



SENIOR MANAGING DIRECTOR FOR DEVELOPMENT
KELLOGG SCHOOL OF MANAGEMENT, NORTHWESTERN UNIVERSITY

Evanston, Illinois



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

The Senior Managing Director for Development will lead a team of major gift officers focused on raising gifts of \$250,000 and above for the Kellogg School of Management. The Senior Managing Director will build and advance a portfolio of individual major gift prospects through both a regional and content-specialist approach, contributing at least \$25 million to the school's annual fundraising totals through personal and team efforts. As a fundraiser-coach, the Senior Managing Director will personally manage a portfolio of approximately 30 seven-figure and above prospects. The Senior Managing Director will provide oversight for all advisory boards and dean engagement.

The Kellogg School of Management at Northwestern is a global business school with a mission to educate, equip, and inspire leaders who can build strong organizations and wisely leverage the power of markets to create lasting value. Founded in 1908 as The School of Commerce, the school was renamed in 1979 after a generous donation from the John L. and Helen Kellogg Foundation. The Kellogg School of Management has been a pioneer within its field from the beginning, becoming the first business school to launch a one-year MBA program in 1965 and in 1969 introducing the team-based learning approach, allowing students to solve problems by leveraging the diverse viewpoints of their peers. Then, in the same year it was named, Kellogg opened a continuing-education center—the first of its kind—which today hosts more than 6,000 executives each year. The Kellogg School of Management offers an MBA program at three unique campuses—Evanston, Chicago, and Miami. It also offers one of the largest exchange programs for full-time, as well as evening and weekend students. Kellogg students are offered the opportunity to learn about business from different perspectives, experience diverse cultures, and network with others from around the world at one of 25 partner schools. Students also can take advantage of the San Francisco Immersion Quarter, which gives a unique opportunity to intern, build networks, and take courses all at the same time in the Bay Area. For Kellogg School of Management students working towards an Executive MBA, there is the opportunity to earn their degree at one of several campuses across the world. The EMBA is not only offered on the Evanston and Miami campuses, but at partner institutions in Beijing, Hong Kong, Toronto, and Vallendar, Germany as part of the Kellogg Executive MBA Global Network. Kellogg boasts an impressive full-time employment record, with 97% of graduates receiving an offer within three months of graduation.

Northwestern University is a comprehensive research university built on the shore of Lake Michigan. Opened in the fall of 1855 with two faculty members and 10 students, Northwestern is home to 21,000 students and more than 3,000 faculty today. With a main campus on the original 379-acre piece of land in Evanston, Illinois that includes 12 schools and colleges, there are two additional campuses in Chicago and Doha, Qatar. The university prides itself on its commitment to the student experience and balancing the present and future needs of the university. Northwestern has an endowment of \$16 billion. The university is a founding member of the Big Ten conference, in which Northwestern fields 19 athletic teams.

Northwestern receives both national and international recognition for many of its programs. It is one of only four universities in the United States ranked in the top 20 across all graduate education categories by *U.S. News & World Report* and is tenth overall. The publication ranks Northwestern number 24 among global universities and the institution ranks third for best business school for its Kellogg School of Management.

REPORTING RELATIONSHIPS

The Senior Managing Director for Development will report to the Associate Dean, Alumni Relations and Development, David Sack and will have significant interaction with Dean Francesca Cornelli and faculty, as well as volunteers and advisory board members. The Senior Managing Director will lead a team comprised of at least six front-line gift officers and four board and dean engagement staff.

FROM THE ASSOCIATE DEAN

I am very excited to tell you about the Senior Managing Director position! I have been affiliated with Northwestern as a student and employee for over quarter century and can tell you how great the culture and people are!

It is a great time to join the leadership team of alumni relations and development at Kellogg. With the full support of and participation from Dean Cornelli, we have made significant progress over the past three years transforming the department and putting the structure in place to accelerate fundraising at Kellogg. We have already seen the results having raised more major gifts in the last three years than any time in the history of Kellogg, but there is so much more opportunity!

