

ASPEN • LEADERSHIP • GROUP

REGIONAL ADVANCEMENT OFFICER, FLORIDA/LATIN AMERICA

BABSON COLLEGE

Metropolitan Miami, Florida

<http://babson.edu>



The Aspen Leadership Group is proud to partner with Babson College in the search for a Regional Advancement Officer, Florida/Latin America.

As a fundraiser for Babson College and the Advancement Division, the Regional Advancement Officer manages the territory development, individual cultivation, solicitation, and stewardship of prospective donors, primarily based in South Florida/Latin America rated at the \$100,000 and above level.

Babson is the educator, convener, and thought leader for entrepreneurship of all kinds. An independent, not-for-profit institution, Babson is accredited by the Association to Advance Collegiate Schools of Business (AACSB), the New England Association of Schools and Colleges, and the EFMD Quality Improvement System (EQUIS). In the 2015–2016 academic year, more than 2,100 undergraduate and 900 graduate students attended Babson, representing more than 80 countries.

As creators and conveners of knowledge about entrepreneurship, Babson distinguishes itself with an Undergraduate School that provides a top-flight business education blending innovative, integrated, and applied business and liberal arts programs with curricular and co-curricular learning experiences; the F.W. Olin Graduate School of Business, that grants highly ranked MBA and MS degrees; an Executive Education program for professionals looking to grow in today's rapidly evolving business environment; a world-class faculty with real-world experience—87% of its full-time faculty hold a doctoral degree or its equivalent, and are accomplished entrepreneurs, executives, scholars, authors, researchers, poets, and artists; global research projects that are used as key benchmarking indicators by a number of distinguished regional and national authorities around the world; and Entrepreneurial Thought and Action® worldwide.

The marketplace continues to bestow accolades on Babson that confirm its leadership in business and entrepreneurship, as it extends its definition to the broadest array of settings. As one of the Top 10 College Brands (*Forbes*, 2012), Babson is recognized for the strength and unique value in who it is, and for the success and achievements of its students and alumni in creating economic and social value everywhere.

REPORTING RELATIONSHIPS

The Regional Advancement Officer, Florida/Latin America reports to the Director, Regional and International Advancement.

PRINCIPAL OPPORTUNITIES

This is a limitless opportunity for a self-starting fundraiser to build their portfolio in a widely untapped region. The successful candidate will effectively manage a portfolio of principal and major donors with ranging affinities to the College, and be responsible for all of the engagement and fundraising activities in the region. As part of that effort they will collaborate with and staff senior College leadership on visits, solicitations, and events. They will be involved in the building and management of a regional advisory council, comprised of local (Miami) and international prospects. As Babson College launches an historic capital campaign, this is an extraordinary opportunity to manage influential, philanthropic entrepreneurs, and business leaders throughout Latin American and Florida.

PRIMARY RESPONSIBILITIES

The Regional Advancement Officer, Florida/Latin America will

- manage the College's relationship with all major gift prospects in the region;
- manage a portfolio of approximately 200+ region-based individuals who are capable of making gifts of \$100,000 and above;
- in collaboration with the Events Management and Alumni and Friends offices, develop territories within the region among parents, alumni, and friends of the College that promote philanthropic outcomes;
- develop, recommend, and implement appropriate strategies for cultivating, soliciting, and stewarding these individuals;
- consult with Development colleagues, administrators, faculty, trustees, and other volunteers as appropriate;
- conduct an average minimum of 18 face-to-face meetings per month;
- identify and solicit 25-30 key prospects bi-annually;
- staff College leadership for events, visits, and solicitations within region;
- prepare proposals for gift solicitations;
- prepare written briefings for senior management and faculty visits with donors and prospective donors, as well as follow-up documentation and correspondence;
- work cooperatively with other staff in expanding the pool of volunteers and prospective donors and in coordinating solicitation strategies and campaign activities;
- build out volunteer network in regions as assigned;
- travel to Boston campus a minimum four times, annually to meet with staff and to attend signature events and weekends; and
- assume additional responsibilities as required.

