



CHIEF ADVANCEMENT OFFICER, HEINZ COLLEGE OF INFORMATION SYSTEMS AND PUBLIC POLICY  
[CARNEGIE MELLON UNIVERSITY](#)  
PITTSBURGH, PENNSYLVANIA

## Carnegie Mellon University

Aspen Leadership Group is proud to partner with Carnegie Mellon University in its search for a Chief Advancement Officer, Heinz College of Information Systems and Public Policy, who will help lead the effort to develop the philanthropic support that will enable CMU and its academic units to fulfill their potential and continue their ascent. The Chief Advancement Officer will join the organization as CMU strives to elevate its Advancement program and build on the success of *Make Possible: The Campaign for Carnegie Mellon University*.

The Chief Advancement Officer will partner with the Dean of the Heinz College of Information Systems and Public Policy to set a strategic advancement vision for the college, with oversight of a broad range of unit-level advancement functions encompassing major gifts, donor relations, annual giving, events, alumni and constituent engagement, and management of the unit's advisory board. The Chief Advancement Officer also will serve as a member of the Dean's leadership team. The Chief Advancement Officer will be a senior leader within the Division of University Advancement and serve as a member of the CMU Advancement Leadership Council.

The Chief Advancement Officer will manage the advancement staff assigned to their academic unit and will carry a portfolio of the unit's top prospects, executing cultivation and solicitation strategies and securing major, leadership, and principal gifts. They also will be responsible for identifying, refining, and articulating their unit's fundraising needs, communicating those needs to internal and external audiences, and generating excitement for the Dean's top priorities while ensuring that frontline fundraisers across the university are equipped to advocate for their vision.

University Advancement at CMU is a matrixed and distributed organization, with staff based in central units and in the academic units. The Chief Advancement Officer is key to integrating college level advancement operations with centrally based advancement programs and resources. The Chief Advancement Officer will collaborate with fundraisers across CMU's schools, colleges, and centrally based units to develop cultivation and engagement strategies to achieve maximum impact across the institution. The Chief Advancement Officer will also partner closely with Advancement Information Services to define, measure, and report on their unit's success.

In the context of the momentum of CMU's continued ascent, it seeks a Chief Advancement Officer with the skills to ensure the Heinz College of Information Systems and Public Policy plays a defining role in the continued evolution of the field, and in the future of Carnegie Mellon.

## ABOUT CARNEGIE MELLON UNIVERSITY

It is an exciting moment to join the Carnegie Mellon community. Founded by industrialist and philanthropist Andrew Carnegie, Carnegie Mellon University has been a birthplace of innovation since its founding as an engineering and fine arts school in 1900. It has soared to national and international leadership in higher education and research, particularly since 1967 when the Carnegie Institute of Technology merged with the Mellon Institute for Industrial Research to form Carnegie Mellon University.

Today, Carnegie Mellon University is a global, research-intensive university with more than 14,000 students, more than 120,000 alumni, and approximately 5,000 faculty and staff. In 2023, *U.S. News & World Report* ranked CMU #24 among national universities, #4 in terms of Most Innovative Schools, and in 2024, *Times Higher Education World University* ranked CMU as #24 among global research universities in the world. Many of CMU's seven schools and colleges and their departments maintain top national and international rankings in computer science, computer engineering, cybersecurity, artificial intelligence, engineering, business, drama, and music, among others. CMU is also one of a small number of academic institutions in the nation boasting a fully-fledged Federally Funded Research and Development Center, the Software Engineering Institute. CMU's confluence of scholarly excellence, robust federal and industry interface, and heritage of innovation has consistently placed it among the world's most dynamic and impactful research institutions.

Renowned for its blend of technical rigor and creativity, its commitment to solving real-world problems, and its strength in interdisciplinary collaboration, roughly 7,400 undergraduate and 8,300 graduate students are drawn to the university's commitment to innovative education and training and its outstanding programs across its seven schools and colleges. CMU faculty are known for inspiring students and alumni to think creatively, interpret with insight, and solve major societal, scientific, and technological challenges. Current and former CMU faculty and alumni have earned distinction from around the globe, including 20 Nobel Laureates, 79 members of the National Academies, and 13 Turing Awardees. In the arts, CMU faculty and alumni have been recognized with 13 Academy Awards, 142 Emmy Awards, and 52 Tony Awards.

