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EXECUTIVE DIRECTOR OF DEVELOPMENT, STURM SCHOOL OF LAW

UNIVERSITY OF DENVER

Denver, Colorado

<http://du.edu>



UNIVERSITY of
DENVER

The Aspen Leadership Group is proud to partner with the University of Denver in the search for an Executive Director of Development, Sturm School of Law.

This is a unique opportunity for talented fundraising professionals to join a dynamic, growing and purposeful enterprise united around a compelling mission charted by Chancellor Rebecca Chopp. The Executive Directors will work with a community of talented professionals united to advance this mission and inspire philanthropy and engagement.

Led by Dean Bruce Smith, the Sturm College of Law is a nationally recognized leader in experiential legal education, with top 20 programs in advocacy, clinical training, environmental and natural resources law, legal writing, and tax law. Denver Law boasts an internationally acclaimed faculty, talented and dedicated staff, outstanding students, and alumni who have achieved careers of distinction in law, business, government, and the non-profit sector. As Denver's only law school, Denver Law benefits from unique access to one of the nation's most dynamic legal markets. As it celebrates its 125th anniversary in 2017, the law school seeks to build upon its distinctive contributions to American legal education in the realms of experiential learning, interdisciplinary research, educational opportunity, access to justice, and global impact.

The University of Denver (DU) is building an advancement enterprise that mirrors the excellence of its great institution. Advancement efforts at DU have a tremendous impact through their relationships with DU's remarkable students, dedicated donors, inspiring alumni, engaged families, and wonderful friends. DU is committed to building and fostering a culture of deep engagement and philanthropy in support of the institution as it implements the *DU IMPACT 2025* vision. The advancement team is a campus-wide network of collaborative, curious, results-oriented, and mission-driven professionals who value inclusivity and possess a deep respect for one another and for our shared profession. Together, they are working to form communities of DU ambassadors all over the world, earn the philanthropy of those who support and believe in its mission, create experiences that deepen the engagement and commitment of its Pioneer community, and build capacity for the University of Denver and DU Advancement to do extraordinary things.

Founded in 1864, the University of Denver is the oldest independent university in the Rocky Mountain region. It has become one of the West's premier private universities, recognized for its commitment to the public good, and for its track record of training thoughtful and creative leaders. With its dedicated faculty and staff and high-achieving students, the university plays an integral role in the cultural, social, economic, and educational life of the region, and increasingly beyond.

The University of Denver is an independent, doctoral-granting research university with high research activity and extensive global reach. *U.S. News and World Report* lists the University of Denver among the nation's top 100 universities. The university enrolls nearly 12,000 students from all regions of the United States and 76 other countries in its distinguished undergraduate, graduate, and professional programs. With 71% of undergraduates participating in a university-funded study abroad program, the University of Denver is ranked No. 1 in the nation, among doctoral and research institutions, for international study experiences.

DU students are ethnically and culturally diverse, sharing a commitment to new experiences, a love of diverse perspectives, appreciation for scholarly excellence, an insatiable curiosity, and the drive to harness their passions to make a difference.

REPORTING RELATIONSHIPS

The Executive Director of Development, Sturm School of Law will report to the Assistant Vice Chancellor for Development.

PRINCIPAL OPPORTUNITIES

The University of Denver is seeking an experienced, driven, and passionate fundraising leader to join its Advancement team as Executive Director of Development serving the remarkable programs of the Sturm School of Law. This is a unique opportunity for talented fundraising professionals to join a dynamic, growing, and purposeful enterprise united around a compelling mission charted by Chancellor Rebecca Chopp. The Executive Directors will work with a community of talented professionals united to advance this mission and inspire philanthropy and engagement.

This critical position plays a key role in developing and enhancing relationships with major and principal gift prospects, discovering their philanthropic passions, and aligning them with the funding priorities emerging from the university's remarkable academic centers and the *DU IMPACT 2025* strategic plan. The Executive Director will develop and mature their portfolio of major gift donors in pursuit of individual fundraising goals set annually in collaboration with the Assistant Vice Chancellor and Dean Bruce Smith. The Executive Director will also collaborate with advancement leadership, colleagues, and university administrators to establish short- and long-term strategies and monitor progress toward goals. The advancement team is highly collaborative in its work and builds extensive value-added relationships with its campus partners.

