

# ASPEN • LEADERSHIP • GROUP

ASSOCIATE DIRECTOR OF DEVELOPMENT, FARMER SCHOOL OF BUSINESS

MIAMI UNIVERSITY

Oxford, Ohio

<http://MiamiOH.edu>



The Aspen Leadership Group is proud to partner with Miami University in the search for two associate directors of development for the Farmer School of Business.

The associate director of development, Farmer School of Business will advance the mission of Miami University by planning, organizing, and implementing strategies to increase the level of personal involvement and financial commitment of alumni and friends. Particular emphasis will be given to strategies seeking philanthropic and volunteer support for the Farmer School of Business.

The Farmer School of Business offers one of the world's best undergraduate business educations with small class sizes and faculty who are focused on teaching. The Farmer School is consistently ranked among the nation's top undergraduate business programs for its commitment to its students' professional and personal growth and success.

The Farmer School of Business places emphasis on experiential learning, international study and leadership development to prepare its students to become leaders in the workplace and the community.

Its core values of integrity, responsibility and respect are woven throughout the curriculum. The students, faculty and staff at the Farmer School strive to learn and achieve great things both in the classroom and beyond, evident by its many connections to the community and continued support of distinguished alumni.

The Farmer School of Business serves more than 4,000 students and nearly 40,000 alumni worldwide. It has consistently ranked in the top tier of public university undergraduate business school programs, and, in 2016, Money magazine noted it as a top 10 producer of Fortune 500 CEOs.

Nationally recognized as one of the most outstanding undergraduate institutions in the nation, Miami University is a public university located in Oxford, Ohio. With a student body of nearly 18,000, Miami effectively combines a wide range of strong academic programs with the personal attention ordinarily found only at much smaller institutions.

Miami is distinguished by a faculty who love to teach and mentor students. The 2016 *U.S. News & World Report* rankings recognize Miami as the highest public university in the United States in the category of "Strong Commitment to Undergraduate Teaching." Only 19 national universities are noted for such commitment. Miami has appeared on this short, elite list since the inaugural year of the rankings in 2009 and has been in the top three among public universities for six years in a row.

## **REPORTING RELATIONSHIPS**

The associate director of development, Farmer School of Business will report to the senior director of development for the Farmer School of Business.

## **PRINCIPAL OPPORTUNITIES**

Located just outside of Cincinnati, Oxford was named by Forbes in 2016 as the best college town in the United States. Greg Crawford is an energetic new president in his first year who is both an entrepreneur and an academician. The Farmer School recently received a \$40 million gift that is the largest from any single foundation or individual in Miami University's 208-year history. Miami actively engages its more than 213,000 alumni around the globe with several thriving chapters and programs like the annual Winter College and popular 18 of the Last 9 Young Alumni Awards. Our alumni and friends helped make calendar year 2016 the best ever for Miami by raising a record \$92.1 million in gifts and pledges. The university is preparing to launch an ambitious capital campaign, and, for its part, the Farmer School expects to raise at least \$250 million.

## **PRIMARY RESPONSIBILITIES**

The associate director of development, Farmer School of Business will

- serve as one of several departmental liaisons for the Farmer School of Business at Miami University in addressing their philanthropic and alumni relations objectives;
- actively participate in the Farmer School capital campaign;
- solicit annual leadership and major gifts;
- effect cultivation, solicitation and stewardship calls to alumni and friends independently and occasionally with other staff, faculty, administrators and alumni volunteers;
- encourage and coordinate involvement of alumni and friends through campus visits and regional events;
- prepare and present departmental and divisional proposals to alumni and friends with the input and assistance of faculty, staff, administrators and deans including proposals involving tax planning; gifts of real estate; personal property; securities; and gifts in wills, trusts, annuities and insurance;
- develop and implement service, cultivation and solicitation strategies for assigned prospects with the support of the Division of University Advancement staff, faculty and administrators; and
- perform other duties related to the mission of the Office of Development under the guidance of the senior director of development for the Farmer School of Business and the senior associate vice president for the Division of University Advancement.

## KEY COLLEAGUES



**Tom Herbert**

**Senior Vice President for University Advancement  
President, Miami University Foundation**

Tom Herbert was appointed Miami University's senior vice president for University Advancement effective Oct. 1, 2012. In this position, Tom leads an advancement staff of over 105 in all areas of alumni relations and development. He is also the president of the Miami University Foundation. Before Miami, Tom was at Dartmouth College, where he held the position of associate vice president for individual giving until he was promoted to the position of vice president of development. Prior to his work at Dartmouth, Tom served in various roles at Indiana University, including executive director of development and alumni programs for the College of Arts and

Sciences and vice president for university-wide programs at the Indiana University Foundation. He also served as the assistant vice president for development at the University of Michigan. Tom began his development career as a gift planning officer at Drake University in Iowa.

He is the co-author of a textbook on major and planned giving programs, and he has taught fundraising courses at Indiana University and Rice University. He is a frequent presenter at development conferences around the country for the Council for the Advancement and Support of Education (CASE) and at the Big Ten Fundraising Institute. He currently serves on the national board of the National Association of College and University Business Officers (NACUBO), the first development professional to do so. He also serves on the National CASE Commission on Philanthropy and is developing and chairing a CASE Management Institute.

