



DIRECTOR OF CORPORATE AND FOUNDATION RELATIONS

UNIVERSITY OF THE PACIFIC

Stockton, California

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PACIFIC

The Aspen Leadership Group is proud to partner with University of the Pacific in the search for a Director of Corporate and Foundation Relations.

The Director of Corporate and Foundation Relations will work with senior university leadership, faculty, and staff to help guide and pursue funding opportunities that align with mission-driven priorities, including the implementation and management of a comprehensive development plan focused on expanding and enhancing Pacific's foundation and corporate relationships.

University of the Pacific is a nationally ranked comprehensive university and California's first chartered institution of higher learning. Established in 1851, Pacific has nearly 6,300 students and 10 schools and colleges across three campuses in northern California. Pacific's mission is to provide a superior, student-centered learning experience integrating liberal arts and professional education and preparing individuals for lasting achievement and responsible leadership in their careers and communities.

Drawing on its rich legacy, Pacific is a student-focused, comprehensive educational institution that produces outstanding graduates who are prepared for personal and professional success. Its student body thrives in Pacific's small classes and dynamic cultural environment, while its distinguished alumni are transforming their communities every day. Pacific takes pride in providing the highly personalized and caring educational, social and residential environments of a small college combined with the choices and opportunities of a major comprehensive university.

The majority of students and the NCAA Division 1 athletics program are based on the Stockton Campus, often cited as one of the nation's most beautiful college campuses. The Sacramento Campus in California's state capital is home to the McGeorge School of Law, the new School of Health Sciences and an array of graduate programs while the renowned Dugoni School of Dentistry is based on the downtown San Francisco Campus.

Pacific enjoys national recognition for its leadership in higher education, consistently ranked among the best national universities, including as a Best Ethnic University (#7), Top Performer on Social Mobility (#39), and Best Value School (#53) by *U.S. News & World Report*; Best in the West (#18) by *The Wall Street Journal*; Best Western University by *The Princeton Review*; and Top Colleges and Universities in the West (#49) by *Forbes*.

Pacific's six core values align with themes of character, community, and excellence. It seeks a leader to join its team in living out Pacific's core values of academic excellence, community engagement, diversity and inclusion, integrity and accountability, respect and civility, and student-centeredness. It welcomes a person who shares its values and a common belief that through its work, it is contributing to something greater than ourselves.

REPORTING RELATIONSHIPS

The Director of Corporate and Foundation Relations will report to the Associate Vice President, Development and Alumni Relations, Molly Byrne. The Director will supervise the Assistant Director of Corporate and Foundation Relations.

FROM THE ASSOCIATE VICE PRESIDENT, DEVELOPMENT AND ALUMNI RELATIONS

This is such an exciting time to join University of the Pacific. Under the leadership of President Christopher Callahan, appointed July 1, 2020, Pacific has the ambitious goal of becoming the best student-centered comprehensive university in the nation within a decade. His focus includes the personalized learning that is a hallmark of Pacific, expanded real-life learning opportunities coupled with service to communities, accelerating the pace of innovation and becoming a model for diversity, equity and inclusion.

To accelerate the university's upward trajectory, Pacific recently appointed several new, dynamic leaders in the areas of Enrollment Management; Diversity, Equity and Inclusion; Student Life; Development and Alumni Relations; and a new Dean for the School of Engineering and Computer Science. We look forward to welcoming the new Director of Corporate and Foundation Relations who will have a leadership role within the Development and Alumni Relations Division.

The campus is located in Stockton which is an excellent location to take advantage of the best that California has to offer. We like to say the campus is between the ocean and the snow with close proximity to San Francisco, Napa Valley, Lake Tahoe and Yosemite.

–Molly Byrne, Associate Vice President, Development and Alumni Relations

UNIVERSITY OF THE PACIFIC'S COMMITMENT TO DIVERSITY, EQUITY, AND INCLUSION

The University of the Pacific community – including students, faculty, staff, administrators, and alumni – believes that diversity and inclusion are essential to the fulfillment of its institutional mission. University of the Pacific values inclusiveness in learning, curricular and co-curricular programming, campus climate, recruitment, admissions, hiring, and retention.

University of the Pacific remains deeply committed to promoting and maintaining a civil community that facilitates opportunities for shared understanding and expression of individual and collective truths. Moreover, it resolves to maintain a community that is respectful of all persons despite differences in age, citizenship, disability, ethnicity, gender identity or expression, geographic origin, language, marital status, nationality, philosophical beliefs, race, religion, sexual orientation, or socioeconomic status.

University of the Pacific is committed to all members of the Pacific community becoming competent and ethical citizen leaders able to interact effectively and ethically in an increasingly multicultural society and global economy. This transformative process is accomplished through the university's distinctive integration of liberal arts and professional education promoting innovation, open discourse and dialogue, leadership development, experiential learning, and self-reflection.

