



SENIOR DIRECTOR OF DEVELOPMENT/ASSISTANT OR ASSOCIATE DEAN

CANDLER SCHOOL OF THEOLOGY

EMORY UNIVERSITY

Atlanta, Georgia

[Emory University](https://www.emory.edu)



The Aspen Leadership Group is proud to partner with Emory University in the search for a Senior Director of Development/Assistant or Associate Dean.

The Senior Director of Development/Assistant or Associate Dean will work with senior leadership to develop, fund, and implement a strategic plan for the Candler School of Theology. The Senior Director of Development/Assistant or Associate Dean will be a leader within the Division of Advancement and Alumni Engagement (AAE) and meet regularly with colleagues from across the university to set goals and collaborate on shared interests. The Senior Director of Development/Assistant or Associate Dean will supervise a team of advancement professionals and maintain an effective working relationship with the school's Dean, staff of the Candler Advancement and Alumni Engagement program, AAE staff, staff and faculty of the Candler School of Theology, alumni, and friends of the university.

Candler educates faithful and creative leaders for the church's ministries throughout the world. One of thirteen seminaries of The United Methodist Church, the school is grounded in the Christian faith and shaped by the Wesleyan tradition of evangelical piety, ecumenical openness, and social concern. Many of the greatest minds in theological education are on Candler's faculty. They are passionate about engaging students; challenging and reframing theological and social thought; serving parishes, denominational bodies, and communities locally and around the world; and driving positive transformation in the church and society. Candler's students experience rigorous academics, extensive fieldwork, and intentional reflection—a combination offered by no other seminary. Candler's alumni live their call. Seventy percent are pastors in churches; others minister in colleges, hospitals, the military and social service organizations. They advocate for social change, educate others, and lead Christian agencies and denominational bodies.

Emory University is a private, research institution recognized internationally for its outstanding liberal arts colleges, graduate and professional schools, and one of the world's leading health care systems. Emory maintains an uncommon balance for an institution of its standing: its scholars and experts generate \$628 million in research funding annually while also maintaining a traditional emphasis on teaching. From cutting-edge medical breakthroughs and scientific advancements to groundbreaking scholarship and scholarly writing that attract national headlines, Emory thrives on discovery. At Emory, discovery finds many creative pathways, from using imaging technology to reconstruct the brain architecture of an extinct tiger to research into how governments confront the challenge of contagious diseases or how hormonal changes help fathers bond with toddlers. The university is enriched by collaboration among its schools, centers, and partners as well as by the legacy and energy of Atlanta. Emory strives to advance the common good through research, teaching, and service. The extraordinary, talented community propels its work forward. Though its areas of expertise vary, Emory finds shared purpose in its mission to “create, preserve, teach, and apply knowledge in the service of humanity.”

REPORTING RELATIONSHIPS

The Senior Director of Development/Assistant or Associate Dean will be a member of the Dean's Council and will report jointly to the Assistant Vice President, Graduate Schools and Units and to the Mary Lee Hardin Willard Dean of Candler School of Theology, Jan Love.

PRINCIPAL OPPORTUNITIES

The Senior Director of Development/Assistant or Associate Dean will

- have an opportunity to build upon a successful annual and major gift program within Candler School of Theology;
- expand the school's donor base, and further engage a strong alumni community, which is comprised of more than 8,200 alumni;
- fully implement and provide any necessary updating of campaign funding priorities in partnership with the Dean, senior leaders of the school, and senior leaders from the division of Advancement and Alumni Engagement, and;
- staff and provide leadership for a major campaign effort on behalf of a school, which will be anchored in a major university-wide multi-billion-dollar comprehensive campaign effort.

PRIMARY RESPONSIBILITIES

The Senior Director of Development/Assistant or Associate Dean will

- plan, direct, and coordinate fundraising activities and provide strategic planning for Candler School of Theology;
- seek major gifts from alumni, non-alumni individuals, corporations, and foundations in support of students, faculty, programs, and facilities;
- oversee the development process including prospect identification, cultivation, solicitation, and stewardship;
- build relationships among prospective donors and volunteers to support programs and priorities including donor and prospect visits;
- build relationships with faculty and leadership to assist in presenting needs to prospective donors;
- direct events or receptions to maintain current and cultivate potential donors;
- develop short- and long-term goals and objectives;
- design specific fundraising campaigns within an identified framework;
- identify foundation support and direct grant writing proposals;
- assist faculty and staff in preparing proposals;
- prepare supportive materials, reports, and plans;
- plan and direct communication methodologies and oversee the development of written materials, videotapes, and informational workshops;
- review and identify needs for brochure updates and changes;
- coordinate public relations for fund-raising, the generation of departmental budgets, and publications/proposals;
- assist in developing and interpreting priorities of the Dean, and represent concerns of staff to appropriate personnel;
- supervise clerical and professional staff; and
- oversee and ensure timely correspondence and maintenance of files in order to keep donors and others informed.

