



**FOUNDATION DIRECTOR AND HEAD OF PHILANTHROPY  
ARES CHARITABLE FOUNDATION  
Culver City, California/New York, New York**



The Aspen Leadership Group is proud to partner with Ares Management and the Ares Charitable Foundation (the “Foundation”) in the search for a Foundation Director and Head of Philanthropy. The successful candidate will serve as the first and founding Director of the Foundation.

Ares Management Corporation recently established the Ares Charitable Foundation, an independent 501(c)(3) public charitable organization, in order to align its investment activities with its philanthropic initiatives and provide a more coordinated and impactful giving structure. The Foundation is committed to supporting current and future generations by dedicating financial and human capital principally towards the promotion of education, including financial literacy, entrepreneurship, and job training programs. The Foundation believes that by partnering with other qualifying nonprofit organizations that support these initiatives it will have the ability to enhance the educational opportunities for the underserved, inspire and support entrepreneurs, and promote non-traditional job training opportunities. In addition to generating job growth, these initiatives will benefit communities worldwide.

The Foundation will also serve as a vehicle to enable select giving opportunities in connection with significant local and global crises (e.g., public health crises, natural disasters, etc.) as such events arise and are approved by the Grant Approval Committee. For example, the Foundation has already provided funding to several hospital groups in Los Angeles, New York, and London, in response to the COVID-19 crisis.

Ares Charitable Foundation is governed by a Board of Directors, a Grant Approval Committee (“GAC”), and a Grant Review and Diligence Committee (“GRDC”). The GRDC consists of four sub-committees reflecting the global geography and principal offices of Ares Management Corporation. Each sub-committee will be comprised of teams reflecting the diversity of the company. The Foundation will operate on an “endowment” basis such that a portion of the Foundation’s funds will be donated to programs each year with the balance held for growth and, as needed, for interim grants.

## **REPORTING RELATIONSHIPS**

The Foundation Director will report to Jessica Dosen, Global Head of Human Resources, and will work closely with the Foundation's Board of Directors.

## **A NOTE FROM THE ARES TEAM**

With \$155 billion of assets under management and over 1,350 employees located around the globe, we at Ares recognize our responsibility to drive a positive impact through our investing and corporate sustainability practices with recent events further entrenching this belief. One of the key components of our impact approach is volunteerism and philanthropy in our local communities. While Ares has formalized and successfully operated these programs for nearly a decade, we are excited to now further extend our efforts and drive even more positive impact in the communities in which we operate.

In an effort to further align our investment activities with our philanthropic initiatives and provide a more coordinated and impactful giving structure, we have established the Ares Charitable Foundation (the "Foundation"). Our Foundation will be funded through a pledge of Ares' earnings as well as by employee financial commitments on an ongoing basis and will focus on providing grants to programs that support education, entrepreneurship, and job training. We believe that these programs not only support job growth and a prosperous middle class, but aid in providing equitable education opportunities to disadvantaged communities.

We are seeking a Foundation Director and Head of Philanthropy to join our team to lead the development and ongoing operations of the Ares Charitable Foundation, leading Ares into the next phase of its philanthropic journey. In addition to the Foundation, the person in this role will also oversee all other aspects of Ares' philanthropic efforts including Ares volunteerism, corporate matching, and corporate sponsorship programs. Ares prides itself on its collaborative, entrepreneurial, and inclusive culture, and we believe the Foundation will be a beacon of these values. The person who assumes the Foundation Director and Head of Philanthropy role will interact with an engaged group of Ares employees from around the world from the initial launch of the Foundation through grant-making, providing an opportunity to build something from the ground up and leave a legacy that will extend beyond the time dedicated to the position. The person in this role will also serve as a leader and coach to Ares employees with limited philanthropic experience, thereby helping others to cultivate and develop key philanthropic skillsets around sourcing and vetting grantees as well as measuring impact. We view our firm and employee's financial and time commitments to the Foundation as innovative in our industry, and a testament that we can build a giving vehicle that can amplify its positive impact over the years to come under the right leadership. We are seeking a candidate who is equally as excited as our team in achieving Ares' mission of creating lasting impact in our companies and communities.

## **PRIMARY RESPONSIBILITIES**

The Foundation Director will

- oversee all philanthropic efforts for the Firm including the Foundation as well as the employee volunteerism, corporate matching, and corporate sponsorship programs;
- set philanthropic goals and strategies that align with Ares Management Corporation and Ares Charitable Foundation's objectives and create measurable impact;
- serve as a key spokesperson and representative of Ares Charitable Foundation's philanthropic and grantmaking activities, internally and externally;

- work closely with the board in establishing processes and policies that create immediate impact while positioning the Foundation for growth and setting the vision for future projects;
- work in partnership with the GAC and GRDC subcommittees to educate members on the grantmaking, diligence, and impact assessment process;
- scout for grantmaking opportunities in promising new and existing programs;
- create and maintain strategic partnerships with grantees and potential grantees;
- establish viable contacts and facilitate relationship-building between internal and external stakeholders;
- build and maintain a cooperative network of counterparts, including heads of other corporate foundations, to gather information and share ideas and potentially collaborate on impactful community projects;
- raise internal and external awareness about the work and impact of the Foundation as well as Ares' broader philanthropic efforts through "Ares in Motion";
- engage and motivate employees to participate in the Firm's philanthropy efforts in general and specifically the Foundation's work, as donors and, where applicable, as volunteers; and
- track and measure inputs, outputs, and impacts of programs.