Tom holds a bachelor's degree in history from Northwestern University and a doctor of jurisprudence with honors from Illinois Institute of Technology, Chicago-Kent College of Law. He is married to Kirsten Roberts and they have two sons, Zachary and Ethan.



**Brad Bundy**

**Senior Associate Vice President**

Brad Bundy is the senior associate vice president for the Miami University Division of University Advancement. He has been with the division since 2001 and was named an honorary Miami alumnus in 2013. Brad is responsible for overseeing the Office of Development and providing staff leadership for a development program that has generated \$165 million in private support for Miami over the past three years. Brad has more than 30 years of development and university advancement experience, including service to Ohio State University, Ohio Wesleyan University, and the University of Cincinnati Medical Center. In addition to his professional experience, Brad recently began a two-year term as chairman of the board of directors for CASE

District V.

He and his wife, Tammy M.A. '09, are the parents of Megan '09, Katelyn '12, Ryan '15 and Evan '18.



**Marc Rubin**

**Interim Dean of the Farmer School of Business**

Marc Rubin will serve as the interim dean of the Farmer School of Business effective July 8, 2017. Professor Rubin brings a wealth of academic and administrative experience to this position. He is the chair of the Department of Accountancy, a position he has held since 2003. Professor Rubin is also active in national, professional organizations, serving as a member of the AACSB Accounting Accreditation Committee since 2015, and as an elected member of the American Accounting Association (AAA) Board of Directors. This year he was elected president-elect of the AAA.



**David Zilch**

**Senior Director of Development for the Farmer School of Business**

Dave Zilch is the senior director of development for the Farmer School of Business. He has been with the division since 2011 when he joined the team as associate director of development. In 2014, Dave was named the senior director responsible for all fundraising activities for the Farmer School of Business. Dave has management responsibilities for a growing team of major gift officers within the development division.

Before Miami, Dave was a key player in a startup in the telecommunications, broadband and data networking industry where he was in charge of all sales and business development activities for the firm. Prior to his time in telecommunications, Dave spent 12 years in the commercial real estate finance industry in both lending and borrowing disciplines.

Dave '84 and his wife, Beth '84, are a Miami Merger and the parents of Patrick '12, Betsy '16 and Molly '20.



**Joe Christman**

**Senior Associate Director of Development for the Farmer School of Business**

Joe Christman is the senior associate director of development for the Farmer School of Business. Joe came to Miami University two years ago with 15 years of experience in higher education at schools ranging from the University of Chicago Booth School of Business to DePaul University. Joe holds several degrees from Loyola University Chicago and received his MBA from Xavier University. In his role as senior associate director, Joe is responsible for managing a portfolio of over 200 alumni, many of whom currently sit in or have retired from C-suite and

executive level positions.

Joe lives in Cincinnati with his family and enjoys staying fit, sports and spending time with friends. He is proud to be a member of such a wonderful team working for one of the best business schools in the country.

## **CANDIDATE QUALIFICATIONS AND QUALITIES**

The ideal candidate for the position of associate director of development, Farmer School of Business will have

- outstanding oral and written communication skills;
- commitment to collaborative approach to fundraising;
- excellent organizational skills and attention to detail;
- willingness to travel extensively both on a regional and national level; and
- experience working with a donor database system.

A bachelor's degree is required for this position as is three to five years of fundraising experience and/or corporate sales experience, preferably in an educational setting.

## **SALARY AND BENEFITS**

Miami University offers a competitive benefits, compensation, and bonus package.

## **LOCATION**

Miami University is located in Oxford, Ohio. Many consider Miami's campus one of the most beautiful in America. Oxford has been rated by Forbes as the "Best College Town" in the United States and poet Robert Frost once said Miami University was "the most beautiful campus that ever there was." Uptown Oxford is a pleasant walk from campus and home to boutiques, coffee houses and unique restaurants.

## **DIVERSITY AND INCLUSION**

The university is committed to equal opportunity, affirmative action, and eliminating discrimination and harassment. Miami University does not discriminate on the basis of age, color, disability, gender identity or expression, genetic information, military status, national origin, pregnancy, race, religion, sex, sexual orientation, or protected veteran status in its application and admission processes, educational programs and activities, facilities, programs, or employment practices. Requests for reasonable accommodations for disabilities related to employment should be directed to [ADAFacultyStaff@MiamiOH.edu](mailto:ADAFacultyStaff@MiamiOH.edu) or 513-529-3560.

Miami University's Annual Security and Fire Safety Report with information on campus crime, fires and safety may be found at: [MiamiOH.edu/campus-safety/annual-report/index.html](https://miamiOH.edu/campus-safety/annual-report/index.html). Hard copy available upon request. A criminal background check is required. All campuses are smoke- and tobacco-free campuses.

## **APPLICATION DEADLINE**

Before sending your resume for this position, please read it over for accuracy. Review of applications will begin immediately and continue until the successful candidate has been selected.

*To nominate a candidate, contact Tim Child: [timchild@aspenleadershipgroup.com](mailto:timchild@aspenleadershipgroup.com).*

*All inquiries will be held in confidence.*

## ASPEN • LEADERSHIP • GROUP

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