KEY COLLEAGUES



Ed Chiu

Senior Vice President for Advancement

Edward Chiu was named Senior Vice President for Advancement at Babson College in September 2015. In this position, Ed provides leadership and strategic vision for Babson's Development, Alumni and Friends, and Advancement Communications teams. He also serves as a member of the President's Cabinet, reporting directly to Babson President Kerry Healey.

Ed came to Babson with nearly two decades of experience in higher education and prior to Babson was most recently the Vice Chancellor for University Advancement at the University of Massachusetts Lowell. He has led highly successful efforts to increase both alumni participation and annual giving. Additionally, Ed was responsible for the planning and implementation of the University's first-ever comprehensive fundraising campaign.

"The Senior Vice President for Advancement is a key role for our community," said Babson President Kerry Healey of Ed Chiu. "Ed will be instrumental in defining the priorities and parameters for the college's giving campaign."

Ed received both his B.S. in Business and M.A. in Education from the University of Connecticut, and is active in CASE, the Council for Advancement and Support of Education, having served on the District I board.



Diana Prescott Zais

Vice President, Development

Diana Prescott Zais was appointed Vice President, Development in 2011, giving her responsibility for concluding the \$200M *Babson Rising* campaign, which included bringing in \$100M in the final 12 months of the campaign. She manages a staff of 20, including development officers for Leadership Giving, The Fund for Babson, Parents' Programs, Corporate and Foundation Relations. Diana started at Babson College as a Major Gifts Officer in 1999 and was promoted to Senior Leadership Gifts Officer in

2004.

Diana earned a B.A. in Economics and French from St. Lawrence University and a Masters of Professional Studies in Hospitality and Hotel Management from Cornell University. Since 2008, Diana has served on the Board of Directors of Polar Caves Park in Rumney, New Hampshire.



Ben Chevette

Director, Regional and International Advancement

Ben arrived at Babson College in 2016, hired as the Director of Regional and International Advancement, charged with building an international major gifts team and managing regional major gift strategies. He most recently served as Director of Advancement Initiatives and Giving at Northeastern University's D'Amore-McKim School of Business, where he oversaw international major giving in Latin America. He has held previous positions including Director of Capital Giving at Simmons College, and

Senior Major Gifts Officer/Assistant Director of Corporate and Foundation Relations at Roger Williams University.

Ben is a graduate of Hofstra University and serves on the Board of Directors of AIDS Care Ocean State, in Providence, Rhode Island.

CANDIDATE QUALIFICATIONS AND QUALITIES

The successful candidate for the position of Regional Advancement Officer, Florida/Latin America will have

- experience fundraising in international markets;
- proven track record of closing 6-figure gifts;
- exceptional collaboration and interpersonal skills, and the ability to be effective at engaging with all levels of the College;
- demonstrated ability to establish creditability and confidence with donors and prospective donors;
- ability to work with ethnically, culturally, and socially diverse students, staff, faculty, and other constituencies;
- exceptional organizational, verbal, and written communication skills;
- flexibility and willingness to assume new tasks and special projects;
- strong technology skills including proficiency in Microsoft Office (Word, Excel, and PowerPoint);
- ability to envision and propose new methods to perform tasks that support ET&A;
- willingness to take thoughtful risks; and accept new and ongoing initiatives, objectives, and solutions to gain sought-after results;
- willingness to anticipate and embrace change and to demonstrate willingness to achieve, acquire, and utilize new skills and challenging tasks; and
- flexibility in changing conditions.

This position requires 7 years of increasingly responsible roles in major gift fundraising as well as a bachelor's degree. Fluency or proficiency in languages in addition to English is desirable (Spanish preferred).

SALARY & BENEFITS

Babson College offers a competitive benefits package.

LOCATION

This position is located in the metropolitan Miami, Florida area.

APPLICATION DEADLINE

Before sending your résumé 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, please contact Anne Johnson: annejohnson@aspenleadershipgroup.com.

All inquiries will be held in confidence.

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