UNIVERSITY LEADERSHIP AND KEY COLLEAGUES



Claire E. Sterk
President

Claire E. Sterk is the 20th President of Emory University and the Charles Howard Candler Professor of Public Health. She began her role as President on September 1, 2016. A pioneering public health scholar, Sterk has served for the past two decades as a social scientist, academic leader, and administrator at Emory. Prior to becoming President, she was the University's sixth Provost and Executive Vice President for Academic Affairs.

Sterk is a globally renowned thought leader who has deepened the understanding of social and health disparities; addiction and infectious diseases, specifically HIV/AIDS; community engagement; and the importance of mentoring and empowering women leaders. She has held numerous leadership positions in professional organizations. Her academic publications include three books and more than 125 peer-reviewed articles. Her work is widely cited and has received more than \$30 million in external research funding. Professor Kirk Elifson, to whom she is married, is a key research partner; together they have lectured widely at universities around the world.

Both in her role as President and in her previous role as Provost, Sterk has emphasized the choices and responsibilities of research universities and their real-world impact. She is a strong advocate for increased access and inclusion, and she is known for championing collaboration and innovation within the academy as well as through global external engagement—including at the local level.

A native of the Netherlands, Sterk earned her PhD in sociology from Erasmus University in Rotterdam and a doctoral degree in medical anthropology from the University of Utrecht. She completed her undergraduate education at the Free University in Amsterdam.



Josh Newton
Senior Vice President for Advancement and Alumni Engagement

Joshua R. Newton assumed the post of Senior Vice President on Aug. 27, 2018.

Newton most recently served as President and CEO of the University of Connecticut Foundation, Inc. In that capacity, he presided over the five most successful fundraising years in the foundation's history, raising a total of nearly \$400 million over fiscal years 2014-2018, representing a 46 percent increase.

At Emory, his responsibilities will include the development and implementation of the university's next philanthropic campaign, building on Emory's 10-year aspiration and focus on academic eminence. As Senior Vice President, he will also play an important role in furthering Emory's relationships in the Atlanta community as well as engaging nationally and internationally on behalf of the university.

Before his move to Connecticut, Newton served for more than a decade in Emory's Development and Alumni Relations division, most recently as Vice President for University Development, a position he held until 2013. During his tenure at Emory, the university successfully completed Campaign Emory, a seven-year, \$1.69 billion effort, the largest in the university's history, with nearly 150,000 donors contributing.

A native of Hamlet, North Carolina, Newton is a graduate of Belmont Abbey College in Belmont, North Carolina. He began his career in higher education at Converse College in Spartanburg, South Carolina, where he served as Executive Director of Development, leading the school's successful \$75 million campaign to surpass its goal one year ahead of schedule.



Mary Ann Sprinkle
Vice President for Advancement

Mary Ann Sprinkle serves as the Vice President for Advancement at Emory University. In this role, Sprinkle provides leadership and strategic direction to Advancement and Alumni Engagement, developing and implementing strategies to identify, cultivate, and successfully solicit individuals, corporations and foundations for major gifts in support of Emory University schools, units, clinical, and grateful patient programs.

Prior to the appointment at Emory University, Sprinkle served as the Associate Vice President for Advancement/Chief Development Officer at the University of Miami Leonard M. Miller School of Medicine in Miami, Florida for more than a decade. In that role, she oversaw the comprehensive teams responsible for fundraising, alumni/ae relations, grateful patient initiatives, and special events for the University of Miami Health System and the Miller School of Medicine. The Miller School of Medicine raised more than \$1 billion for *Momentum2: The Breakthrough Campaign* for the University of Miami. This campaign successfully finished with a total of \$1.6 billion in support for the University of Miami and, combined with the initial *Momentum Campaign*, raised a total of \$3 billion during the tenure of President Donna E. Shalala. Additionally, Sprinkle served as Assistant Vice President for Medical Development and Alumni Relations for the Miller School of Medicine, Director of Development for the National Parkinson Foundation, and Managing Director of Development for Florida Grand Opera. Prior to her fourteen years in Florida, Sprinkle's fundraising career was largely in the Pacific Northwest.

Among her professional affiliations, Sprinkle has been active with the Council for Advancement and Support of Education (CASE), serving in several regional and national leadership roles; the Association of American Medical Colleges (AAMC), where she has served as speaker and facilitator at national conferences. In addition to graduating *summa cum laude* from Stephens College, in Columbia, Missouri, with a BA in Psychology, Sprinkle holds an MS in Counseling from the University of Oregon in Eugene, Oregon.