Beyond its Pittsburgh campus, Carnegie Mellon University's global presence includes campuses in Silicon Valley, Qatar, and Rwanda, and degree-granting locations in Los Angeles, New York City, Washington, D.C., and Portugal. With more than a dozen degree-granting locations, as well as a growing number of research and educational partnerships around the world, CMU is truly a global institution.

CMU's 10<sup>th</sup> President, Farnam Jahanian, was appointed in 2018. Prior to his appointment, he served as the university's Vice President for Research, then as Provost, and later as Interim President. He is a nationally recognized computer scientist, entrepreneur, public servant, and leader in higher education. The top priorities for his administration include "Driving the Future of Education," "Enhancing the CMU Experience," "Leading at the Nexus of Science, Technology, and Society," and "Broadening CMU's Societal, Cultural, and Economic Impact."

President Jahanian was reappointed to a second term as President by the Board of Trustees in 2023.

## THE HEINZ COLLEGE FOR INFORMATION SCIENCES AND PUBLIC POLICY

Extraordinary times call for the kind of extraordinary solutions that occur only at the nexus of people, policy, and technology. That's exactly the kind of revolutionary thinking and doing found at the Heinz College of Information Sciences and Public Policy. At Heinz College, students gain the skills and experience to become tech-savvy policymakers and ethical tech leaders who embrace the unprecedented collaboration that today's problems demand.

As the only academic institution that is home both to a school of information systems and management and a school of public policy and management, the college traces the interconnections and effects of technology on human life and work. The solutions it designs and deploys reach into every corner of our lives: smart, connected cities; responsible use of AI and unbiased algorithms; and data-enhanced health care systems, to name just a few.

Heinz College educates a population of over 1,200 students from all 50 states and more than 30 countries across over a dozen master's and Ph.D. programs alongside a new and growing undergraduate enterprise. *U.S. News & World Report* ranks the Heinz College's Information and Technology Management and Cybersecurity programs #1 and its Public Policy Analysis program at #8.

Heinz College is home to the [Block Center for Technology and Society](#), which examines the societal consequences of technological change and creates meaningful plans of action to address them. With technology fundamentally altering how people engage with and contribute to the world, the work of the Block Center is driving policy impact and ensuring that the benefits of those changes are widely shared.

## UNIVERSITY ADVANCEMENT

University Advancement supports Carnegie Mellon University's incredible growth and momentum and the vision of having a transformative impact on society through continual innovation in education, research, creativity, and entrepreneurship by championing its mission, building relationships with its various constituencies, and securing critical industry sponsorship and private philanthropic support.

The division provides leadership, partnership, and coordination for advancement and alumni relations staff, collaborating with other offices, colleges, schools, and departments. Advancement specialists help to articulate and highlight the distinctive excellence of CMU and its broad and deep impact on the world. With its world-leading strengths at the intersection of technology and humanity, CMU research, innovation, and creativity will help shape the 21<sup>st</sup> century.

Carnegie Mellon is enjoying its most productive fundraising years in its history, surpassing the initial fundraising goal for its \$2 billion *Make Possible* campaign more than 18 months ahead of schedule. The campaign is now slated to continue until June 2025, culminating in the celebration of the university's 125<sup>th</sup> anniversary.

## REPORTING RELATIONSHIPS

The Chief Advancement Officer, Heinz College of Information Systems and Public Policy will report to the Dean of the Heinz College of Information Systems and Public Policy, Ramayya Krishnan with a secondary reporting line to the Associate Vice President for Development, Matt Weinstein. The Chief Advancement Officer will oversee a team of five staff.

