



**SENIOR ASSOCIATE DIRECTOR, MAJOR GIFTS  
KELLOGG SCHOOL OF MANAGEMENT  
NORTHWESTERN UNIVERSITY**

**Evanston, Illinois**

**[Kellogg School of Management, Northwestern University](#)**



The Aspen Leadership Group is proud to partner with Northwestern University in the search for a Senior Associate Director, Major Gifts, Kellogg School of Management.

The Senior Associate Director, Major Gifts will manage a significant portfolio of major gift donors which includes individual prospects for the Kellogg School of Management with the capacity to give \$250,000 to \$5M. The Senior Associate Director will collaborate with school leadership, volunteers, and faculty to identify, research, and form a plan of solicitation of donors that includes coordination with other development staff to align prospect passion, financial capacity, and giving vehicle, as well as the identification of stewardship opportunities for major donors.

The Kellogg School of Management educates, equips, and inspires brave leaders who build strong organizations and wisely leverage the power of markets to create lasting value. Since 1908, the Kellogg School of Management has been at the forefront of transforming business education. Kellogg is a global business school with a vibrant community of faculty, staff, students, and alumni who shape the practice of business and organizations around the world. Kellogg brings a blend of theory and practice to its rigorous academic experience, creating a dynamic research and learning environment. Its distinctive thought leadership shapes a ground-breaking and flexible curriculum to provide a balanced and dynamic skill set. Its expansive global footprint provides extensive opportunities to build a global mindset. Its collaborative culture inspires and sparks change by exploring and taking risks among colleagues who are as supportive as they are ambitious. Kellogg is dedicated to fostering a community of high-impact, low-ego innovators and thought leaders. Its culture of collaboration ensures a strong and responsive community, including more than 60,000 alumni across 120 countries, that can be relied upon throughout an entire career. Students at the Kellogg School of Management learn the science of management and the art of leadership. Programs include both a full and part-time MBA, executive MBA, PhD options, two undergraduate certificates, as well as additional non-degree executive education opportunities.

Northwestern University is a comprehensive research university that is deeply interdisciplinary across multiple schools and units. Northwestern is committed to excellent teaching, innovative research, and the personal and intellectual growth of its students in a diverse academic community.

Northwestern's rigorous yet empathetic academic environment provides a robust mixture of theory and practice with an emphasis on top-tier research, new knowledge, creative expression, and practical application. To be part of Northwestern, is to be part of an innovative, collaborative, and multidimensional community, delivering an impact that is rare in higher education. Northwestern is one of only four top 10 American universities also ranked in the top 20 in each of the five graduate education categories.

## **REPORTING RELATIONSHIPS**

The Senior Associate Director, Major Gifts, Kellogg School of Management will report to the Senior Managing Director, Major Gifts and Campaign Management, David Sack.

## **PRINCIPAL OPPORTUNITIES**

*This is a phenomenal time to join the Major Gifts team at Kellogg. Northwestern University, including Kellogg, is concluding a successful \$5B Campaign. The centerpiece for Kellogg was the construction of the Global Hub, a beautiful new facility on the lakefront. The fundraising for the building helped to expand a culture of philanthropy, but we have now reprioritized fundraising around programmatic possibilities including the recruitment of top students and faculty. We have restructured the Major Gifts team to focus on each of these areas.*

*The person who fills this position will not only be fundraising for one of the most respected business schools in the world, they will have an opportunity to strategize on how to build a state of the art major gifts program. The arrival of Dean Cornelli, who has a commitment and passion for alumni engagement, makes our work a central part of Kellogg's growth strategy. We have the prospects, we have the Dean, and now we need the staff to take our program to the next level.*

–David Sack, Senior Managing Director, Major Gifts and Campaign Management

## **PRIMARY RESPONSIBILITIES**

The Senior Associate Director, Major Gifts, Kellogg School of Management will

- identify, research, cultivate, and personally solicit major gifts of \$250K to \$5M by managing a portfolio of approximately 45 prospects annually;
- partner with other areas of development, specifically Annual Leadership Giving and Gift Planning to coordinate contacts;
- research and develop prospects including up-to-date knowledge on assigned groups and work with other areas of development to coordinate contacts;
- negotiate gifts of greatest possible value to the institution;
- involve a high level of collaboration with both internal department and broader university partners to generate referrals and identify common goals;
- collaborate with faculty involved in sectors such as Finance, Health Care, Private Equity, and Entrepreneurship;
- coordinate with regional officers and alumni relations staff, both from central Northwestern Alumni Relations and Development and Kellogg Alumni Relations and Development;
- collaborate with the Board staff and the Speakers Bureau to identify possible engagement opportunities;
- work with and through volunteers to develop a portfolio of top prospects;
- engage with volunteer leaders and Kellogg alumni groups to develop leads and relationships; and
- contribute management experience, counsel, staffing, and strategic planning to cultivation and stewardship events.

## KEY COLLEAGUES



**Francesca Cornelli**  
**Dean, Kellogg School of Management**  
**Donald P. Jacobs Chair of Finance and Professor of Finance**

Francesca Cornelli is the Dean of Northwestern University's Kellogg School of Management. She is also a professor of finance and holds the Donald P. Jacobs Chair of Finance.

Previously, Cornelli was professor of finance and deputy dean at London Business School. She directed and advanced the highly regarded Private Equity Institute of London Business School, building a bridge between academia and practice by partnering with private equity leaders in

London, alumni, and top academics in the field.