Jan Love
Mary Lee Hardin Willard Dean
Professor of Christianity and World Politics

Dr. Jan Love, Dean of Candler School of Theology at Emory University, is an internationally recognized leader in church and ecumenical arenas and a scholar of world politics, particularly issues of religion and politics, conflict transformation, and globalization. The daughter of a Methodist minister, Love was raised in parishes throughout south Alabama, where she began a lifelong commitment to denominational service. She has been a lay leader at state, national, and international levels since she was in high school, including representing The United Methodist Church (UMC) on the World Council of Churches from 1975-2006, and serving on the boards of several United Methodist agencies. From 2004-2006, Love was the Chief Executive Officer of United Methodist Women, the largest denominational women's organization, with more than 800,000 members who raise up to \$20 million annually for programs and projects related to women, children, and youth in the United States and abroad.

Love earned bachelor's, master's and PhD degrees in political science and served on the faculty of the University of South Carolina for more than two decades in the departments of religious studies and government and international studies. Known in theological education for her administrative acumen and dedicated leadership, she serves on the Board of Directors of the Association of Theological Schools, as

President of the Association of United Methodist Theological Schools, as President of the Atlanta Theological Association, and as Secretary of the UMC's University Senate.

CANDIDATE QUALIFICATIONS AND QUALITIES

Emory University seeks a Senior Director of Development/Assistant or Associate Dean with

- a proven record of cultivating and soliciting gifts and working strategically with stakeholders to achieve stated goals;
- a deep appreciation for the history, achievements, and aspirations of Candler School of Theology and Emory University, and the ability to effectively articulate the Dean's vision to a diverse audience of students, alumni, and friends;
- a familiarity with programs of theological education and a working knowledge of The United Methodist Church;
- the credibility, maturity, and sound judgment required to effectively engage, influence, and leverage the Dean, faculty, Boards, and other volunteers in the cultivation, solicitation, and stewardship of key prospects and donors;
- the political savvy to navigate a complex academic community as well as the ability to build bridges and strong collaborative relationships with all members of an operation across the school, university, and a diverse body of alumni and constituents;
- a genuine passion and energy for contributing to the growth and evolution of a school in a rapid change environment with the ability to work effectively with a broad range of internal and external constituents—providing strong support, inspiring them to action, and making the experience rewarding;
- supervisory and management skills, both strategic and operational, with value placed on organizational loyalty, commitment, pride, integrity, and collegial openness;
- a demonstrated ability to build, manage, mentor, and motivate an effective team, providing strong support and an opportunity for growth and development; and
- a proven track record of operational and management excellence and demonstrated experience building strategic and operational plans that engage external constituencies, particularly in an integrated, complex, multi-unit organization.

A bachelor's degree is required for this position as is seven years of experience in higher education, development, fundraising or equivalent experience in a nonprofit institution.

SALARY & BENEFITS

Emory University offers a competitive salary and benefits package.

LOCATION

Emory's main campus, selected by *The Best Colleges* as one of the top ten "most amazing college campuses," is located in the historic, suburban Atlanta neighborhood of Druid Hills. Emory's main campus covers more than 600 acres. Students, faculty, staff, and visitors enjoy a peaceful, pedestrian-friendly environment, with easy proximity to one of the nation's fastest-growing metropolitan areas. The campus features a thoughtful balance of buildings and green space. Peachtree Creek, a branch of the historic Peachtree Creek, winds through maples, oaks, magnolias, pines, and dogwoods that grace the gently rolling hills. The Haygood-Hopkins Memorial Gateway marks the main entrance from Druid Hills, a gracious, park-

like residential area designed by landscape architect Frederick Law Olmsted. The original campus plan is the work of Beaux-Arts architect Henry Hornbostel. Other noted architects who have designed buildings include John C. Portman and Michael Graves.

DIVERSITY AND INCLUSION

Emory University is committed to maintaining an environment that is free of unlawful harassment and discrimination. Pursuant to the university's commitment to a fair and open campus environment and in accordance with federal law, Emory cannot and will not tolerate discrimination against or harassment of any individual or group based on race, color, religion, or ethnic or national origin, gender, genetic information, age, disability, sexual orientation, gender identity, gender expression, veteran's status, or any factor that is a prohibited consideration under applicable law. Emory University welcomes and promotes an open and genuinely diverse environment.

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, please contact Don Hasseltine:

donhasseltine@aspenleadershipgroup.com.

All inquiries will be held in confidence.