We are looking for someone with extensive fundraising experience who enjoys managing a talented team of fundraisers. The successful candidate will be a player-coach, managing their own portfolio of prospects while also supporting the team of major gift officers. In addition, the successful candidate will be intentional and strategic about engaging prospects through advisory boards and other personalized engagement strategies.

Lastly, Northwestern and Kellogg have a very collaborative culture. The ideal candidate will be adept at working across departments and schools with staff and faculty.

—David Sack, Associate Dean for Alumni Relations and Development

KELLOGG SCHOOL OF MANAGEMENT'S COMMITMENT TO DIVERSITY, EQUITY, AND INCLUSION

Kellogg has a great responsibility, and distinct ability, to shape extraordinary leaders who create meaningful change in business and society. It is committed to fostering an environment of exemplary diversity, equity, and inclusion. As organizations and markets continue to become more diverse, and therefore more complex, Kellogg must prepare its community members to be able to engage with that complexity effectively, ensuring people are being treated in an equitable manner and are immersed in an inclusive environment—where they can bring their full selves. Advancing diversity, equity, and inclusion is not only the right thing to do but it is the smart thing to do. And it is through this commitment that Kellogg will generate value and measure its impact in the world.

PRIMARY RESPONSIBILITIES

Strategic Planning

The Senior Managing Director for Development will

- serve as a key stakeholder in developing the overall strategic direction of Kellogg's comprehensive development program, working closely with the Associate Dean of Alumni Relations and Development;
- lead fundraising activities designed to increase the number and level of major and principal gifts donors;
- create regional and content-specialist strategies for major gifts efforts that support Kellogg's gift goals in alignment with Northwestern's overall goals and gift minimums;
- propose and organize the deployment of the Dean to key regions to solicit gifts of seven-figures and above;
- oversee management of all boards and councils including the Global Advisory Board;
- collaborate with the Dean's office on donor engagement; and
- maintain up-to-date giving opportunities, marketing collateral, and a repository of approved proposal concepts.

Collaboration

The Senior Managing Director for Development will

- review, propose, and develop key collaborations with faculty and administrators at Kellogg and across Northwestern;
- collaborate with central university gift officers, including New York and California offices; and
- oversee and coach team members regarding school and university collaborations.

Prospects and Gifts

The Senior Managing Director for Development will

- manage Kellogg fundraising efforts focused on gifts at the six-, seven-, and eight-figure level;
- manage a portfolio of approximately 30 prospects and donors rated \$1 million and above, in various stages of engagement from discovery to stewardship;
- oversee continuous research, development, and up-to-date knowledge on prospects and work with other areas to coordinate contacts; and
- engage and steward trustees and volunteer leaders to implement Kellogg's fundraising strategies that will lead to success in the campaign.

Administration

The Senior Managing Director for Development will

- ensure compliance with prospect management guidelines for tracking and maintenance of contact and progress reporting; and
- coordinate appointments and prepare materials used by the Dean, senior leaders and faculty, board members, and volunteers for meetings, visits, events, and phone calls made to high-profile prospects.

Management and Budget

The Senior Managing Director for Development will

- supervise front-line development professionals and campaign directors;
- recruit, retain, and develop talented personnel to conduct the activities of the regional market teams;
- develop and evaluate individual and team metrics and goals, creating and sustaining a culture of excellence and professional growth; and

- manage fiscal resources and budgets in assigned regions, continually evaluating for maximum results and cost effectiveness.

LEADERSHIP

Francesca Cornelli

Dean, Kellogg School of Management and Donald P. Jacobs Chair of Finance

Francesca Cornelli serves as Dean of Northwestern University's Kellogg School of Management and the Donald P. Jacobs Chair of Finance. She is widely respected as both an accomplished scholar and a leader in business education.