PRIMARY RESPONSIBILITIES

Fundraising

The Executive Director, Sturm School of Law will

- develop meaningful and productive relationships with a portfolio of major, principal, and planned gift donors including alumni, friends, and parents;
- engage philanthropic support for priorities with the Sturm School of Law working primarily with major, principal, and planned gift donors; and
- collaborate with other development professionals across campus to effectively design and execute gift strategies.

Leadership

The Executive Director, Sturm School of Law will

- in partnership with the Dean/Executive Director and the Assistant Vice Chancellor for Development, establish fundraising priorities based on the Sturm School of Law strategic vision;
- help educate colleagues and peers across campus on those priorities;
- provide strategy, guidance, and direction in support of the mission, vision, values, and goals of the University of Denver;
- engage in the advancement goal-setting process for fundraising and engagement metrics; and
- effectively and responsibly steward budgetary and other resources.

Partnerships & University Citizenship

The Executive Director, Sturm School of Law will

- serve as an active and collaborative partner to all academic departments and functions, central and unit-based advancement functions, and other campus colleagues, to foster strategic, effective, and collaborative fundraising practices; and
- model “One DU” leadership.

KEY COLLEAGUES



Rebecca Chopp, PhD
Chancellor

The University’s chancellor, Rebecca Chopp, PhD, came to the University of Denver from Swarthmore College in Pennsylvania. There she served as president and passionately upheld the college's longstanding commitment to admitting the most highly qualified students without regard for their financial circumstances. She supported innovative ways for faculty and students to interact and extended the distinct role the school plays in educating students to build inclusive communities and to become leaders motivated to contribute to the public good. Before joining Swarthmore, Dr. Chopp served as president of Colgate University, where she led a comprehensive strategic plan that expanded the University's academic space, strengthened academic programs, and developed new interdisciplinary centers.

She also served as provost and executive vice president for academic affairs at Emory University and as a dean at Yale University. Dr. Chopp is a widely published author and editor. She is on the governing board of the Association of American Colleges and Universities, has chaired the Patriot League, is the immediate past

chair of the Centennial Conference President's Council, and has served and on the board of the National Survey of Student Engagement. Dr. Chopp has also served as a member of the executive committee of the Annapolis Group, the Board of Trustees of the Carnegie Foundation for Teaching, and president of the American Academy of Religion. A native of Kansas, Dr. Chopp received a BA from Kansas Wesleyan University, an MDiv from St. Paul School of Theology, and a PhD from the University of Chicago. Each of her alma maters has honored her with distinguished awards, and she has received six honorary doctorates from other colleges and universities. An important element of Dr. Chopp’s successes at her previous institutions is her talent and passion for fundraising and her demonstrated willingness to be a strong partner and committed champion for college and university development programs.



Bruce Smith
Dean, Sturm School of Law

Bruce Smith is the 20th dean of the University of Denver Sturm College of Law, having served in that role since July 2016. Previously, he was professor of law and Guy Raymond Jones Faculty Scholar at the University of Illinois College of Law, where he was dean from 2009-14. In the latter capacity, he successfully completed a \$50 million capital campaign; launched an innovative Chicago Program, three new clinics, and a postgraduate public interest fellowship program; and recruited a dozen new faculty members to campus. Dean Smith has been a visiting faculty member at the University of Michigan Law School, the George Washington University Law School, and the University of Luxembourg. From 1996-2001, he practiced in the litigation group at Covington & Burling LLP in Washington, D.C.,

where he focused on intellectual property litigation and sports law, representing the NFL, NHL, and NBA, among other clients.

An internationally recognized historian of Anglo-American criminal procedure and an award-winning teacher, Dean Smith is the author of *History of the Common Law: The Development of Anglo-American Legal Institutions* (with John H. Langbein and Renée Lettow Lerner). He has published articles on the presumption of innocence, the origins of public prosecution, and the history of plea bargaining in *Law & History Review*, the *Yale Journal of Law & the Humanities*, and the *Annual Review of Law & Social Science*. His invited papers and lectures include presentations at the University of London, the University of Luxembourg, the University of Michigan, Northwestern University, the University of Palermo (Buenos Aires, Argentina), the University of Pennsylvania, UCLA, and Yale University, among other institutions.