## **FROM THE DEAN AND VICE PRESIDENT FOR UNIVERSITY ADVANCEMENT**

*Since its founding, the faculty, staff, and students of the Heinz College of Information Systems and Public Policy have understood that solutions to the challenges facing leaders in the public and private sector will be found at the intersection of people, policy, and technology. Today, the work being done at Heinz College is more important than ever as the world contends simultaneously with social unrest, and unprecedented technological disruption. During these times of immense change, the Heinz College is fully committed to our mission to be a force for good.*

*I am seeking a dynamic, strategic, and forward-looking advancement professional who can accelerate the work of our faculty and elevate the college's fundraising operations—a systems thinker who can build out a robust alumni engagement and annual giving program, elevate the college's major giving program, and lead the pursuit of transformational gifts for the college in partnership with colleagues and leaders across CMU. Together, we can lay a foundation for the next decade of advancement work at Heinz College, even as we secure the gifts which will equip the college to lead the coming transformation of public policy, information systems and higher education in the age of Artificial Intelligence.*

—Ramayya Krishnan, Dean of the Heinz College of Information Systems and Public Policy

*Carnegie Mellon is a famously de-centralized university. Nevertheless, we have built a truly integrated advancement operation that has fueled CMU's recent record years of fundraising. The commitment of the deans and CAO's to our shared enterprise has enabled University Advancement to develop a true esprit de corps across the institution's entire advancement program. We are looking for new chief advancement officers who embrace this approach to organizing advancement activities, who are eager to work together to advance the priorities of the university and their units, and who like to have fun while we do it!*

—Scott Mory, Vice President for University Advancement

## **CARNEGIE MELLON UNIVERSITY'S COMMITMENT TO DIVERSITY, EQUITY, AND INCLUSION**

Carnegie Mellon University is a richly varied community, united in the pursuit of excellence with a wealth of perspectives, identities, backgrounds, and cultures. CMU is committed to fostering an environment where all members of the community have a sense of belonging. This commitment drives its pursuit of creating a space where every voice can be heard. The university seeks to cultivate diverse populations and perspectives and promote equity and inclusion. Its devotion to these ideals springs from a core belief in the power of education to be a transformative and enriching force for every person, irrespective of their background, identity, or life circumstances. Inclusion and belonging are intricately interwoven into the very essence of the university, helping to shape its values, policies, and practices. Diversity, equity, inclusion, and belonging are not only central to the university's ethos but also indispensable to its pursuit of academic excellence and innovation. As a community devoted to rigorous analysis and creative approaches to real-world problems, CMU has both the tools and the responsibility to address these challenges. It continues to cultivate a welcoming culture, improve programs, recruit and retain world-class talent, and become a leader and champion for best practices.

## PRIMARY RESPONSIBILITIES

The Chief Advancement Officer, Heinz College of Information Systems and Public Policy will

- provide leadership and management of all Advancement-related activities in the Heinz College of Information Systems and Public Policy;
- serve as a senior member of the Dean's leadership team, as well as members of the CMU Advancement Leadership Council;
- identify and articulate fundraising priorities for assigned areas in support of strategic objectives;
- set the strategy for and support development activity for the Dean, senior faculty members, key administrators, and other essential stakeholders;
- coordinate fundraising activities with colleagues in corporate relations, foundation relations, and other advancement offices across the university;
- collaborate with University Advancement departments, including donor relations, alumni relations, and advancement services;
- report on the results of all advancement activities;
- personally manage a portfolio of donors and prospects for the Heinz College of Information Systems and Public Policy;
- be accountable for reaching unit-based fundraising goals;
- travel domestically and possibly internationally;
- develop and manage a budget to support advancement activities;
- lead, coach, and evaluate the performance of assigned staff;
- create an environment that rewards excellence, creativity, integrity, and teamwork; and
- help maximize effectiveness across all levels of the organization through additional assignments.

## ACADEMIC LEADERSHIP

**Ramayya Krishnan**

**Dean, Heinz College of Information Systems and Public Policy**

**William W. and Ruth F. Cooper Professor of Management Science and Information Systems**

Ramayya Krishnan is the W. W. Cooper and Ruth F. Cooper Professor of Management Science and Information Systems at Heinz College and the Department of Engineering and Public Policy at Carnegie Mellon University. A faculty member at CMU since 1988, Krishnan was appointed as Dean of the Heinz College of Information Systems and Public Policy in 2009.

