

ASPEN • LEADERSHIP • GROUP

DIRECTOR OF DEVELOPMENT, SCHOOL OF PHARMACY

LONG ISLAND UNIVERSITY

Brooklyn, New York

<http://liu.edu>



LONG ISLAND UNIVERSITY

The Aspen Leadership Group is proud to partner with the Long Island University in the search for a Director of Development, School of Pharmacy.

The Director of Development for Long Island University (LIU) Pharmacy will be responsible for raising major gifts for the Arnold & Marie Schwartz College of Pharmacy and Health Sciences on the LIU Brooklyn campus as part of the University's overall fundraising program. With a new Vice President for University Advancement and a new Dean of Pharmacy, this is an exciting time to be joining the advancement leadership team at one of the largest private universities in the country.

The Director of Development will join a team of professionals who are focused on ensuring sustainable philanthropic growth commensurate with the needs of the Pharmacy program by engaging alumni and friends, soliciting prospects and stewarding donors in a professional and collaborative manner. This individual's primary responsibility is to identify and engage major gift prospects and donors capable of making gifts of \$50,000 to \$1,000,000, including individuals in early stage cultivation and/or with whom the University has little to no relationship.

Founded in 1926 in Brooklyn, NY, LIU provides excellence and access in private higher education to people from all backgrounds that seek to expand their knowledge and prepare themselves for meaningful, educated lives and for service to their communities and the world.

LIU offers more than 500 undergraduate, graduate, and doctoral degree programs and certificates, educating more than 20,000 students each year across multiple campuses. The University continuously strives to cultivate and expand academic, professional, artistic, and co-curricular opportunities. More than 500 full-time professors teach at LIU, with a majority holding the highest degree in their respective fields. The faculty includes numerous Fulbright Scholars, and in 2014, LIU was one of just nine master's institutions nationwide to have four Fulbright professors teaching abroad. LIU's faculty also includes Academy Award winners, prominent journalists, award-winning authors, leading scientists, and many more experienced and accomplished professionals. In addition to university-wide accreditation by the Middle States Commission on Higher Education, LIU's schools, colleges, and individual degree programs are recognized by many specialized accreditation boards, including the Accreditation Council for Pharmacy Education, the American Psychological Association Commission on Accreditation, the Commission on Collegiate Nursing Education, and the Association to Advance Collegiate Schools of Business International.

From the shores of Long Island, to the epicenter of business and tech innovation in Brooklyn, to the far corners of the world, LIU offers a unique college experience for every student seeking academic enrichment and professional opportunity. Upon graduation, LIU students join a community of more than 200,000 alumni to become global leaders in fields that include the arts, health sciences, media, education, pharmacy, business, technology, public service, and professional sports.

REPORTING RELATIONSHIPS

The Director of Development, School of Pharmacy will report to the Vice President for University Advancement with a dotted line to the dean.

PRINCIPAL OPPORTUNITIES

This position of Director of Development, School of Pharmacy presents an exciting and challenging opportunity for a highly motivated, energetic fundraising professional who is eager to participate in the evolution of the fundraising programs at Long Island University. An experienced and innovative fundraiser, the Director of Development will implement a strategic development plan reflecting the priorities of LIU Pharmacy under the supervision of both the Dean and the Vice President for University Advancement. This position will spend significant time identifying and cultivating potential new donors and nurturing existing relationships with alumni and friends of the University.

PRIMARY RESPONSIBILITIES

The Director of Development, School of Pharmacy will

- work closely with the Vice President for University Advancement, colleagues in the Office of University Advancement, as well as the dean, faculty, and key volunteers to pursue a coordinated and strategic program of cultivation, solicitation and stewardship of major gift prospects and donors for LIU Pharmacy;
- identify, develop, and manage a donor/prospect portfolio of 100 to 150 individuals capable of making gifts of \$50,000-\$1,000,000, including individuals in early stage cultivation and/or with whom the University has little to no relationship;
- document contacts and strategies through the prospect tracking module of the Raiser's Edge system;
- adhere to the policies and procedures for accepting, recording, and acknowledging gifts;
- participate as a member of the University's Advancement team, attending gift officer meetings, professional development activities, and other staff meetings as appropriate;
- support strategic operating plans for the Pharmacy program as directed by the Vice President and/or the Dean; establish coordinated goals, and implement programs to meet goals, and development policies, and priorities;
- provide staff support for Dean's Advisory Council and additional school departmental councils on development-related issues, as requested;
- recruit and manage volunteers when appropriate;
- participate in Pharmacy programs and University events to cultivate relationships with donors, prospects, key volunteers, and all internal partners; and
- pursue professional growth activities with the approval of the Vice President of University Advancement.

