ASPEN LEADERSHIP GROUP

**DIRECTOR OF DEVELOPMENT, NORTHEAST**
**MIAMI UNIVERSITY**
**Location—Remote, Northeast**
**http://MiamiOh.edu**

MIAMI UNIVERSITY

The Aspen Leadership Group is proud to partner with Miami University in the search for a director of development, northeast.

Working remotely, the director of development, northeast will advance the mission of Miami University by planning, organizing, and implementing strategies to increase the level of personal engagement and financial commitment of alumni and friends. Particular emphasis will be given to securing philanthropic and volunteer support for the University and its priorities. Reporting to the assistant vice president for development, regional programs through the senior associate vice president, it is preferred that the director of development, northeast reside in or near a metropolitan northeast city, with travel required in the northeast region and periodic travel to Oxford, Ohio for meetings and other activities.

The Miami University community is strongly defined by two things: its motto and the Code of Love and Honor. The university's motto, "Prodesse Quam Conspici," translates roughly as "to accomplish without being conspicuous." A former university president captured the spirit of that motto when he said, "The key to life is accomplishment, not boasting about it; we are known by what we do rather than what we claim." The Code of Love and Honor is a personalized pledge derived from the university's Values Statement. Its first line is "I am Miami," signifying that each and every member of the Miami community, through their choices, contributes to the collective aspirations and identity of the whole community.

Nationally recognized as one of the most outstanding undergraduate institutions in the nation, Miami University is a public university located in Oxford, Ohio. With a student body of nearly 18,000, Miami effectively combines a wide range of strong academic programs with the personal attention ordinarily found only at much smaller institutions.

Miami is distinguished by a faculty who love to teach and mentor students. The *U.S. News & World Report* rankings have recognized Miami as the highest public university in the United States in the category of "Strong Commitment to Undergraduate Teaching." Only 19 national universities are noted for such commitment. Miami has appeared on this short, elite list since the inaugural year of the rankings in 2009 and has been in the top three among public universities for six years in a row.

## REPORTING RELATIONSHIPS

The director of development, northeast reports to the assistant vice president for development, regional programs.

## PRINCIPAL OPPORTUNITIES

Located just outside of Cincinnati, Oxford has been named by *Forbes* as the best college town in the United States. Greg Crawford is an energetic president in his third year who is both an entrepreneur and an academician. Miami actively engages its more than 213,000 alumni around the globe with several thriving chapters and programs like the annual Winter College and popular 18 of the Last 9 Young Alumni Awards. Its alumni and friends helped make calendar year 2017 one of the best ever for Miami by raising $60 million in gifts and pledges. The university is preparing to launch an ambitious capital campaign, and the regional development directors will play a critical role in meeting the campaign's goals and objectives. As such, Miami's leadership is committed to doubling the size of the regional development team over the next two to three years. They see great value in the impact the regional development directors will not only have during the campaign, but in the years to come after the campaign commences.

## PRIMARY RESPONSIBILITIES

The director of development, northeast will

- implement and direct a comprehensive university advancement program for the northeast in response to the goals and initiatives established by the Division of University Advancement within assigned geographic areas including the tri-state New York region and the metropolitan areas of Philadelphia, Pennsylvania, and Boston, Massachusetts as well as a focus on the surrounding states in the region;
- identify, cultivate, solicit, and steward alumni and friends of Miami University who reside in the northeast region for major gifts in support of the programs and divisions of the university;
- encourage and coordinate involvement of alumni and friends through campus visits and regional events;
- prepare and present solicitation proposals to alumni and friends with input and assistance from constituent development officers representing Miami's various colleges and units as well as faculty, staff, administrators, and deans including proposals involving tax planning, gifts of real estate, personal property, securities, and gifts in wills, trusts, annuities, and insurance;
- recruit and staff volunteers and volunteer committees for events, programs, and campaigns held in the northeast region; and
- serve as the direct point of contact and liaison for activities in the northeast region related to the Division of University Advancement.

## KEY COLLEAGUES

**Tom Herbert**
**Senior Vice President for University Advancement**
**President, Miami University Foundation**

Tom Herbert was appointed Miami University's senior vice president for university advancement effective Oct. 1, 2012. In this position, Tom leads an advancement staff of over 105 in all areas of alumni relations and development. He is also the president of the Miami University Foundation. Before Miami, Tom was at Dartmouth College, where he held the position of associate vice president for individual giving until he was promoted to the position of vice president of development. Prior to his work at Dartmouth, Tom served in various roles at Indiana University, including executive director of development and alumni programs for the College of Arts and Sciences and vice president for university-wide programs at the Indiana University Foundation. He also served as the assistant vice president for development at the University of Michigan. Tom began his development career as a gift planning officer at Drake University in Iowa.