Krishnan was educated at the Indian Institute of Technology and the University of Texas at Austin. He has a bachelor's degree in mechanical engineering, a master's degree in industrial engineering and operations research, and a Ph.D. in management science and information systems. He is an expert on digital transformation and has worked extensively with firms and policy makers on using technology and analytics to achieve policy goals. He is well known for his work in e-commerce and information risk management where he has made seminal contributions to technology management and policy. His current research interests are in the responsible use of AI and in data driven approaches to support workforce development.

Krishnan has been a serial academic entrepreneur. He founded the Master of Information Systems and Management program in 1998. The program grew from a founding cohort of 10 students to an intake of 120 students in a few years and now has alumni in leading tech companies throughout the world.

The data analytics track of the program (BIDA) was chosen by the US Army Futures Command in 2020 to be part of its AI scholars program. In 2022, he and his colleagues at the Heinz College launched the Decision Analytics and Systems (DAS) program, an innovative undergraduate minor that combines systems thinking, analytics, and experiential learning.

INFORMS, the Institute for Operations Research and Management Sciences, the leading organization of scholars and practitioners of analytics, recognized Heinz College in 2016 with the UPS George D. Smith Prize for educational excellence. Heinz College is the only educational institution that is home to both the Von Neumann Theory Prize and the UPS George D. Smith Prize from INFORMS.

Krishnan has founded four externally funded research centers raising close to \$100 million over the course of the last decade. He directs the Block Center for Technology and Society and advises policy makers, business leaders and international organizations such as the Asian Development Bank on Technology and Policy. He is an American Association for the Advancement of Science–AAAS Fellow (section T), an INFORMS Fellow, an elected member of the National Academy of Public Administration, and a commissioner of the Geotech Center of the Atlantic Council.

Krishnan has extensive experience and expertise in public policy. He serves on the IT and Services Advisory Board chaired by Gov. Tom Wolf of the State of Pennsylvania and is a member of the policy advisory board of the GAO chaired by Gene Dodaro, Comptroller General of the United States. He serves on a select advisory board on technology and economic development to the President of Asian Development Bank. In May 2019, he served as an invited member of a Royal Society and National Academies convening on Artificial Intelligence and its consequences. In 2020, he led a CMU team of faculty experts helping Gov. Wolf and State of Pennsylvania with recovery and reopening policy. He is a distinguished alumnus of both the Indian institute of Technology and the University of Texas at Austin. He served in 2019 as the 25<sup>th</sup> President of INFORMS, the Global Operations Research and Analytics Society. He was appointed to the National AI Advisory Committee to the President of the United States and the National AI Initiatives office in 2022.

## **UNIVERSITY ADVANCEMENT LEADERSHIP**

### **Scott Mory**

#### **Vice President for University Advancement**

Scott Mory is Carnegie Mellon University's Vice President for University Advancement. He is responsible for overseeing the university's overall advancement efforts and for building partnerships with all of CMU's philanthropic and volunteer communities, including university alumni, parents, and friends; charitable foundations; and corporate donors.

Appointed in 2015, Mory works closely with administrative and academic leadership to develop the philanthropic support that enables CMU to fulfill its potential and continue its ascent. Under his leadership, in October 2019 the university launched its most ambitious philanthropic campaign to date—[\*Make Possible: The Campaign for Carnegie Mellon University\*](#). In Spring 2023, the university announced that it had achieved the campaign's \$2 billion goal more than 18 months ahead of schedule. To date, the university has received philanthropic commitments exceeding \$2.26 billion from more than 66,000 supporters. Among the impacts these supporters have had include the creation of 62 new endowed faculty chairs, including 4 endowed deanships; more than 420 new endowed scholarships and fellowships; and new world-class facilities like the Tepper Quad, Alan Magee Scaife Hall of Engineering, the Highmark Center for Health, Wellness and Athletics, and the planned Richard King Mellon Hall of Sciences.