#### KEY COLLEAGUES



**Mike Arougheti**

**Board Member, Ares Charitable Foundation**

**Chief Executive Officer and President, Ares Management Corporation**

Mike Arougheti is Co-Founder, Chief Executive Officer, and President, as well as a Director of Ares Management Corporation. He is a member of the Ares Executive Management Committee and the firm's Management Committee. He additionally serves as Co-Chairman of ARCC and as a director of ACRE.

Mr. Arougheti also is a member of the Ares Credit Group's U.S. Direct Lending Investment Committee, the Ares Equity Income Opportunity Strategy Portfolio Review Committee, and the Ares Operations Management Group. Prior to joining Ares in 2004, Mr. Arougheti was employed by Royal Bank of Canada from 2001 to 2004, where he was a Managing Partner of the Principal Finance Group of RBC Capital Partners and a member of the firm's Mezzanine Investment Committee. Mr. Arougheti oversaw an investment team that originated, managed, and monitored a diverse portfolio of middle-market leveraged loans, senior and junior subordinated debt, preferred equity and common stock, and warrants on behalf of RBC and other third-party institutional investors. Mr. Arougheti joined Royal Bank of Canada in October 2001 from Indosuez Capital, where he was a Principal and an Investment Committee member, responsible for originating, structuring, and executing leveraged transactions across a broad range of products and asset classes. Prior to joining Indosuez in 1994, Mr. Arougheti worked at Kidder, Peabody & Co., where he was a member of the firm's Mergers and Acquisitions Group. Mr. Arougheti serves on the Board of Directors of Operation HOPE, a not-for-profit organization focused on expanding economic opportunity in underserved communities through education and empowerment. He is additionally a member of the PATH Organization Leadership Council. Mr. Arougheti received a B.A. in Ethics, Politics and Economics, cum laude, from Yale University.



**Jessica Dosen**

**Partner, Global Head of Human Resources, Ares Management Corporation**

Jessica Dosen is a Partner and Global Head of Ares Human Resources Department. In addition, she serves as a member of the Management Committee of Ares Management and the Ares Enterprise Risk Committee. She also serves on the Foundation's Grant Approval Committee and Co-Chairs the Firm's Inclusion & Diversity Council. Prior to joining Ares in 2011, Ms. Dosen worked as an HR Business Partner and as the Head of Learning and Development at Citadel LLC. In her role as an HR Business Partner, she focused on building out the company's New York presence while supporting the fixed income, mortgages, and equities business lines. In her role as the Head of Learning and Development, she designed and built a robust firmwide training offering, including new graduate training programs, leadership development programs as well as programs designed to enhance both soft and technical skills. Ms. Dosen holds a B.A. from the University of Wisconsin in Psychology and an M.A. from Loyola University Chicago in Human Resources and Industrial Relations.



**Caroline Blakey**

**Board Member, Ares Charitable Foundation**

**Board Member, ACRE and CEO of Rebuilding Together, Inc.**

As President and CEO, Caroline Blakey is responsible for guiding the strategic direction of Rebuilding Together.

Dr. Blakey joins Rebuilding Together from Cassin & Cassin LLP, where she was a partner in the Real Estate Finance Group. Prior to joining the firm, she served as Vice President in Fannie Mae's multifamily business, where she defined its strategic direction for growing asset management and counter party responsibilities. Early in her career, she practiced real estate, banking, and corporate law at firms in the Washington, D.C., area, including a woman-owned firm she co-founded to specialize in matters related to the Resolution Trust Corporation.

Active in business and community service organizations, Dr. Blakey was a member of the Board of Governors of the Commercial Real Estate Finance Council (CREFC). She was recently elected to the Board of Directors of the public mortgage real estate investment trust ARES Commercial Real Estate (ACRE). She is active in the Urban Land Institute, where she is a member of the Responsible Property Investment Council, and on the steering committee of the Women's Leadership Initiative. She volunteers on the boards of trustees for Global Communities, a nonprofit organization and its subsidiary, Vitas, which specialize in international development and micro-finance.

Dr. Blakey received her Juris Doctor degree cum laude from Georgetown University Law Center and her Bachelor of Arts with high distinction, Phi Beta Kappa, from the University of Virginia. She is admitted to practice law in the District of Columbia and in the state of Maryland.