Dean Smith currently serves on a number of educational, civic, and corporate boards, including the board of advisors of the Institute for the Advancement of the American Legal System (IAALS), the board of directors of the Center for Legal Inclusiveness (CLI), the external advisory board of the University of Luxembourg Research Unit in Law, and the board of directors of State Farm Bank.

He received a B.A. in History summa cum laude from Williams College, a B.A. and M.A. in History from the University of Cambridge, a J.D. from Yale Law School, and a Ph.D. in History from the Yale University Graduate School of Arts & Sciences, which he attended as a Mellon Fellow in the Humanities.



Armin Afsahi
Vice Chancellor for Advancement

Armin Afsahi is the University of Denver's Vice Chancellor for Advancement. In this capacity, he inspires the vision and provides the leadership for the university's philanthropy programs, and oversees development, alumni relations, global engagement, advancement services, communications, and the campaign. As the chief philanthropy officer, he facilitates strong, sincere and lasting relationships with key University leaders as well as alumni, parents, and friends of the University of Denver.

Armin brings to the community a dynamic mix of expertise spanning creative alumni engagement strategies, innovative and highly effective fundraising strategies, and leadership of comprehensive campaigns raising in excess of \$1 billion. He has over 24 years of private and public sector experience in institutional advancement, business development, strategic planning, marketing, and operations. For the past 10 years, he has been a senior advancement executive for prestigious institutions including the University of California, San Diego and Georgetown University. Armin holds an MBA in finance and strategic management

from University of San Diego, and a BA in communication from UC-San Diego. Armin's public and professional service includes public lectures and presentations at numerous industry occasions, as well as service on the Council of Alumni Association Executives Board of Directors, Council of Advancement and Support of Education Board of Directors, Marine & Oceanic Sustainability Foundation Board of Directors, San Diego Humane Society, and a Partner with San Diego Social Venture Partners.

Prior to the University of Denver, Armin served as UC San Diego's associate vice chancellor for Alumni and Community Engagement for nearly eight years where he led the alumni relations; annual giving and regional advancement; donor development, undergraduate scholarship fundraising; marketing and digital outreach; publication of the university's Triton magazine; campus-wide corporate relations and industry engagement; and, the student career and professional development center. Armin also served as chief alumni officer for the university and led the UCSD Alumni Association and its Board of Directors.

In his first year at DU, Armin re-shaped the advancement culture across the university, established practices and service lines to advance the vision of the Chancellor, and re-imagined DU's global engagement paradigm. Specifically, Armin led the important effort to unify Advancement across the university and align fundraising and engagement practices in a consistent framework. Through creative engagement initiatives, coherent and transparent fundraising acumen, and significant traction on transformative concept development, DU's witnessed its second largest fundraising in history during a year without a single major capital gift.



Deborah Armstrong
Associate Vice Chancellor

Deborah Armstrong is responsible for advancing the philanthropic culture of the University of Denver by strategically driving the University of Denver's major gifts efforts, including campus-wide major gift programs as well as college and unit-based development teams. She plays a key role in developing and enhancing relationships with major and principal gift prospects, discovering their philanthropic passions, and aligning them with the funding priorities that are emerging from the *DU IMPACT 2025* strategic plan.

Deborah joined DU Advancement in December 2016 after 15 years of leadership and fundraising service at Syracuse University. As former Vice President for Development at SU, she was responsible for expanding and implementing development best practices including unifying central and school-based staff in a "One Development" effort. She also led the creation of a regional development and volunteer leadership program that laid the foundation for a successful \$1 billion campaign in untapped markets. In addition, during her tenure with Syracuse, Deborah completed a \$17 million campaign for the Life Sciences Complex as Assistant Dean of Advancement for the College of Arts and Sciences, and she served for one year as interim director for alumni relations. Prior to joining Syracuse University in 2001, Deborah worked in the nonprofit sector for several youth organizations, including the Girl Scouts Illinois Crossroads Council and Big Brothers/Big Sisters.

Deborah holds a bachelor's degree in sociology from SUNY Oswego and a master's degree in philanthropy and development from Saint Mary's University of Minnesota.

