



**SENIOR DIRECTOR OF DEVELOPMENT, COLLEGE OF SCIENCES
NORTH CAROLINA STATE UNIVERSITY**

Raleigh, North Carolina

[College of Sciences, North Carolina State University](#)



"Join our team, build your career, and help shape the development of one of the nation's best public universities."

–Reid Ricciardi, Executive Director of Talent Management, University Advancement

The Aspen Leadership Group is proud to partner with North Carolina State University in the search for a Senior Director of Development, College of Sciences.

The Senior Director of Development will develop private support for established priorities of the College of Sciences by developing relationships with key stakeholders that result in effective partnerships and increased philanthropic funding. The Senior Director of Development will identify, cultivate, solicit, and steward gifts with a focus on increasing the pipeline of major gift (\$50,000 and above) prospects and private support for the College of Sciences and will provide direction for a portfolio of major gift prospects. The Senior Director of Development will serve as Deputy Campaign Director to the Assistant Dean, providing direction for the major gift development program, campaign planning, and in relationship building with alumni and other constituents of the College. The Senior Director of Development will work closely with faculty and volunteers to develop external relationships with potential donors.

NC State University began as a land-grant institution grounded in agriculture and engineering. Today, it is a leading public research university that excels across disciplines. NC State is a powerhouse in science, technology, engineering, and math with more than 36,000 undergraduate and graduate students. It leads in agriculture, education, textiles, business, and natural resources and is at the forefront of teaching and research in design, the humanities, and the social sciences. NC State's 9,000 faculty and staff are world leaders in their fields, bridging the divides between academic disciplines and training high-caliber students to meet tomorrow's challenges.

The College of Sciences connects people and programs in the biological, physical, chemical, mathematical, statistical, and earth-system sciences. The College is where some of the brightest, most creative minds in science come together to tackle problems that affect everyone. The College recognizes the value of a diverse academic community and is committed to creating an inclusive environment for learning and discovery. The College is at the forefront of several growing areas of science that examine the world's grand challenges and teach students skills highly valued by employers—including big data, bioinformatics, environmental health science, geospatial analytics, and personalized medicine. The faculty of the College of Sciences are award-winning innovators in their fields and they are training the next generation of scientists to lead the way in industry, laboratories, nonprofit research organizations, medicine, government agencies, and numerous other workplaces.

REPORTING RELATIONSHIPS

The Senior Director of Development, College of Sciences will report to the Assistant Dean for Advancement, College of Sciences, Brock Matthews, and supervise at least two staff.

PRIMARY RESPONSIBILITIES

The Senior Director of Development, College of Sciences will

- in consultation with the Assistant Dean for Advancement, develop engagement strategies for core constituencies with a particular focus on discovering new highly-rated prospects;
- plan and lead the major gift team meetings and strategy sessions;
- serve as a primary liaison for non-departmental major giving such as The Science House, Women in Science and Engineering (WISE), Society for Multicultural Scientists (SMS), and North Carolina Science Olympiad;
- manage donor discovery events (lunches, dinners and other various programs);
- serve as the team's primary liaison to Central Major Gifts;
- develop a corporate engagement plan for the College of Sciences' top corporate prospects;
- work with the Assistant Dean to staff/liase with Department Heads as appropriate, and assist with implementation of ideas, action items, etc. for major gift related projects/ programs;
- participate in developing and managing cultivation and discovery events; and
- foster an environment that is supportive and welcoming of all groups.

KEY COLLEAGUES



M. Christine McGahan **Dean, College of Sciences**

M. Christine McGahan is Dean of the College of Sciences at NC State, serving as the lead administrator for an organization with 3,700 students, 610 faculty, staff, and postdoctoral researchers, and \$41 million in annual research expenditures.

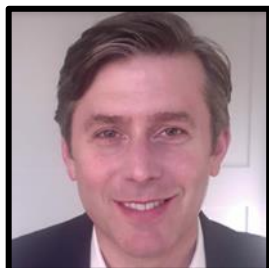
McGahan, who was named Dean in November 2017, has spent her entire professional career at NC State and is recognized for her research scholarship and administrative leadership. She joined the College of Veterinary Medicine in 1983 and was head of its Department of Molecular Biomedical Sciences for 14 years immediately prior to her deanship. She is an avid researcher, having been funded continuously for more than three decades by a National Institutes of Health Research Project Grant, known as an R01. She currently serves as President of the International Society for Eye Research, which provides an international platform for discussion and exchange of ideas on contemporary topics in eye and vision research.

