



**ASSOCIATE VICE PRESIDENT AND MANAGING DIRECTOR
WISCONSIN SCHOOL OF BUSINESS
WISCONSIN FOUNDATION AND ALUMNI ASSOCIATION
MADISON, WISCONSIN**



**Wisconsin Foundation
& Alumni Association**
UNIVERSITY OF WISCONSIN-MADISON

The Aspen Leadership Group is proud to partner with Wisconsin Foundation and Alumni Association in the search for an Associate Vice President and Managing Director, Wisconsin School of Business.

The Associate Vice President and Managing Director will lead a comprehensive development program for the Wisconsin School of Business that includes strategic planning and goal setting; team leadership and performance management; and prospect and portfolio management. The Associate Vice President will serve as the primary liaison between Wisconsin Foundation and Alumni Association and the Wisconsin School of Business.

Wisconsin Foundation and Alumni Association (WFAA) exists to promote the welfare of and advance the objectives of the University of Wisconsin–Madison (UW–Madison) by encouraging the interest, engagement, and financial support of alumni, donors, and friends in the life of the University and with each other. WFAA is a private, nonprofit corporation that encourages individuals and organizations to make gifts to the University and to connect in meaningful ways. WFAA surpassed the \$3.2 billion goal of its comprehensive campaign for UW-Madison, titled *All Ways Forward*, in December 2021, and maintains investment portfolios in excess of \$4 billion.

WFAA believes in the value of the University of Wisconsin–Madison—its students, its alumni, Wisconsin, and the world. It works with alumni and friends to advance the University, now and into the future. Working to support UW–Madison, its culture is collaborative and mission driven. It strives to promote from within, and it values professional growth and volunteer opportunities. Its teams use cutting-edge technology and sophisticated data every day to achieve results. WFAA fosters a comfortable work environment where its employees dress for their day in modern office spaces and balance their on-campus time with the ability to work remotely from home when needed.

Since its founding in 1848, UW–Madison has been a catalyst for the extraordinary. As a public land-grant university and prolific research institution, its students, staff, and faculty members partake in a world-class education and solve real-world problems. UW–Madison has changed the way the nation takes its vitamins and brought flamingos to Bascom Hill. It has inspired satirists and senators alike. It has fearlessly sifted and winnowed to find today's truths. And with the Wisconsin Idea as its guiding principle, it is not only changing the 936 acres it calls home—Badgers are also creating a better future for Wisconsin, the nation, and the world.

The University of Wisconsin–Madison is ranked 8th for national research among U.S. universities and is 12th for number of patents granted to U.S. universities. The institution has an annual research expenditure of \$1.38 billion and more than 400 startups have formed from UW research. UW-Madison also boasts 20 Nobel Prize recipients among its faculty and alumni, as well as 41 Pulitzer Prize winners. The University of Wisconsin–Madison is ranked 10th among the best public universities and has the number one hospital in Wisconsin.

WISCONSIN SCHOOL OF BUSINESS

In an ever-shifting world, there's something uniquely consistent in the Wisconsin way. It influences people's lives beyond the boundaries of the classroom. There is something deeper at the Wisconsin School of Business (WSB) than a one-size-fits-all education. Values and talent intersect at the Wisconsin School of Business. It's a combination of the School's Big 10 research university influence, the inspiration of Madison, the quality of the faculty, and the caliber of students it attracts. WSB brings together people with unique capabilities in a supportive environment to face complex business challenges, apply sound business practices, and stir creative imagination to move business forward. The Wisconsin School of Business has a long-standing tradition of academic excellence and a reputation for integrity across a broad portfolio of degree options that build careers. With 11 undergraduate majors to choose from, and unparalleled career prep, WSB students are ready to take on anything. Specialized master's programs offer hands-on experiences that provide focused skills to help students achieve their dream career. The full-time, flexible, and executive MBA options help students jumpstart their ambition.

Located prominently in the very center of the UW–Madison campus, Grainger Hall is the home base for the Wisconsin School of Business. This student-friendly learning and gathering space is one of the most visually appealing and technologically advanced business school facilities in the country—a favorite study location for students from many campus disciplines. The bright, contemporary, 35,000 square-foot Learning Commons is the physical center and dynamic heartbeat of the Wisconsin School of Business. Its vibrant, “human-centered” architectural design reimagines business education, providing cutting-edge learning and study spaces loaded with supportive technology.