Mory was elected to the Board of Trustees of the Council for the Advancement and Support of Education (CASE) in July 2022. He is also a member of the advisory board of The Andy Warhol Museum.

Prior to joining CMU, Mory served as Associate Senior Vice President and Campaign Director at the University of Southern California, managing the day-to-day activities of the *Campaign for USC*, a historic effort to raise \$6 billion. He joined USC in 2007 as Associate Senior Vice President for Alumni Relations, a position he held until his promotion to Campaign Director in 2012. Prior to USC, Mory served as Assistant Vice President for Alumni Relations and Annual Giving at George Washington University. He also was an adjunct professor in the university's law school, teaching a first-year course on legal research, writing and oral advocacy.

Scott holds a bachelor's degree from the George Washington University and a Juris Doctor from the George Washington University Law School. Following law school, he clerked for the Hon. John Garrett Penn of the U.S. District Court for the District of Columbia and practiced as a litigation associate at the New York office of Cahill Gordon & Reindel LLP.

### **Matt Weinstein**

#### **Associate Vice President, Development, University Advancement**

Matt Weinstein is the Associate Vice President of Development at Carnegie Mellon University. His responsibilities include overseeing the teams of international fundraising, planned giving, university priorities, and constituent development. In addition, Weinstein partners with all seven schools and colleges and university libraries to help supervise their advancement operations.

Prior to joining CMU in 2015, Weinstein was the Senior Executive Director for Advancement at the Swanson School of Engineering at the University of Pittsburgh. He has nearly 25 years of experience in higher education development having also been part of the fundraising operations at Brandeis University and Muhlenberg College.

Weinstein earned his PhD in political science at the University of Pittsburgh. His research was primarily focused on the relationship between state government and higher education. He has also earned degrees from Lehigh University, Clark University, and the London School of Economics.

## **PREFERRED QUALIFICATIONS**

Carnegie Mellon University seeks a Chief Advancement Officer, Heinz College of Information Systems and Public Policy with

- advanced knowledge of major gift fundraising and capital campaigns;
- demonstrated success in developing and managing relationships with deans, volunteer leadership, and major donors and prospects;
- management experience including an ability to lead and inspire teams to achieve goals;
- cultural sensitivity in interacting with a diverse alumni population, both domestically and internationally;
- the ability to initiate, analyze, monitor, evaluate, and update strategic development plans;
- excellent writing, analytical, and organizational skills;
- excellent interpersonal skills and a commitment to collaboration;
- energy, self-motivation, flexibility, and adaptability;
- a healthy sense of humor; and
- a commitment to Carnegie Mellon University's mission.

A bachelor's degree is required for this position. A master's degree or equivalent combination of training and experience is preferred. At least 10 years of progressively responsible development experience is required for this position; experience leading and supervising teams for at least three to five years is preferred. Experience in a campaign environment is desirable.

### **SALARY AND BENEFITS**

Carnegie Mellon University offers a competitive salary and a wide variety of benefits and programs designed to meet the needs of its faculty and staff members. From its health and welfare plan offerings to tuition benefits and competitive retirement plans, CMU is committed to providing benefits that support its staff through every stage of their career at CMU. You may learn more about CMU benefits [here](#).

### **LOCATION**

This position is based in Pittsburgh, Pennsylvania.

### **APPLICATION INSTRUCTIONS**

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

To apply for this position visit: [Chief Advancement Officer, Heinz College of Information Systems and Public Policy, Carnegie Mellon University](#).

To nominate a candidate, please contact Gregory Leet: [gregoryleet@aspenleadershipgroup.com](mailto:gregoryleet@aspenleadershipgroup.com).

Carnegie Mellon University is an Equal Opportunity Employer/Disability/Veteran and offers a diverse environment with a flexible benefits package, including a generous retirement plan, tuition remission, and paid time off policy, as well as many professional development, health, and wellness opportunities. A background check is required.

*All inquiries will be held in confidence.*