The journey that would later bring her to Kellogg began in Italy, where she studied economics at Bocconi University, with great researchers who also had an impact on business and politics. A transformative moment in her career as a researcher came when she was at Harvard studying for her PhD in economic theory and mechanism design and collaborated with fellow students researching finance. Her research interests would grow to 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 has served as editor of the *Review of Financial Studies*, one of the top three finance journals.

She brings to her role as Dean vast international experience, having taught at some of the top schools in the world. Prior to Kellogg, she was a Professor of Finance and Deputy Dean at London Business School, where she directed and advanced its highly regarded Private Equity Institute. She has also taught at 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.

David Sack '94

Associate Dean for Alumni Relations and Development, Kellogg School of Management

David Sack became the Associate Dean of Alumni Relations and Development at the Kellogg School of Management in November 2022. He joined Kellogg as a Senior Managing Director in May 2020 and was responsible for developing and implementing fundraising plans for Kellogg's strategic priorities.

Prior to joining Kellogg, Sack was Vice President of Philanthropy at Northwestern Memorial Hospital. Before his 18 years with NMH, he served as a Director at the University of Chicago Booth School of Business, overseeing annual corporate fundraising. Earlier in his career, he spent two years as Executive Director of the Jazz Institute of Chicago. Sack holds an MBA in finance from the University of Chicago Booth School of Business and a BA in art history, criticism, and conservation from Northwestern.

PREFERRED COMPETENCIES AND QUALIFICATIONS

The successful candidate for the role of Senior Managing Director, Kellogg School of Management will be a compelling communicator, with the experience and skill necessary to partner with colleagues and influence stakeholders. The Senior Managing Director will utilize a deep understanding of people and their aspirations, while displaying empathy, tact, and skill as a refined collaborator and negotiator.

Furthermore, Northwestern University seeks a Senior Managing Director for Development with

- a commitment to the mission of the Kellogg School of Management—to educate, equip, and inspire leaders who build strong organizations and wisely leverage the power of markets to create lasting value;
- experience utilizing performance metrics to hold others accountable;
- experience managing a portfolio that requires taking prospects from the discovery phase to securing major or principal gifts;

- an ability to manage multiple projects and programs in a fast-paced environment;
- a history of identifying, cultivating, soliciting, and stewarding gifts with significant institutional impact;
- leadership experience in a highly complex, diverse, and collaborative externally focused environment requiring creativity and flexibility to achieve success in leading teams to implement a strategic vision and meet aspirational quantitative and qualitative outcomes;
- experience working with volunteers and high-level donors;
- an ability to manage complex relationships, utilizing proven collaboration skills;
- an ability to articulate a vision for the future of Kellogg, engage peers, supervisors, and staff in that vision, and build and institutionalize a program capable of fulfilling that vision;
- an ability to establish and maintain strong, collaborative working relationships with varied internal and external constituencies;
- sound organizational ability, a high degree of energy, creativity, and initiative, and an ability to project the unique aims and values of Kellogg and Northwestern to donors and alumni;
- exceptional communication skills and an ability to connect with a variety of audiences;
- clarity, crispness, and persuasiveness in written and oral communications; and
- strong analytical skills and an ability to design, plan, and manage successful fundraising plans.

A bachelor's degree or an equivalent combination of education and experience is required for this position as is at least seven years of experience executing successful fundraising plans, ideally within a college or university setting.

SALARY AND BENEFITS

The salary range for this position is \$220,000 to \$230,000 annually. Northwestern University offers a comprehensive [package of employee benefits](#).

LOCATION

This position is based in Evanston, Illinois and requires domestic and international travel (25%).

APPLICATION INSTRUCTIONS

All applications must be accompanied by a cover letter and résumé. ***Cover letters should be responsive to the mission of Northwestern University's Kellogg School of Management as well as the responsibilities and qualifications presented in the prospectus.*** Preference will be given to applications received by April 11, 2023.

To apply for this position, visit:

[Senior Managing Director for Development, Kellogg School of Management, Northwestern University.](#)

To nominate a candidate, please contact Tom Herbert, tomherbert@aspenleadershipgroup.com.

All inquiries will be held in confidence.