The Wisconsin School of Business is on a mission to imagine, create, and lead the future of business. Including all voices and welcoming all ideas is embedded in WSB's DNA. With diversity, equity, and inclusion at its core, the Wisconsin School of Business helps students thrive as inclusive leaders. WSB works to set a new standard for the leadership the world needs by choosing collaboration over competition. This unique approach is exactly why WSB teams succeed and why recruiters seek WSB graduates. Infusing emotional intelligence and a mindset of service and support is the secret to the school's success. The hallmark of the Wisconsin School of Business is creating an environment where leaders incubate their biggest ideas and follow their biggest passions, recognizing that no one takes the same path. Wisconsin School of Business students have the tools to succeed in an ever-changing business world. By embracing their individual strengths and backgrounds, they grow into leaders unafraid to do business differently.

The Wisconsin School of Business builds character to drive innovation. It set its course as one of the first five business schools in the U.S. and has been trusted to lead business for more than 100 years. The Wisconsin School of Business has often been cited as a top school for producing Fortune 500 CEOs, including the former CEOs of Kimberly Clark, Cisco Systems, Halliburton, Intuit, and more. WSB alumni have a unique combination of intelligence and humility that has propelled their success in every industry. Those characteristics combined with fierce loyalty to the Wisconsin Alumni network are quintessential to the WSB experience. and it is ranked in the top five of public universities for most powerful business school alumni networks. *U.S. News & World Report* ranked WSB 9th among public undergraduate business programs and 18th for public full-time MBA programs. The publication has also ranked both the undergraduate insurance program and the undergraduate real estate program top in the U.S. The undergraduate marketing program is ranked eighth in the U.S., and several other undergraduate programs are ranked in the top 50. There is an influential global network of over 45,000 Wisconsin School of Business graduates, and more than 600 international corporations that consistently recruit and hire WSB graduates.

REPORTING RELATIONSHIPS

The Associate Vice President and Managing Director, Wisconsin School of Business will report to the Vice President and Managing Group Director, Rachel Lionberg. The Associate Vice President will oversee a team of 10 staff.

FROM THE VICE PRESIDENT AND MANAGING GROUP DIRECTOR

As a passionate higher education advancement professional, I have experienced the cultures of various universities over the past two decades. Having spent the last seven years at Wisconsin Foundation and Alumni Association on behalf of the University of Wisconsin, and the Wisconsin School of Business, I can say with certainty that the tradition of alumni support and commitment to this institution is unparalleled in my experience. Walking around campus, the history and collective contributions of the University community make an immediate impression—whether it be learning about the accomplishments of so many UW graduates at Alumni Park, observing students walking to and from class across historic Bascom Hill, or reflecting on the beauty of Lake Mendota and the ancestral land of the Ho Chunk Nation that we are so honored to live and learn on—there is something special about this University. It struck me years ago when I first visited, and it stays with me today. I feel immense gratitude to be part of an institution of higher learning with an unwavering public mission.

At the Wisconsin School of Business we are proud to offer a highly regarded business education through rigorous curriculum and a unique approach to co-curriculars and applied learning. Our alumni community possesses a truly remarkable profile in business success while simultaneously honoring the trademark humility and innovator ethos of the University of Wisconsin. We are committed to fostering an inclusive community of talented faculty, students, and staff, through a culture that invites and values perspective-sharing, and provides pathways to success for community members from all backgrounds. The Business School has celebrated tremendous accomplishments in the last several years and is well-positioned to continue its impressive reputational ascent. Donor support in the coming years will play a critical role in this exciting trajectory.

Wisconsin Foundation and Alumni Association is the engine that engages alumni, donors, and friends in pursuit of securing private support for the advancement of WSB and the University at large. I enjoy my colleagues immensely—they are bright and dedicated development professionals who are committed to our shared mission, and to creating the diverse, equitable, and inclusive environment that helps curate a thriving and talented employee community. The spirit of collaboration and learning at WFAA is palpable—you will find colleagues immersed in multi-unit prospect strategy sessions or participating in customized training or professional development opportunities. Our connection to each other helps build a strong foundation for success and colleagues frequently celebrate each other's accomplishments or enjoy social activities such as participating in the annual Chili Cook-Off or taking a team bonding boat ride on our pontoon, the "Bucky Boat." WFAA is a vibrant, sophisticated professional environment that also cares about nurturing the satisfaction, well-being, and potential for success for all employees.

So, if you are reading this note, perhaps this message strikes a chord somewhere in you, and you will take a moment to get more familiar with this community that has had an indelible impact on so many. In the words of one of our spirited school songs, "If you want to be a Badger, just come along with me, by the bright shining light of the moon." We look forward to meeting you, and On, Wisconsin!