Cornelli is widely respected as an accomplished scholar and a leader in business education. Her research interests include corporate governance, private equity, privatization, bankruptcy, IPOs, and innovation policy. She has published several papers in the major finance and economics journals, and she gives regular talks at major conferences and universities. She has been an editor of the *Review of Financial Studies*, one of the top three finance journals, and previously served on the board of editors of the *Review of Economic Studies* and as an associate editor at the *Journal of Finance*. She is a research fellow at the Center for Economic and Policy Research, and previously served as a director of the American Finance Association.

Cornelli has vast international experience and has taught at some of the top schools in the world, including the Wharton School, the Fuqua School of Business at Duke University, The London School of Economics, the Indian School of Business in Hyderabad, and the New Economic School in Moscow. She has also served as an independent board member of several global corporations, including financial institutions. In January 2016 she helped create and became a board member of AFFECT, a committee of the American Finance Association designed to promote the advancement of women academics in the field of finance.



**Benjamin Porter**  
**Associate Dean, Alumni Relations and Development**

Ben Porter manages all aspects of Kellogg's alumni relations including alumni boards, affinity networks, regional and international clubs, reunions, and alumni career coaching. He is responsible for the current \$500M campaign at the Kellogg School of Management, which is part of *We Will. The Campaign for Northwestern*.

Previously, Porter served as Assistant Vice President for Principal Gifts and International Fundraising at Northwestern, working with President Schapiro and Vice President McQuinn on the university's \$5B comprehensive campaign. Prior to that, Porter was the Development Director for Northwestern Engineering's successful \$250M campaign. He also has held director-level fundraising positions at Northwestern in strategic initiatives, regional major gifts, and leadership annual giving.

Before joining Northwestern, Porter worked at the Harvard Kennedy School of Government. He is a Princeton graduate.



**David Sack**

**Senior Managing Director, Major Gifts and Campaign Management**

David Sack has been the Senior Managing Director for Major Gifts and Campaign Management at the Kellogg School of Management since June 2020. Prior to that Sack spent 18 years at Northwestern Memorial Foundation where he most recently oversaw the integration of the major gifts team across all ten of Northwestern Memorial's hospitals. At Northwestern Memorial Foundation, he had previous roles overseeing fundraising for oncology, corporate, and foundation giving as well as benefactor relations and management of the relationship with several affiliate foundations. Prior to Northwestern, Sack worked for the University Of Chicago Booth School of Business. In total, Sack has nearly 25 years of development experience, including the \$2B raised by Northwestern Medicine for the *We Will Campaign*. He holds an MBA from the University of Chicago and BA from Northwestern University.

**PREFERRED COMPETENCIES AND QUALIFICATIONS**

Northwestern University seeks a Senior Associate Director, Major Gifts, Kellogg School of Management with

- curiosity and analytical thinking ability, a global/organizational perspective, complex problem solving skills and the ability to work in fast-paced environment);
- an ability to act as a consultant, bringing ideas and value to a constituent group;
- experience in development/advancement at a research university;
- fundraising campaign experience;
- experience with partnership development; and
- experience in the fields of health care, finance or entrepreneurship.

A bachelor's degree is required for this position as is at least six year of development, marketing, sales or equivalent experience.

**DIVERSITY, EQUITY, AND INCLUSION**

The Kellogg School of Management encourages, embraces, and upholds distinct voices from every culture, background, and community. Kellogg shares an unshakable commitment to creating and maintaining a diverse and inclusive environment. Its ecosystem encourages and upholds distinct voices and varying perspectives from every background and society. It also prepares students to wisely lead global organizations and influence how complex problems are solved. Kellogg's goal is to foster a community that reflects the world around it; one that embraces and welcomes people from all cultures, religious beliefs, ethnicities, genders, and sexual orientations. To ensure this goal is met, Kellogg consistently invests in programs, partnerships, initiatives, and events that challenge conventional thinking, broaden perspectives, and highlight the transformative power of diversity and inclusion in the Kellogg community.

The Kellogg School of Management has a unique culture focused on creating leaders who are collaborative and empathic. It believes that as the global workforce becomes more diverse, it is a competitive advantage to teach current and future business leaders how to manage a diverse organization. Kellogg is committed to diversity in its staff not just because it is the right thing to do, but because it is core to Kellogg's strategy. The Alumni Relations and Development staff seeks a Senior Associate Director, Major Gifts, who can represent the Kellogg commitment to diversity to alumni and donors.

## SALARY & BENEFITS

Northwestern University offers a competitive salary and comprehensive benefits.

## LOCATION

Northwestern University's Kellogg School of Management is located in Evanston, Illinois. The university is situated along the shores of Lake Michigan, 12 miles north of Downtown Chicago. Staff is working remotely during COVID.

## APPLICATION INSTRUCTIONS

All applications must be accompanied by a cover letter and résumé. ***Cover letters must be responsive to the mission of Kellogg School of Management.*** Review of applications will begin immediately and will continue until the successful candidate has been selected.

*To apply for this position, visit:*

[Senior Associate Director, Major Gifts, Kellogg School of Management, Northwestern University.](#)

*To nominate a candidate, please contact Ivan Adames:*

[ivanadames@aspenleadershipgroup.com.](mailto:ivanadames@aspenleadershipgroup.com)

*All inquiries will be held in confidence*