CANDIDATE QUALIFICATIONS AND QUALITIES

The ideal candidate for the position of Executive Director, Sturm School of Law should have

- demonstrated ability to close major gifts (\$50,000+) and principal gifts (\$1 million+) in a relationship-based culture by strategically managing a portfolio;
- demonstrated ability to form and fully leverage cross-functional teams of colleagues, volunteers, and academic/administrative leaders toward closure of transformational gifts;
- strong written and oral communication skills;
- ability to represent the University of Denver, and its major initiatives and units, in a variety of capacities;
- proven ability to work with a high level of independence, maintain confidentiality, prioritize assignments, and manage time effectively;
- demonstrated interpersonal skills to foster and maintain effective relationships with colleagues, donors, volunteers, and university officials; and
- ability to interact effectively with diverse groups having competing interests and priorities within the university and community.

A bachelor's degree is required for this position as is 7-10 years of professional fundraising experience. A graduate degree is preferred as is higher education fundraising experience and experience managing fundraising professionals.

SALARY AND BENEFITS

The University of Denver offers a competitive salary and a comprehensive benefits package.

LOCATION

The University of Denver benefits from an incredible setting. Thanks to its natural beauty, sophisticated cities, and welcoming Western culture, Colorado is ranked the fourth happiest state in the nation (*WalletHub* 2014). Not only is Colorado the country's most popular ski destination, it also is home to four national parks, 42 state parks, and many outdoor recreation areas for boating, hiking, camping, swimming, snowmobiling, bird-watching, world-class fishing, hunting, and biking. As a result, Colorado has the fittest and leanest population in the nation.

DU students, faculty, and staff draw on the great outdoors and on the vibrant city of Denver for a diverse array of recreational opportunities, cultural attractions, and sporting events. Student-athletes compete on the Denver Pioneers NCAA Division I Summit League sports teams. The school boasts 32 national titles, including most recently, the 2017 NCAA Men's Hockey Championship, 2016 NCAA Skiing Championship and the 2015 NCAA Men's Lacrosse Championship (becoming the first team west of the Mississippi River to earn the title). The ski team has won more national championships than any other program in the country. DU has also earned the Directors Cup for eight of the past nine years. On the professional level, Denver has a team in each of the four major sports leagues: the Denver Broncos in the NFL, the Colorado Avalanche in the NHL, the Denver Nuggets in the NBA, and the Colorado Rockies in the MLB.

For creative entertainment, the DU community enjoys musical, theatrical, and innovative performances in the on-campus Newman Center for the Performing Arts. In downtown Denver, the Denver Performing Arts Complex is the largest such facility under one roof, and it is home to the Colorado Symphony Orchestra, Opera Colorado, Denver Center Theater Company, and the Colorado Ballet.

The city is known for its revitalized urban areas, including Lower Downtown, or LoDo, a hub of shopping, dining, and nightlife that is just eight miles from campus. In recent years, Denver has emerged as an attractive destination for an increasingly diverse and talented workforce; it is the fastest growing city for millennials and entrepreneurs. Metro Denver has a population of 2.7 million people, with a growth rate that has consistently outpaced the national rate every decade since the 1930s.

DIVERSITY AND INCLUSION

The University of Denver is its people—all its people. DU aims to attract bright and motivated students and give them every opportunity to thrive. It relies on engaged faculty who are passionate about their teaching and their scholarship. It depends on talented staff to support the operation and mission of the university. In an organization so reliant on its people, creating a diverse and inclusive community isn't only the right thing to do; it's critical to the successful implementation of its mission. The greatest challenges faced in the century ahead are incredibly complex and will require diverse teams who can work collaboratively and innovatively. Actively seeking a student body and a faculty and staff who represent the diversity of the region, nation, and world is necessary to prepare students for an increasingly globalized and connected world. That diversity extends to identities beyond just race and gender—including sexual orientation, gender identity and expression, socioeconomic status, religion, political and ideological viewpoints, and more.

As the University of Denver prepares to meet the exciting challenges of this growing, thriving, and remarkably diverse city as well as the needs of a changing nation, it will continue to be guided by the principles of Inclusive Excellence. DU must continue to strive for an inclusive community that embraces all its members, provides equality of opportunity for all, and actively encourages all voices to be heard. Everyone must be welcomed and treated with dignity and respect, and every person's story must be honored. An inclusive community celebrates different cultures, engages in clamorous debates, and cultivates the individual and collective flourishing of all.

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.

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