University of the Pacific is an affirmative action and equal opportunity employer dedicated to workforce diversity. In compliance with applicable law and its own policy, Pacific is committed to recruiting and retaining a diverse faculty and staff and does not discriminate in its hiring of faculty and staff, or in the provision of its employment benefits to its faculty and staff on the basis of race, color, religion, national

origin, ancestry, age, genetic information, sex/gender, marital status, veteran status, sexual orientation, medical condition, pregnancy, gender identity, gender expression or mental or physical disability.

PRIMARY RESPONSIBILITIES

The Director of Corporate and Foundation Relations will

- identify, qualify, cultivate, solicit, and steward a portfolio of approximately 75 diverse corporate and foundation donors and prospects to promote long-term relationships with the university;
- implement and manage a comprehensive development plan focused on expanding and enhancing foundation and corporate relationships;
- direct and coordinate activities related to obtaining foundation and corporate support at the major giving level;
- work closely with university administrators, faculty, and other development personnel to build awareness and expand positive fundraising relationships with foundation and corporate constituencies;
- identify key alumni within foundations/corporations and review corporate profiles that suggest potential relationships based on common interests;
- take an active role in researching potential funding prospects and manage assigned foundation and corporate prospects across the university's three campuses;
- advise other university personnel on foundation and corporate areas of interest, in the cultivation of foundations and corporations, and in the development and presentation of proposals;
- visit and develop relationships with foundation and corporate directors, presidents, and trustees on behalf of the university and arrange for foundation and corporate administrators to visit the campus;
- assist senior administration and faculty in the preparation of proposals and other communication support, and at times assume the full responsibility for proposal development from start to finish; and
- maintain strategic oversight of and responsibility for all program elements, including budgeting and supervising the Assistant Director of Corporate and Foundation Relations.

KEY COLLEAGUES

Scott Biedermann

Vice President of Development and Alumni Relations

Scott Biedermann is the Vice President for Development and Alumni Relations at Pacific where he oversees all fundraising aspects of the university. He joined Pacific as the Director of Corporate and Foundation Relations in 2012 and has ascended through several development leadership roles. Before joining Pacific, Biedermann led the first Research and Grant Development Department at the San Joaquin County Office of Education. He also served as an adjunct faculty member at Modesto Junior College and Teachers College of San Joaquin. A graduate of University of California at Berkeley, Biedermann went on to earn his master's in communications at Pacific in 2005 and his doctorate in education in 2020.

Molly Byrne

Associate Vice President, Development and Alumni Relations

Molly Byrne directs the university's donor relations, communications, and annual giving, and oversees the office that fosters partnerships between Pacific and companies, industry, and private philanthropic

organizations as well as estate and planned giving. She comes to Pacific with extensive fundraising experience from both the nonprofit and business communities. A native of California, Molly holds a BA from Loyola Marymount University and an MA from George Washington University.

PREFERRED COMPETENCIES AND QUALIFICATIONS

University of the Pacific seeks an Director of Corporate and Foundation Relations with

- a commitment to University of the Pacific's mission to provide a superior, student-centered learning experience that prepares individuals for lasting achievement and responsible leadership in their careers and communities;
- a commitment to higher education, an understanding of university academics and scholarship, and an ability to articulate a compelling case for corporate and foundation support of private higher education and student life at Pacific;
- experience in a higher education environment;
- a track record of soliciting and stewarding foundation and corporate grants with significant institutional impact involving multiple stakeholders;
- experience in grant and proposal writing at appropriate levels for varied proposal development;
- outstanding verbal communication skills; excellent writing, solid negotiation, public relations, and strategic planning skills;
- a positive attitude, proven ability to work successfully with diverse populations, and a demonstrated commitment to promote and enhance diversity and inclusion.
- self-motivation and discipline and an ability set and achieve work goals;
- excellent management, organizational, interpersonal, and networking skills with large groups as well as with individuals; and
- an ability to manage a diverse number of projects and to complete them in a timely manner with limited supervision.

A bachelor's degree is required for this position as is at least five years of progressively responsible and successful work experience within foundation and/or corporate fundraising.

SALARY & BENEFITS

University of the Pacific offers a competitive salary and comprehensive package of [employee benefits](#).

LOCATION

This position is based at Pacific's Stockton Campus. Stockton is the 13th largest city in California with a dynamic, multi-ethnic and multi-cultural population of more than 310,000. It is situated along the San Joaquin Delta waterway which connects to the San Francisco Bay and the Sacramento and San Joaquin Rivers. Stockton is an excellent location to take advantage of the best that California has to offer. It's a 90 minute drive to San Francisco and less than one-hour's drive from downtown Sacramento and offers close proximity to Lake Tahoe, Napa Valley and Yosemite National Park.

APPLICATION INSTRUCTIONS

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

To apply for this position, visit:

[Director of Corporate and Foundation Relations, University of the Pacific.](#)

To nominate a candidate, please contact Anne Johnson:

[annejohnson@aspenleadershipgroup.com.](mailto:annejohnson@aspenleadershipgroup.com)

All inquiries will be held in confidence.