An expert in ocular physiology and pharmacology, McGahan studies the biochemistry of the ocular lens and retina. This involves investigations into the regulation of iron metabolism in the eye, mechanisms underlying post-surgical regrowth of lens tissue, retinal physiology and pathology, and studies of retinal cell biology related to retinal degenerations.

In 2013, shortly after NC State celebrated its 125th anniversary, McGahan was named by the university's Council on the Status of Women as one of NC State's 125 Transformational Women. Three years later, she was named to the inaugural class of the NC State Research Leadership Academy. As an administrator, she has been known for her dedication to faculty excellence, developing intensive

mentoring and grant writing programs, and creating a supportive environment that equips all faculty, staff, and students for success.

McGahan received her Doctorate in Pharmacology from the Mount Sinai School of Medicine at the City University of New York and did post-doctoral work at the Harkness Eye Institute at Columbia University's College of Physicians and Surgeons.



Brock Matthews

Assistant Dean for Advancement, College of Sciences

President, NC State College of Sciences Foundation

Brock Matthews joined the NC State College of Sciences in August of 2013 and has been in his current role as Assistant Dean for Advancement since March of 2016. Matthews oversees fundraising and constituent engagement for the College of Sciences. He also serves as President of the NC State College of Sciences Foundation where he manages the day-to-day operations of the

Foundation and works closely with the Foundation's Board of Directors. Under his leadership, the College of Sciences exceeded its \$60 million goal for the *Think and Do the Extraordinary Campaign* 18 months ahead of schedule. Matthews serves as chair of University Advancement's Contemporary Philanthropic Engagement strategic planning workgroup and is an active member of the division's Taskforce for Inclusion, Diversity and Equity.

Before joining NC State, Matthews served as the Director of Development for Major Gifts in Cardiology at the UNC Chapel Hill School of Medicine. He also worked for Emory University for nearly 10 years in various roles including Chief Development Officer for University Libraries and Senior Director of Annual Giving. Matthews holds a Bachelor's degree in Communication Studies from UNC Chapel Hill and an MBA from Emory University.

PREFERRED COMPETENCIES AND QUALIFICATIONS

North Carolina State University seeks a Senior Director of Development, College of Sciences with at least three years of experience in major gift fund raising preferably at a higher education institution; exceptional writing, organizational, and communication skills; and the ability to work with faculty, administrators, and volunteers in a large, complex research university. Proven experience in closing six- and seven-figure major gifts is required.

DIVERSITY, EQUITY, AND INCLUSION

Diversity is critical to NC State's mission. New perspectives deepen understanding, strengthen community, and propel innovation. NC State values diversity, equity, inclusion, and justice. Diverse viewpoints, experiences, and perspectives better lives, and they are essential to NC State's mission. Without them, students simply could not succeed in today's competitive global marketplace, let alone become conscientious global citizens. NC State expects everyone to give of their talents, skills, time, and effort to make NC State an environment of inclusive excellence for all.

SALARY & BENEFITS

North Carolina State University offers a competitive salary and comprehensive benefits.

LOCATION

This position is located in Raleigh, North Carolina. With Durham and Chapel Hill, Raleigh anchors the Research Triangle, a national hotspot for high-tech enterprise.

APPLICATION INSTRUCTIONS

All applications must be accompanied by a cover letter and résumé. ***Cover letters should be responsive to the mission of North Carolina State University and the responsibilities and qualifications as presented in the position prospectus.*** Review of applications begin immediately, and will continue until the successful candidate has been selected.

To apply for this position, visit

[*Senior Director of Development, College of Sciences, North Carolina State University.*](#)

To nominate a candidate, please contact ALG Senior Consultant Susan Faraone:

[*susanfaraone@aspenleadershipgroup.com.*](mailto:susanfaraone@aspenleadershipgroup.com)

All inquiries will be held in confidence.