



**ASSISTANT DEAN FOR DEVELOPMENT, SCHOOL OF LAW  
ELON UNIVERSITY**

**Elon, North Carolina**

<https://www.elon.edu/e/law>



The Aspen Leadership Group is proud to partner with Elon University in the search for an Assistant Dean for Development, School of Law.

The Assistant Dean for Development is the chief development officer for the Elon University School of Law and is responsible for developing and executing a comprehensive development program for the School that includes major gifts, corporate and foundation relations, annual giving, donor relations, and alumni engagement. The Assistant Dean for Development works closely with the Dean of the School of Law and Elon's office of University Advancement to achieve aggressive goals to address the priorities of the School of Law.

Elon University is a selective, private university renowned as a national model for engaged and experiential learning. Students work closely with faculty dedicated to excellent teaching and scholarship around a curriculum grounded in the liberal arts and sciences and complemented by seven nationally accredited professional and graduate programs. Elon's four-year core curriculum has a strong global focus and is organized around the themes of inquiry, knowledge, and communication. Elon sends more undergraduate students to study abroad than any other master's-level university in the nation.

In 2017, *U.S. News & World Report* ranked Elon as the only university in the nation recognized for excellence in eight out of eight academic programs that "Focused on Student Success." Elon is recognized for excellence in study abroad, internships, undergraduate research, first-year experiences, service learning, learning communities, senior capstone experiences, and writing in the disciplines.

Elon University School of Law provides students with an array of experiential learning opportunities, including full-time residencies in the practice of law, professional mentoring, and nationally recognized leadership training. The School's rigorous curriculum, taught by a highly accomplished faculty, prepares excellent and ethical lawyers who have the knowledge, skills, and judgment to make significant contributions in service to clients, the profession, and society. Elon Law's innovations in legal education have earned the School national recognition. *The National Jurist* named Elon Law one of "America's 20 most innovative law schools," noting that Elon is one of the only law schools to provide students with practicing attorney mentors from the start of their law school experience. Elon Law's leadership program won the ABA's E. Smythe Gambrell Award for excellence in legal professionalism education. *The National Jurist* named Elon to its honor roll of best law schools for practical training and *U.S. News & World Report* featured Elon Law's new curriculum as one of the most far-reaching innovations in legal education.

## **REPORTING RELATIONSHIPS**

The Assistant Dean for Development, School of Law will report to the Associate Vice President for University Advancement and the Dean of the School of Law.

## **PRINCIPAL OPPORTUNITIES**

This is an exciting time to take a leadership role at the Elon University School of Law. The Assistant Dean for Development is the chief development officer for Elon Law and will work closely with a revolutionary dean who is transforming the educational experience for law students.

Over the past ten years, law schools around the nation have experienced daunting headwinds. During the financial crisis, enrollment dropped dramatically, and since that time bar pass rates have trended lower for the students who do attend law schools. Given the tremendous cost of a law education, many students have questioned it as a professional choice.

Dean Luke Bierman was recruited to help Elon Law answer this question. Given that Elon Law is a very young school—in only its 13th year—the institution needed to deliver a new kind of professional education that engaged students and gave them a clear reason to attend. The result was a groundbreaking curriculum that reduced law school education from 3 to 2.5 years and gave students real-world, law practice experience from their first semester. The curriculum also mirrored Elon's undergraduate emphasis on experiential learning and the success the University has achieved. The Assistant Dean for Development at Elon Law will now be able to tell this story of change and connect a wide range of new constituents to this vision of the future of law school education.

## **PRIMARY RESPONSIBILITIES**

The Assistant Dean for Development, School of Law will

- work with the Dean, Provost, and University Advancement staff in establishing fundraising priorities generally and through special interest projects;
- assist the Dean of the School of Law and Director of Strategic Initiatives in the management of the School's Board of Advisors;
- manage the Law School Alumni Council in coordination with the events coordinator;
- coordinate major gift strategies and activities with University Advancement to ensure coordination of prospects; and
- oversee an annual giving program, directed through the Elon University Office of Annual Giving.

## KEY COLLEAGUES



**Jim Piatt**

**Vice President for University Advancement**

James B. Piatt, Jr. came to Elon in 2008 as Vice President for University Advancement with 20 years of experience in higher education. He is the chief advancement officer for Elon and is a member of the President's Senior Staff. His responsibilities include oversight of all fundraising activities, alumni engagement, corporate and foundation relations, annual giving, parent giving and programs, and donor relations. Mr. Piatt's arrival at Elon coincided with the public phase of the *Ever Elon Campaign*, a comprehensive fundraising initiative that raised more than \$107.3 million from 2006-2011 toward a myriad of institutional priorities. Highlights of the campaign included more than \$60 million in new commitments to the University's endowment as well as completed capital projects such as Lindner Hall, Alumni Field House, Koury Gymnasium renovations, the Numen-Lumen Pavilion, the Student Professional Development Center, and the Worsley Golf Center.

Prior to Elon, Piatt spent eight years as Vice President for College Advancement at Mount Union College in Alliance, Ohio, where he successfully directed an \$82 million campaign. Earlier in his career, he served as Associate Director of Development at the Law School at Stanford University, Development Director for the Humanities and Social Sciences at the University of California, Berkeley, and Assistant Dean for Development in the College of Communications at Ohio University.