**Adam Heltzer**

**Managing Director and Global Head of Environmental, Social, and Governance, Ares Management Corporation**

Adam Heltzer is a Managing Director and the Global Head of ESG in the Ares Strategy and Relationship Management Group, where he leads the Firm's environmental, social and governance efforts, in addition to focusing on ESG integration across the investment platform. He also serves on the Foundation's Grant Approval Committee. Prior to joining Ares in 2020, Mr. Heltzer was the Head of ESG and Sustainability at Partners Group, where he focused on ESG integration across the investment platform, including the development of sustainable investment products. Previously, Mr. Heltzer was a Global Leadership Fellow at the World Economic Forum (WEF), where he focused on facilitating partnerships among the Forum's agribusiness members and public and non-profit sector counterparts. Mr. Heltzer holds a B.A. from the University of Michigan in Political Science and U.S. History, an M.B.A. from Harvard Business School and an M.P.A. from Harvard Kennedy School.



**Trey Pruitt**

**Managing Director and Head of FP&A for Ares Management Corporation**

Mr. Pruitt is a Managing Director in the Ares Finance Department, where he focuses on strategic long-term business planning, financial planning and budgeting and forecasting initiatives. Mr. Pruitt serves as Co-Chair of the Firm's Inclusion and Diversity Council and is the Executive Sponsor of the Ares Black Alliance. Prior to joining Ares in 2016, Mr. Pruitt was a Vice President at Visa Inc., where he led teams responsible for the financial support and management of Visa's Global Merchant Sales and Solutions Group. Previously, Mr. Pruitt held several finance leadership positions across Visa's Corporate Strategy, Marketing, Sales and Product functions. Prior to Visa, Mr. Pruitt performed a similar role supporting the Intel Inside® marketing program at Intel Corporation, where he focused on finance operations support, accounting, cost management and marketing strategy. In addition, Mr. Pruitt worked for the Chicago office of The Boston Consulting Group. Mr. Pruitt holds a B.S. from Stanford University in Industrial Engineering, an M.B.A. from the Kellogg Graduate School of Management in Finance, Strategy and Organizational Behavior, where he was an Austin Scholar, and an M.E.M. from McCormick School of Engineering at Northwestern University.

## **PREFERRED QUALIFICATIONS**

Ares Charitable Foundation seeks a Foundation Director with

- a proven track record in building effective programs;
- a proven track record in the world of philanthropy, as a fundraiser, a grant maker, and a volunteer;
- an understanding of the key issues and general reporting requirements related to the operational aspects of managing a Foundation;
- some experience in the education, job training, or entrepreneurship space as well as international giving (e.g. Europe and Asia) would be ideal;
- self-motivation, creativity, and a capacity to lead in an entrepreneurial role;
- an ability to draw on optimism and conviction to build and support community involvement programs that are designed to make a difference and inspire and engage others;

- an ability to look at issues from multiple perspectives with a sense of fairness and balance, seeing both business and social realities;
- an ability to think strategically and creatively, connecting the dots to find the ideal intersection between community needs and business resources;
- personal maturity and a values-based orientation;
- an ability to use persistence and commitment to make a difference and continually to improve the value and impact of community involvement programs;
- a highly collaborative approach with strong networking acumen;
- an ability to use empathy and interpersonal understanding to build mutually beneficial relationships and connect and engage diverse groups of people;
- an ability to leverage organizational awareness and interpersonal communication skills to influence others to engage with and offer support to community initiatives;
- knowledge of the field of community involvement, existing benchmarks and industry standards, best practices, legal guidelines, major social trends, and key institutions in the sector;
- an ability to acquire knowledge of the business products and/or services, structure, and culture of Ares;
- an ability to acquire knowledge of stakeholder groups and interests including local, national, and global stakeholders;
- financial and strategic planning experience, project management, execution, evaluation, and measurement skills; and
- some people management experience.

### **DIVERSITY, EQUITY, AND INCLUSION**

Ares is committed to fostering, cultivating, and preserving a culture of diversity and inclusion. We seek to attract and retain a diverse workforce and promote an environment that combines a wide range of experiences and perspectives. The unique life experiences, backgrounds, and self-expression that our team members bring to their work elevate our culture and the company's achievements. Importantly, to support our diverse workforce and enrich our work environment, Ares offers a multitude of [programs and policies](#) that reflect our purpose-driven culture.

As a Firm, one of our top priorities is to continue to enhance our I&D impact - within our own Firm, in our portfolio companies, and within the alternative asset management industry more broadly. The person who assumes the Foundation Director and Head of Philanthropy role will work closely with the Ares Inclusion & Diversity Team as well as the Firmwide I&D Committee to capitalize on the significant crossover opportunities that exist between the functions and maximize impact.

### **SALARY AND BENEFITS**

The position offers a competitive salary and benefits package.

### **LOCATION**

This position may be located in Culver City, California or New York City.

## APPLICATION INSTRUCTIONS

All applications must be accompanied by a cover letter and résumé. ***Cover letters should be responsive to the mission of the Ares Charitable Foundation.*** Review of applications will begin immediately and continue until the successful candidate has been selected.

*To apply for this position, visit:*

[Foundation Director, Ares Charitable Foundation.](#)

*To nominate a candidate, please contact Gregory Leet:*

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

*All inquiries will be held in confidence.*