage strategic partnerships for purposes of mutual benefit to the University and its industry partners;
- seek to advance immersive learning opportunities, internships, co-ops and graduate employment, executive education, programs for upskilling employees, lifelong learning and adult degree completion, and grants and services;
- attract and expand corporate philanthropy on behalf of the University;
- assess Wentworth's existing industry partner relationships and identify a cohort for strategic, University-level engagement;
- serve as a central point of contact for industry partners and develop and lead a team that will be responsible for foundation relations, sponsored partnership programs, and industry partnerships and sponsorships;
- develop and execute departmental strategic plans for the Office of Strategic Industry Engagement, including setting and achieving engagement and revenue targets and collaborating closely with School Deans and colleagues across the University to ensure successful achievement of these targets;
- work in close partnership with the Senior Executive Director of Development and Alumni Relations; the Executive Directors of Operations, Donor Relations, and University Events; the Directors of Co-Ops and Careers, Workforce and Professional Education, and Accelerate;
- exhibit a deep passion for Wentworth's mission, and take pride in being an ambassador for the Institution and community of students, faculty, staff, alumni, friends, and key partners; and
- staff the President, Provost, School Deans, and other Institute leaders as needed.

### **INSTITUTE LEADERSHIP**

**Mark A. Thompson, Ph.D.**

**President**

Mark A. Thompson, Ph.D., became the fifth president of Wentworth Institute of Technology on June 1, 2019.

His career in higher education spans more than 25 years — from teaching and advising students at Marshall University and Morehouse College, to serving in senior-administration roles at Quinnipiac University.

Thompson was at Quinnipiac for 21 years (beginning in 1998) before accepting the presidency at Wentworth. He served there as Associate Dean of the School of Business and later as Executive Vice President and Provost. Among other accomplishments at Quinnipiac, Thompson led the establishment of engineering and medical schools. He earned a reputation as a popular advocate for students and a valued, progressive member of the university community.

Earlier in his career, Thompson directed the Center for Business and Economic Research and was an assistant professor of economics at Marshall University's Elizabeth McDowell Lewis College of Business.

He has a bachelor's degree in economics-finance from Bentley University, an M.B.A. from Western New England University, and Ph.D. in economics from Georgia State University.

His expertise includes urban and regional economics, and economic development. He has worked on regional economic initiatives with many private and public constituents and, as part of those efforts, completed more than 100 technical reports — ranging from economic impact assessments and strategic plans, to feasibility studies and business proposals.

Thompson's academic research has focused on the consequences of residential housing segregation, issues related to labor market discrimination, and assessing the impact of intellectual property rights on the economic growth rates of developing countries. His work appears in academic journals, including *Economic Development Quarterly*, *Journal of Economic Development*, *Journal of Enterprising Culture*, and *Journal of Economics and Finance*. He has also written a book chapter under a grant from the Russell Sage Foundation and has made numerous conference presentations.

### **Crate Herbert**

#### **Vice President, Institutional Advancement & External Relations**

Crate Herbert, a mission-driven leader with more than two decades of development experience, has been a pathbreaking fundraiser for health care programs and academia. Herbert was drawn to Wentworth by its reputation for transforming lives and educating skilled workers who are vital to the country's economy and technological progress.

Prior to Wentworth, Herbert worked at Harvard University since 2007. She had been Executive Director of Development for the John A. Paulson School of Engineering and Applied Sciences. She led a successful campaign there, amassing \$675 million in philanthropic support and surpassing a \$450 million goal set for the Paulson School as part of a Harvard-wide campaign. Herbert also served as Executive Director for Campaign Priorities and Initiatives for Harvard's Faculty of Arts and Sciences; as Director of Leadership Giving for the Harvard College Fund; and Senior Major Gifts Officer at the Harvard T.H. Chan School of Public Health.

Herbert also was the Director of Development for Women at Risk, a breast cancer program at Columbia University Medical Center in New York City. She received a Bachelor of Arts in Music and Philosophy from Earlham College and a Master of Arts in Music from The University of Texas at Austin.