KEY COLLEAGUES



Charles J. Rasberry, Vice President for University Advancement

Charles Rasberry is the Vice President for University Advancement and is responsible for increasing philanthropic resources to benefit the University's mission. Mr. Rasberry is a proven executive with extensive leadership experience and expertise in higher education and nonprofit organizations. Prior to joining LIU, he served as the Vice President for Advancement at Sarah Lawrence College, overseeing the record-setting \$200 million *Ahead of the Curve Campaign*. In previous positions at Florida State University, Loyola Marymount University, Georgetown University, and UNC Chapel Hill, his work provided him with the

opportunity to not only work with the senior administration, but to also engage the deans, the faculty senate, the faculty executive council, the satellite campuses, hospital administrators, university trustees and foundation trustees, the alumni, the student government leadership, and the broader student population in developing strategic visions and plans that aligned with a market brand while building a community around institutional shared values, historical mission, and aspirational strategic goals. Mr. Rasberry is a graduate of the University of North Carolina at Chapel Hill and holds a Master's degree from Princeton Theological Seminary.



John Pezzuto, Ph.D., Dean, Arnold and Marie Schwartz School of Pharmacy Vice President, Health and Research

Dr. John Pezzuto was appointed Vice President of LIU Health and Research to provide leadership in defining the University's research agenda, inter-professional programs, external affiliations and joint collaborative activities across all of LIU's flourishing Health Professions programs, while continuing to serve as the Dean of the Arnold and Marie Schwartz College of Pharmacy and Health Sciences. The LIU Health Research Initiative provides an opportunity for students and faculty among the multitude of Health Professions programs at

both campuses to take part in cutting-edge research while exploring health and science based career paths geared to advance health and medicine around the world. The appointment builds on Dr. Pezzuto's previous role as professor and Dean of LIU Pharmacy in 2015. Prior to joining the College, Dr. Pezzuto served as dean of the College of Pharmacy, Nursing, and Health Sciences at Purdue University in Indiana, and served as the founding dean of the Daniel K. Inouye College of Pharmacy at the University of Hawaii at Hilo. Dr. Pezzuto has served as an administrator and researcher in academic pharmacy for more than 30 years. Dr. Pezzuto was the 2014 recipient of the Volwiler Research Award by the American Association of Colleges of Pharmacy. His current research interests are predominantly in the areas of biology-driven natural product drug discovery and characterization, with primary emphasis in the fields of cancer chemotherapy and cancer chemoprevention. He is widely known for identifying the cancer-prevention aspects of resveratrol, a chemical found in grapes and grape products.

CANDIDATE QUALIFICATIONS AND QUALITIES

The successful candidate for the position of Director of Development, School of Pharmacy should have

- experience and enthusiasm needed to build major gift pipelines;
- strong working knowledge of principles and practices of major gift fundraising;
- excellent written and oral communication skills;
- negotiation skills;
- ability to deal with complex concepts and ambiguity;
- demonstrated commitment to collaboration;
- ability to work well both independently and collectively with other team members and ability to manage multiple highly visible projects and priorities;
- excellent and mature judgment;
- excellent interpersonal skills, including the ability to listen and interact effectively with donors and high-level volunteers; and
- ability to travel up to 50% of the time, including local and regional visits, and work evenings and occasional weekends.

A Bachelor's degree is required for this position as is a minimum of five years of fundraising experience, preferably at an institution of higher education health sciences, including personal solicitation and proven success in goal achievement. Comparable revenue-generation experience will be considered. A Master's degree is preferred.

SALARY & BENEFITS

Long Island University offers a generous benefits package including medical, dental and life insurance, 403b retirement savings, tuition remission, and more.

LOCATION

LIU Pharmacy is located on the vibrant 11-acre campus of LIU Brooklyn, in the heart of one of New York City's hottest neighborhoods, offering an unmatched learning environment that fosters academic achievement as well as student growth and development.

DIVERSITY AND INCLUSION

Long Island University is founded upon the premise of inclusion and has always embraced diversity. In keeping with its historic core values that celebrate opportunity, inclusion, and diversity, this policy reaffirms the University's commitment to equal opportunity in employment and to the opportunity for advancement of all qualified individuals without discrimination due to race, color, religion, sexual orientation, gender and/or gender identity or expression, marital or parental status, national origin, ethnicity, citizenship status, veteran or military status, age, disability, or any other legally protected basis.

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, please contact Shelley Semmler: shelleysemmler@aspenleadershipgroup.com.

All inquiries will be held in confidence.

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