

ASPEN • LEADERSHIP • GROUP

ASSISTANT VICE PRESIDENT OF DEVELOPMENT AND ALUMNI RELATIONS

SCHOOL OF BUSINESS

GEORGE WASHINGTON UNIVERSITY

Washington, DC

<http://business.gwu.edu>

School of Business

THE GEORGE WASHINGTON UNIVERSITY

The Aspen Leadership Group is proud to partner with George Washington University in the search for an Assistant Vice President of Development and Alumni Relations in the School of Business.

The Assistant Vice President (AVP) will design, manage, and execute a comprehensive development and alumni relations program. Through his or her work, the AVP will play a key role in significantly advancing the School's current trajectory into the top tier of business schools nationally.

The George Washington University School of Business (GWSB) is uniquely poised to carve out a distinctive niche helping to fulfill George Washington's vision for a university that prepares citizen-leaders. This vision manifests itself in a curriculum that embodies the themes of ethical leadership, globalization, sustainability, and social responsibility.

GWSB has approximately 1,600 undergraduate students, 1,000 MBA students, and 1,050 students in specialized master's programs for a total of more than 3,600 students enrolled in 21 undergraduate, graduate, and doctoral degree programs. Leveraging its location, the School offers strong programs in international business and is one of the few leading business schools that directly links strategic management and public policy. Research centers, such as the Institute for Corporate Responsibility, the Global Financial Literacy Excellence Center, and the Center for International Business Education and Research link social and policy concerns to the role of business in society.

GWSB is expanding existing initiatives and launching new ones, recruiting the best and brightest scholars, and attracting exceptional students at both the undergraduate and graduate levels. The success of its efforts is reflected in placement rates, research productivity, student quality, and key business school rankings. It strives to be the catalyst for a more purposeful business education that produces exceptional citizen-leaders capable of guiding organizations into the future and optimizing returns for shareholders and society overall.

REPORTING RELATIONSHIPS

The Assistant Vice President of Development and Alumni Relations reports to the Associate Vice President of Development and Campaign Director with a reporting line to the Dean of the School.

PRIMARY RESPONSIBILITIES

The successful candidate for the position of Assistant Vice President will

- manage 40-60 of GWSB's priority prospects that are capable of making six, seven- and eight-figure philanthropic gifts to the School;
- work with the Dean and DAR leadership to create a strategic plan for development, including ambitious and realistic goal-setting for fundraising, and plans to enhance alumni relations;
- lead the execution of the School's final year and a half of *Making History: The Campaign for GW*;
- use best practices to build, develop, mentor, and lead development and alumni relations staff;
- manage the GWSB Development Office, including hiring, providing direction and professional development opportunities, and assessing performance.
- serve as a member of the Dean's senior leadership team, the DAR Leadership Group, and as the School's primary advancement liaison with the Office of the President;
- partner with the Dean and other colleagues to support the School's 36 member Board of Advisors; and
- perform other work related duties as assigned.

KEY COLLEAGUES



Linda A. Livingstone, PhD

Dean, George Washington University School of Business

Dr. Livingstone became dean of the George Washington University School of Business on August 1, 2014. Upon her arrival at GW, Dr. Livingstone implemented a new, comprehensive strategic-planning process that identified three themes which will guide the school in the years ahead. GWSB will leverage its location to develop a competitive advantage and differentiate itself by building on the unique capabilities associated with the School's location in the heart of the nation's capital; enhance its global focus to encourage prosperity globally by leveraging existing strengths and building on the School's significant global reputation and reach; and, serve as a catalyst for multi-disciplinary opportunities across the University that increase innovation and the school's impact on economies and societies.

In support of these priorities, the school has developed a graduate certificate in capital markets in partnership with the International Finance Corporation (IFC) and the Milken Institute, redesigned its Healthcare MBA program in collaboration with the GW School of Medicine and Health Sciences, launched the Korean Management Institute, and expanded career services to enhance support for international students. Currently, the Global MBA program is ranked #40 by *Bloomberg Businessweek*, the Online MBA Programs is among the top 25 according to *The Princeton Review*, the undergraduate and graduate International Business programs are ranked #8 and #15 respectively by *U.S. News and World Report*, and *Military Times* selected GWSB as the 27th-best business school for veterans in its latest rankings.

Prior to her move to Washington, DC, Dr. Livingstone served as dean of the Graziadio School of Business and Management at Pepperdine University from June 2002-July 2014. An award-winning teacher, Dr. Livingstone's research interest focuses on creativity in organizations as influenced by the fit between the individual and the organizational environment. She is the author of business textbooks and numerous scholarly articles that have appeared in *Academy of Management Review*, *Academy of Management Journal*, *Journal of Organizational Behavior*, *Journal of Management*, and *Journal of Management Education*. Her views on leadership, women's issues, and business education have been cited in a variety of media outlets including CNN, *Businessweek*, the *New York Times*, the *Los Angeles Times*, Bloomberg TV, the *Wall Street Journal*, *Forbes*, *Financial Times*, and the *Economist*.