Before arriving in Boston in 2007, Herbert lived in New York where she started her career in philanthropy. She also sang opera in concerts and productions in New York City, San Francisco, Italy, and Japan, and ran a private voice studio. Herbert retired from performing more than 10 years ago but said she sometimes uses her music background in her philanthropy work.

### **Susan G. Duffy, Ph.D.**

#### **Associate Provost for Transformational Learning and Partnerships**

Dr. Susan G. Duffy was appointed to the position of Associate Provost for Transformational Learning and Partnerships, effective September 20, 2021. She also holds the title of Associate Professor in the School of Management. In her current role, Duffy collaborates across the University and beyond, providing overall leadership to *CO-OPS + CAREERS*; *Accelerate: Wentworth Innovation + Entrepreneurship Center*; and Wentworth's continuing education and workforce development center.

Over the past decade, Duffy has served as the Executive Director of the Babson College Center for Women's Entrepreneurial Leadership and Faculty Director of the Babson Executive Education Inclusive Leadership Portfolio. She built a sustainable and extensive portfolio of educational assets that served

diverse learners “from 14 to forever,” including a nationally recognized women’s leadership scholar program for undergraduates that has produced an illustrious group of accomplished leaders and rising stars.

In addition, Duffy co-founded the award-winning venture accelerator, the *Women Innovating Now (WIN) Growth Lab*. Most recently, Duffy partnered to develop the Women’s Leadership Academy High School Program, which was prominently featured in *Globe Magazine*. Across all these programs, Duffy has been a successful fundraiser with individual donors and foundations. In addition, she has created and taught executive education programs for a wide range of clients from biotech to construction; designed undergraduate and graduate courses in entrepreneurship, inclusive leadership, and social innovation; and actively served on the Babson College Diversity, Equity, and Inclusion Executive Committee.

Duffy received her Bachelor of Science degree from Pennsylvania State University, her Master of Science from The Johns Hopkins University, and her Ph.D. in Management and Organization from The George Washington University.

### **PREFERRED COMPETENCIES AND QUALIFICATIONS**

Wentworth Institute of Technology seeks an Assistant Vice President, Industry Partnerships with

- a commitment to the mission of Wentworth Institute of Technology — to empower, inspire, and innovate through experiential learning;
- an entrepreneurial mindset with experience serving as the successful architect of new programs and initiatives;
- a track record of working with faculty leadership and industry to forge mutually beneficial partnerships within an academic setting;
- an ability to develop trusted internal and external partnerships and collaborate successfully with multiple stakeholders;
- an ability to cultivate and close gifts with significant institutional impact;
- experience hiring, managing teams, and growing revenue;
- knowledge of, or related experience with, corporate partnerships, foundation relations, and grants management;
- superb communication and negotiation skills, emotional intelligence, as well as organizational thinking and judgement; and
- an ability to build from the ground up, take initiative, lead others, think strategically, and collaborate toward productive outcomes.

A bachelor's degree is required for this position as is at least eight years of relevant experience.

### **SALARY AND BENEFITS**

Wentworth Institute of Technology offers a competitive salary and [benefits package](#).

### **LOCATION**

Wentworth Institute of Technology is located in Boston, Massachusetts. The Assistant Vice President, Industry Partnerships may work remotely with regular access to the campus. Northeast/New England preferred.

## APPLICATION INSTRUCTIONS

All applications must be accompanied by a cover letter and résumé. ***Cover letters should be responsive to the mission of Wentworth Institute of Technology and its commitment to Inclusive Excellence.*** Review of applications will begin immediately and continue until the successful candidate has been selected.

*To apply for this position, visit:*

*[Assistant Vice President, Industry Partnerships, Wentworth Institute of Technology.](#)*

*To nominate a candidate, please contact Don Hasseltine, [donhasseltine@aspingleadershipgroup.com](mailto:donhasseltine@aspingleadershipgroup.com) or Marianna DiVietro, [mariannadivietro@aspingleadershipgroup.com](mailto:mariannadivietro@aspingleadershipgroup.com).*

*All inquiries will be held in confidence.*