— Rachel Lionberg, Vice President and Managing Group Director

WISCONSIN FOUNDATION AND ALUMNI ASSOCIATION'S COMMITMENT TO DIVERSITY, EQUITY, AND INCLUSION

Just as the University community benefits from differing viewpoints, perspectives, and experiences, inclusion and diversity are imperative for the success of Wisconsin Foundation and Alumni Association's mission. WFAA values people and the differences that they bring to the organization and creates an environment in which all staff members and constituents feel respected and have opportunities to thrive. WFAA is committed to treating all people with dignity and respect. It values diversity and treats all individuals with respect and professionalism by providing a workplace that offers equal employment opportunity for all persons based solely on merit. In connection with employment opportunities, discrimination based on race, color, religion, sex, age, national origin, citizenship status, disability, sexual orientation, veteran status, or any other protected status under applicable local, state, or federal law is not tolerated.

The range of programs and initiatives to which WFAA's work contributes spans every facet of life on campus and in the world. From working with scientists studying the most basic elements of life to talking with donors, members, volunteers, students, and others inspired to support life-changing programs or areas of the University, the work of WFAA is fundamentally diverse. Attracting, developing, and retaining top talent gives WFAA access to new ideas, promotes better decision making, and creates a working environment that promotes respect, collaboration, acceptance, and productivity among people from varying backgrounds. Wisconsin Foundation and Alumni Association engages all donors, alumni, students, and friends of the University and encourages diversity, inclusivity, and participation by all of these groups in its activities.

PRIMARY RESPONSIBILITIES

The Associate Vice President and Managing Director, Wisconsin School of Business will

- lead and oversee Wisconsin School of Business fundraising initiatives, focusing on the cultivation, solicitation, and stewardship of individuals for principal gifts (\$1 million+), major gifts (\$25,000+), and leadership annual gifts (\$1,000+);
- develop strategies and tactics for prospect identification, solicitation, and stewardship of individuals at all levels of the giving pyramid; build capacity and pipeline within and between annual gift, leadership annual gift, major gift, and principal gift prospect segments; and oversee the portfolio optimization for the development team; manage a small portfolio of high-capacity donors;
- hire, manage, inspire, support, and evaluate professional and administrative development personnel to meet team and individual goals; provide the structure and guidance necessary to promote a high-performance culture; and actively mentor and train staff, providing frequent opportunities for professional learning and growth;
- lead the development strategy and priority creation and implementation for WSB initiatives, including the planning and eventual execution of the renewal of the Wisconsin Naming Partnership;
- collaborate strategically with WSB's Chief Advancement Officer to ensure a well-aligned and integrated advancement program and partner with WSB Alumni Relations colleagues on annual giving solicitation and stewardship activities, and WSB Advancement Communications colleagues on editorials and donor impact reports;
- coordinate with WFAA colleagues and other campus units on plans for University-wide principal gift prospects and appropriate strategies for engaging these prospects with the Dean and other WSB partners;

- oversee the *Badgers in Finance* program—an alumni network of UW–Madison graduates who work in financial services and supervise the *Badgers in Finance* Director and their activities, including alumni and student events and programming, alumni award, and other related initiatives;
- develop and maintain systems to support WSB development activities;
- work closely and align efforts with WFAA colleagues in the Research, Prospect Management, Gift Planning, and Stewardship teams;
- lead by example and foster a work environment that recognizes and rewards team-based efforts within Development and Alumni Relations and across the University of Wisconsin community; and
- set the tone for a team driven by professionalism, productivity, accountability, achievement, open communication, and collaboration.

LEADERSHIP

Rachel Lionberg

Vice President and Managing Group Director

Rachel Lionberg joined Wisconsin Foundation and Alumni Association in 2016 as Associate Vice President and Managing Director, where she led the development efforts for the Wisconsin School of Business. In addition to her own fundraising responsibilities, Lionberg managed the overall fundraising strategy for WSB and supervised the WSB Development team, coordinated closely with campus colleagues to build a cohesive advancement program, and served as primary development liaison and strategic partner to the Dean of the School. In her current role, Lionberg oversees the Business and Law School development groups, and is the primary development lead for the Chancellor of the University, supporting her development activities including donor engagement and staffing, development communications, and strategic advising. Lionberg also manages a high-level portfolio of donors from around the country. Prior to joining the Foundation, Lionberg held development leadership positions at the University of Colorado Leeds School of Business, the University of Chicago Booth School of Business, and Loyola University Chicago School of Law. Lionberg holds her BA in Communication and English Literature, and her MBA in Marketing and International Business, both from Loyola University Chicago.