Piatt received his MBA from Ohio University in 1993 and his Bachelor's of Science degree in Journalism from the E.W. Scripps School of Journalism at Ohio University in 1987. He has presented at district meetings of the Council for the Aid and Support of Education, the Independent College Association of Ohio, the Southeast College Advancement Consortium, and the North Carolina Independent Association of Colleges and Universities. His involvement in the Burlington community includes youth sports coaching, membership, and leadership roles at Front Street United Methodist Church, and other volunteer service.



**Brian Baker**

**Associate Vice President for University Advancement**

Brian Baker joined Elon University as a Major Gifts Officer in September 2005, and most recently served as Executive Director of Major and Planned Giving before assuming his current role as Associate Vice President for University Advancement. In this role, Baker leads all major gift fundraising efforts for Elon, including current campaigns. Other areas of responsibility include planned giving, foundation relations, and prospect research.

Baker played an integral role in the *Ever Elon Campaign*, the University's largest and most successful fundraising campaign to date, which was completed in December 2011 and raised over \$107 million. Before coming to Elon, Baker spent five years at the University of Louisville, first in athletics, and then as Associate Director of Development.

In the community, he has served for multiple seasons as a youth soccer coach for the Town of Gibsonville Parks and Recreation department. He concluded a four-year term as board member of Olde Forest Racquet Club, serving as board president in the final year of his term.

Baker is a board member of the Alamance Junior Tennis Foundation, an organization that coordinates and funds various programs to promote youth tennis in the Alamance County community.

Baker is a graduate of Wake Forest University, where he earned a Bachelor's degree in communications and minored in journalism. He lives in Burlington, North Carolina, with his wife Katy and their three children, Jack, Andrew, and Caroline.



**Luke Bierman**

**Dean and Professor of Law, School of Law**

Since June 1, 2014, Luke Bierman has served as Dean and Professor of Law at Elon University School of Law. Since then, Dean Bierman has led the Law School in adopting a unique and innovative curriculum that integrates traditional classroom instruction with highly experiential components. This logically sequenced course of preparation, including a course connected full time residency-in-practice and other focused support, provides graduates with the knowledge, skills, and

professionalism to excel as 21st century attorneys in a curriculum that is 2½ years and with 20 percent lower tuition than the average tuition at a private law school.

Before joining Elon Law, Dean Bierman was Associate Dean for Experiential Education and distinguished professor of the practice of law at Northeastern University School of Law. He previously served as General Counsel for the Office of the New York State Comptroller from 2007 to 2010, was Executive Director of the Institute for Emerging Issues at North Carolina State University where he held the rank of Associate Professor of Political Science, founded the Justice Center, and directed the Judicial Division at the American Bar Association, and served as Chief Attorney for the Appellate Division, Third Department, of the New York Supreme Court in Albany where he also clerked for the court's presiding justice and an associate justice.

Bierman is admitted to practice law in New York State, U.S. District Court for the Northern District of New York, and the Supreme Court of the United States. He was appointed by the ABA President to serve on the ABA Legal Access JobCorps Task Force and the Task Force on the Financing of Legal Education. He previously served on the North Carolina Chief Justice's Commission on Professionalism and was a member of the North Carolina Commission on the Administration of Law and Justice. Bierman is an elected member of the American Law Institute.

### **CANDIDATE QUALIFICATIONS AND QUALITIES**

The ideal candidate for the position of Assistant Dean for Development, School of Law should have

- a demonstrated track record of fundraising and success in start-up, execution, and completion of projects;
- experience working in entrepreneurial environments;
- ability to think creatively, out of the box, and to arrive at innovative solutions;
- ability to identify closely with the values and aspirations of legal education, the legal profession, and Elon University;

- an understanding of the role of development and philanthropy in advancing the School of Law's academic mission;
- an ability to articulate that mission to diverse constituencies; and
- excellent listening, writing and organizational skills.

A Bachelor's degree is required for this position as is a minimum of five years of project-based experience, preferably in non-profits or higher education. A Master's degree or a Juris Doctorate is preferred.

### **SALARY AND BENEFITS**

Elon University offers a competitive benefits and compensation package.

### **LOCATION**

This position is based in Greensboro, North Carolina.

### **INCLUSION, DIVERSITY, AND GLOBAL ENGAGEMENT**

Elon University aims to embody diversity as the wide range of differences that exist among people in contrast related to their identity, experiences, thoughts, and perspectives. Elon believes that this range of differences is an essential component of the educational experience, a key aspect of academic excellence, and a crucial part of an inclusive community.

Elon seeks a caring environment wherein diversity is valued, and appreciation for diversity is integrated into every aspect of campus. Navigating, incorporating, and caring for differences among and between community members fosters a more dynamic, resilient, and creative community with the ability to thrive in increasingly complex communities.

### **APPLICATION PROCESS**

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 Greg Duyck: [gregduyck@aspenleadershipgroup.com](mailto:gregduyck@aspenleadershipgroup.com).*

*All inquiries will be held in confidence.*



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