He is the co-author of a textbook on major and planned giving programs, and he has taught fundraising courses at Indiana University and Rice University. He is a frequent presenter at development conferences around the country for the Council for the Advancement and Support of Education (CASE) and at the Big Ten Fundraising Institute. He currently serves on the national board of the National Association of College and University Business Officers (NACUBO), the first development professional to do so. He also serves on the National CASE Commission on Philanthropy and is developing and chairing a CASE Management Institute.

Tom holds a bachelor's degree in history from Northwestern University and a doctor of jurisprudence with honors from Illinois Institute of Technology, Chicago-Kent College of Law. He is married to Kirsten Roberts and they have two sons, Zachary and Ethan.

**Brad Bundy**
**Senior Associate Vice President**

Brad Bundy is the senior associate vice president for the Miami University Division of University Advancement. He has been with the division since 2001 and was named an honorary Miami alumnus in 2013. Brad is responsible for overseeing the Office of Development and providing staff leadership for a development program that has generated $165 million in private support for Miami over the past three years. Brad has more than 30 years of development and university advancement experience, including service to Ohio State University, Ohio Wesleyan University and the University of Cincinnati Medical Center. In addition to his professional experience, Brad recently began a two-year term as chairman of the board of directors for CASE District V.

He and his wife, Tammy, who received her M.A. from Miami, are the parents of Megan '09, Katelyn '12, Ryan '15 and Evan '18.

**Jill Gaby**
**Assistant Vice President for Development, Regional Programs**
Jill Gaby is the assistant vice president for development for regional programs. She has been with the division since 2005 when she joined the team as regional development director for central and northeast Ohio. In 2008, Jill was named the senior director of development responsible for overseeing all fundraising activities for the regional development program, including the management of five regional major gift officers. Jill has management responsibilities for a growing team of regional gift officers within the development division.

Jill has over 21 years of professional development experience. Before Miami, Jill worked at a variety of organizations including The Columbus Foundation, Ohio Wesleyan University, Capital University, and the American Heart Association. Jill ’91 and her husband, Mike ‘91, are a Miami Merger and the proud parents of Nicholas and Betsy.

**Mike Scott**
**East Coast Director of Regional Operations**
Mike has served as Miami’s east coast director of regional development since 2012 and is based in Washington, D.C. In Mike’s role, he works with major gift prospects and alumni along the I-95 corridor, primarily between Richmond, Virginia, and New York City. Prior to joining Miami, Mike worked for AT&T in a sales capacity. Mike graduated from Miami in 2009. He served as student body president during Miami's bicentennial.

## CANDIDATE QUALIFICATIONS AND QUALITIES

The successful candidate for the position of director of development, northeast should have

- outstanding oral and written communication skills;
- excellent organizational skills, attention to detail, and an ability to work with little day to day supervision;
- an ability and willingness to travel; and
- an ability and willingness to reside in or near a metropolitan city in the Northeast working from their residence.

A bachelor's degree is required for this position as is a minimum of three years of fundraising or comparable work experience. Internships, volunteer work, and other experience gained during the completion of degree programs may be counted towards these requirements.

## SALARY AND BENEFITS

Miami University offers a competitive salary and a comprehensive benefits package. Benefits include health, dental, vision, life, and long-term disability insurance, tuition fee waiver, sick and parental leave, paid vacation, and supplemental retirement plans. Miami University also offers biometric health screenings and an online health portal to fitness and nutrition programs and health coaching in partnership with TriHealth, Cerner Wellness, and UnitedHealthcare (UMR).

## LOCATION

The successful candidate may work remotely from a metropolitan city in the Northeast with periodic travel to the Miami University campus located in Oxford, Ohio.

## DIVERSITY AND INCLUSION

Miami University, an EO/AA employer, encourages applications from minorities, women, protected veterans, and individuals with disabilities. Miami University does not discriminate on the basis of age, color, disability, gender identity or expression, genetic information, military status, national origin, pregnancy, race, religion, sex, sexual orientation or protected veteran status in its application and admission processes, educational programs and activities, facilities, programs or employment practices. Requests for reasonable accommodations for disabilities related to employment should be directed to ADAFacultyStaff@MiamiOH.edu or 513-529-3560.

Miami University's Annual Security and Fire Safety Report with information on campus crime, fires, and safety may be found at: http://www.MiamiOH.edu/campus-safety/annual-report/index.html. Hard copy available upon request. A criminal background check is required. All campuses are smoke- and tobacco-free campuses.

## APPLICATION INSTRUCTIONS

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 or learn more, please contact Tim Child: timchild@aspenleadershipgroup.com.

*All inquiries will be held in confidence.*

ASPEN LEADERSHIP GROUP

Aspen Leadership Group focuses exclusively on search and talent management in the field of philanthropy. Recognized leaders in the field recruit and provide counsel to other leaders and emerging leaders, building enduring, productive relationships and supporting exceptional careers.

Learn more at www.aspenleadershipgroup.com and http://www.philanthropycareer.net/