Dean Vallabh Sambamurthy

Albert O. Nicholas Dean, Wisconsin School of Business

Dr. Vallabh “Samba” Sambamurthy is a leading expert on how businesses compete in the digital economy. His work has been featured in leading academic journals. Several Fortune 500 firms have engaged him as a consultant. Working with executive clients and academic colleagues in China, Taiwan, Singapore, India, and Hong Kong, Sambamurthy has focused on digital business transformations, strategic alignment, governance, and innovation. He has co-authored several books on digital transformation. He has served on the editorial boards of premier academic journals, including two terms as Editor-in-Chief of Information Systems Research and leadership roles in professional associations.

Prior to his arrival at the Wisconsin School of Business, he served as the Eli Broad Professor at the Broad College of Business at Michigan State University, in addition to leadership roles, including the Associate Dean of the MBA and professional master’s programs, Associate Dean for Outreach and Engagement, and Chair of the Accounting and Information Systems Department.

He was instrumental in the launch of the top-10 MS program in business analytics and curricular innovations in the MBA programs. Additionally, he held faculty appointments at the University of Maryland and Florida State University.

Sambamurthy has garnered several recognitions for contributions to teaching, research, outreach, and mentoring. The Association of Information Systems honored him with the LEO Lifetime Achievement award. He was selected as a distinguished fellow of the Information Systems Society at INFORMS, and he received the William Beal Distinguished Faculty Award—the highest honor accorded by Michigan State University.

Sambamurthy received his PhD from the University of Minnesota, his MBA from the Indian Institute of Management, and his BE from the National Institute of Technology (Tiruchirappalli, India).

PREFERRED COMPETENCIES AND QUALIFICATIONS

Wisconsin Foundation and Alumni Association seeks an Associate Vice President and Managing Director, Wisconsin School of Business with

- a commitment to the mission of Wisconsin Foundation and Alumni Association—to promote the welfare of and advance the objectives of the University of Wisconsin–Madison by encouraging the interest, engagement, and financial support of alumni, donors, and friends in the life of the University and with each other;
- deep experience in or knowledge of all key development areas;
- experience in a business school setting (preferred);
- supervisory and management experience, both strategic and operational;
- an ability to build, manage, mentor, and motivate an effective team, especially through times of growth and change;
- an ability to establish processes, metrics, and accountabilities;
- experience personally soliciting, closing, and stewarding major gifts including experience closing gifts with significant institutional impact;
- comfort and effectiveness working with high-net-worth individuals and business leaders;
- an ability to effectively articulate the WSB's vision and case for philanthropy;
- credibility, maturity, and sound judgment and an ability to inspire the trust and respect of academic leaders, donors, colleagues, and team members;
- political savvy and diplomacy and an ability to navigate a complex academic community;
- an ability to build bridges and strong collaborative relationships with a range of internal colleagues and external stakeholders;
- superior communication skills and an ability to connect with a variety of audiences;
- clarity and effectiveness in written and oral presentations; and
- exemplary interpersonal and listening skills.

Wisconsin Foundation and Alumni Association will consider candidates with a broad range of backgrounds. A bachelor's degree or an equivalent combination of education and experience and at least 10 years of professional leadership experience in complex development and alumni relations programs (preferably within higher education) recognized for their strength and effectiveness is preferred.

SALARY AND BENEFITS

The salary range for this position is \$140,000 to \$160,000 annually. Wisconsin Foundation and Alumni Association offers a [comprehensive package of benefits](#).

LOCATION

This position is in Madison, Wisconsin. Although this position allows for some remote work, the Associate Vice President must have easy access to the Madison, Wisconsin campus as well as an ability to travel significantly (25%).

APPLICATION INSTRUCTIONS

All applications must be accompanied by a cover letter and résumé. ***Cover letters should be responsive to the mission of Wisconsin Foundation and Alumni Association as well as the responsibilities and qualifications presented in the prospectus.*** Preference will be given to applications received by August 7, 2023. Review of applications will begin immediately and will continue until the successful candidate has been selected.

To apply for this position, visit: [Associate Vice President and Managing Director, Wisconsin School of Business, Wisconsin Foundation and Alumni Association.](#)

To nominate a candidate, please contact Steven Wallace, stevenwallace@aspenleadershipgroup.com.

All inquiries will be held in confidence.