Dr. Livingstone was one of 25 local leaders selected for the *Washington Business Journal's* annual "Women Who Mean Business" feature, highlighting the contributions of an outstanding group of Washington, DC-area women in business, finance, the arts, media, the non-profit sector, the medical, and legal professions, and of course, academia. The publication described choosing the honorees for its 13th annual "Women Who Mean Business" recognition as "the most difficult selection we've encountered. We had innumerable nominations pour in from exceptional women all over our region."

Dr. Livingstone received her BS, MBA and PhD degrees from Oklahoma State University, where she played on the varsity basketball team. She also serves on the board of directors for AACSB, the pre-eminent international accrediting body for business schools, and is currently past chair of the board. Additionally, she serves on the board of Capital Southwest Industrials, where she chairs the compensation committee, is a member of the board of Trinity Christian School in Fairfax, VA, and previously served as the chair of the board of directors of Oaks Christian School in Westlake Village, CA, where she served on the board for nine years, and on the board of the Graduate Management Admissions Council (administers the GMAT exam). Dr. Livingstone is married to Brad Livingstone, also a graduate of Oklahoma State University, where he played varsity basketball, and currently the Dean of Students at Trinity Christian School in Fairfax, VA.



Aristide J. Collins Jr.

Vice President for Development and Alumni Relations

Dr. Collins has served as Vice President for Development and Alumni Relations since October 2014.

Dr. Collins brings to his new role more than 20 years of experience in higher education. He previously served as Vice President for Institutional Advancement and University Relations at Clark Atlanta University; Vice President for Advancement at Pacific Oaks College and Children's School in Pasadena, California; and Director of Development for University Projects at the George Washington University. He also held leadership positions over ten years at California State

University at Long Beach.

In October 2010, Dr. Collins returned to GW, where he had served earlier in his career, as Senior Executive Director for Board Relations and Secretary of the University. In 2011, he was promoted to Vice President and Secretary of the University. In those roles, he established the University's comprehensive Board of Trustees office and university secretary function, managing business affairs, governance, recruitment, communication, and special board events. He also has a faculty appointment as a lecturer in higher education administration.

Dr. Collins holds an EdD in organizational leadership from Pepperdine University; a master's degree in public administration from California State University, Long Beach; and a bachelor's degree in political science and a special certificate in educational management from California State University, Hayward (now East Bay). He is designated a Certified Specialist in Planned Giving by the American Institute for Philanthropic Studies.



David Bruce Anderson

Senior Associate Vice President for Development

Mr. Anderson is the Senior Associate Vice President for Development at GW, with oversight for all fundraising university-wide—except for principal gifts. David joined GW in August 2014 from UNC-Chapel Hill, where he was Associate Dean for Advancement for the School of Medicine, and president of The Medical Foundation of North Carolina. David has more than 30 years of experience in higher education fundraising. He has served as associate vice chancellor for university development at North Carolina State, and earlier in his career at Duke University, Rice University, the University of Pittsburgh, and his alma mater, the University of Virginia. In addition to

a BA from the University of Virginia, David received an MBA from the College of William & Mary and a Master of Arts in Teaching from Trinity Washington in the District of Columbia.



Thomas Dart

Associate Vice President for Development & Campaign Director

Mr. Dart is in his seventh year at the George Washington University. He is currently the Associate Vice President of Development & Campaign Director for *Making History: The Campaign for GW*. Previous to his role as Associate Vice President, Tom was the Assistant Vice President for Development of Schools and the Assistant Vice President for Development at the Elliott School of International Affairs. He has over 20 years of fundraising experience in higher education and not-for-profits, including capital campaigns. Tom has extensive and diversified leadership experience as both a university administrator and a director of overseas programs (Catholic Relief

Services). Tom received his BS in Education from the University of Virginia and his MA in International Development and Social Change from Clark University.

CANDIDATE QUALIFICATIONS AND QUALITIES

The successful candidate for the position of Assistant Vice President will have

- proven success in business school fundraising or related area;
- a strong track record in fundraising, including two years successfully cultivating and soliciting gifts at the six- and seven-figure level;
- a proven track record of creatively building and leading successful fundraising programs;
- deep appreciation and understanding of the academic enterprise and the ability to articulate academic values internally and externally;
- the ability to travel extensively, nationally, and internationally, and communicate effectively with successful business executives, both alumni and non-alumni; and
- experience in prospect management/tracking, developing and executing short-and long range prospect strategies, and supervising professional level staff.

A Bachelor's degree and five to seven years of progressive experience in institutional advancement in higher education is required for this position. A minimum of eight years of experience is strongly preferred.

SALARY & BENEFITS

George Washington University offers an excellent and competitive benefits and compensation package.

LOCATION

This position is located in Washington, DC.

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 Greg Duyck at gregduyck@aspenleadershipgroup.com.

All inquiries will be held in confidence.

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