



SENIOR DIRECTOR OF DEVELOPMENT, SCRIPPS COLLEGE OF COMMUNICATION

OHIO UNIVERSITY

Athens, Ohio

[Ohio University](http://www.ohio.edu)



The Aspen Leadership Group is proud to partner with Ohio University in the search for a Senior Director of Development, Scripps College of Communication.

The Senior Director of Development will serve as a major gifts officer on behalf of Ohio University, Scripps College, and University Advancement. The successful candidate will be responsible for the identification and engagement of major-gift donors while serving as a liaison among the faculty and staff of Scripps College, and the Office of the Vice President for Advancement. The Senior Director of Development will also work as a philanthropic leader for the college, working closely with its staff to develop fundraising plans designed to grow philanthropic revenue for its programs and centers.

Ohio University is proud of its rich history, multiple campuses, international communities, and beautiful Appalachian settings. Chartered by the State of Ohio in 1804, Ohio University is the oldest university in the Northwest Territory. Located in the scenic Appalachian foothills of southeastern Ohio, its classic residential campus is one of the most attractive in the nation. Ohio University is designated a Research University (high research activity) under the Basic Classification category by the Carnegie Foundation for the Advancement of Teaching. Only 103 schools—2.3 percent—of the 4,391 schools assessed by the Carnegie Foundation are classified as a research university (high research activity).

Ohio University's regional campuses collectively enroll over 10,000 students, making the full-time, part-time, and continuing education enrollment for Ohio University over 38,000. Ohio University is national leader in Fulbright Award winning students, home to 38 Pulitzer Prizes, and a Nobel Prize in Chemistry. Ohio University is the largest employer in Athens County, with annual payroll exceeding \$335 million.

Scripps College of Communication is a leader in communications education, regarded as one of the top programs in the nation. Through its five schools, it offers students numerous advantages including over 40 nationally recognized majors; operational knowledge through its five public radio, two public television, and one cable television stations; professional, internationally renowned speakers brought into the college as part of a regular lecture series; and national and foreign internships that make its students highly marketable after graduation.

Scripps College of Communication seeks to not only educate its students about today's communication industry but to produce innovative leaders who will shape the future of communication and its methods of delivery in a rapidly changing technological landscape. Scripps provides leadership in communication by preparing students to be effective and responsible communicators in a global society, and by advancing the field through creative activity and research on communication concepts, issues, and problems.

REPORTING RELATIONSHIPS

The Senior Director of Development, Scripps College of Communication will report to the Executive Director of Development, Major Giving with a “dotted line” to the Scripps College Dean. The Senior Director of Development is part of the Major Giving team, which ultimately lives under the umbrella of the Senior Associate Vice President of Development.

PRINCIPAL OPPORTUNITIES

Scripps College of Communication at Ohio University, just celebrating its 50th year, has long had a legacy of offering a depth and breadth of communication education that is unparalleled. The E.W. Scripps School of Journalism pre-dates the college by nearly 50 years, and has long been among the most elite journalism schools in the country. The college also consists of the School of Media Arts and Studies, the School of Communication Studies, the School of Visual Communication, and the J. Warren McClure School of Information Telecommunication Systems. Together, the five schools offer communication education spanning journalism, strategic communication, filmmaking, music production, gaming, animation, VR/AR technology, IT networking, IOT, photography, publication design, and organizational, health, and political communication.

Because of the college’s rich history and breadth of programming, there is no end to the possibilities for philanthropy in the college. Among the college’s alumni are Ken Ehrlich (producer of the Grammy awards), Clarence Page (Pulitzer Prize-winning journalist), Hebah Abdalla (award-winning international news producer), Perry Sook (President of Nexstar), Heidi Krupp (President of Krupp Communications, a New York-based PR company representing clients like Weight Watchers), and many more.

With an innovative Dean at the helm, the college is never short of clear fundraising priorities. In addition to the five schools, the college also boasts numerous special programs like the GRID Lab (game research and immersive design), the SMART Lab (social media analytics research), the Barbara Gerald Institute for Storytelling and Social Impact, the WOUB Center for Public Media, and more.

Scripps College of Communication moved its base of operations into the Schoonover Center for Communication in 2015. Sitting in the heart of campus near College Green, Schoonover Center offers a state-of-the-art facility for student learning and engagement.

The previous Senior Director of Development, Scripps College of Communication was promoted and will serve as a mentor to the successful candidate. The incoming Senior Director of Development will work closely with the Dean, the Executive Director, and the college’s Director of Alumni Relations, and a team of unit-based fundraisers, as well as with regional and university-wide fundraisers.

In 2018, a new Vice President of University Advancement, Nico Karagosian, was hired, along with several new hires in key leadership positions. The collective vision of the new leadership team—under guidance from a new President, Dr. Duane Nellis—is creating excitement throughout the division and will lead the college and university into pre-campaign planning over the next couple of years.

This is a pivotal time for University Advancement, and the Scripps College of Communication is a key performer in the university’s annual fundraising goals. A motivated, focused Senior Director of Development could easily bring in \$2-3 million annually.

PRIMARY RESPONSIBILITIES

The Senior Director of Development, Scripps College of Communication will

- serve as the chief development officer for Scripps College by managing and meeting priorities and goals that coincide with strategic plans as defined by University Advancement and Scripps College;
- identify constituents that may provide private support to Ohio University while acting as a fundraiser/strategist/advisor for Scripps College of Communication;
- secure dollar commitments at a level established for the college;
- provide overall revenue growth and strategic direction for increases in membership, annual giving, major giving, and planned giving as related to WOUB, GRID Lab, Institute for International Journalism, Barbara Gerald's Institute for Storytelling and Social Impact, SMART Lab, Harris Student Support Center, and other similar programs;
- work collaboratively with Corporate and Foundation Relations, Planned Giving, Annual Giving, and Major Giving staff as needed to verify, cultivate, and solicit constituents for major gifts and work with appropriate campus offices to plan, implement, and oversee stewardship programs;
- plan, implement, and coordinate cultivation activities for prospects and donors;
- initiate, develop, and coordinate the delivery of proposals to prospective supporters; and
- interface with external relations agents (i.e. Alumni Relations, Development, Deans, and college personnel to coordinate events and activities involving alumni in the pursuit of identification, cultivation, and solicitation of major gift prospects.

KEY COLLEAGUES



Nico Karagosian

Vice President of University Advancement

President and CEO, The Ohio University Foundation

Nico Karagosian joined Ohio University's Advancement team in March, 2018. Prior to Ohio University, Karagosian served in a variety of leadership positions at the University of Cincinnati Foundation, where he started in 2014 as the Associate Vice President of Principal Gifts and Campaign Manager. Karagosian was named Associate Vice President of Advancement and Deputy Campaign and Bicentennial Director in 2016 and was promoted to his last role of Vice President of

Advancement and Executive Director of the UC Bicentennial in 2017. In addition to managing all aspects of the university's 200th anniversary celebration, Karagosian has also overseen donor relations, stewardship, special events, and presidential initiatives for the foundation. He has additional experience working in higher education development at the University of South Florida and Monroe Community College; he has also facilitated charitable giving within the private sector.

Some of Karagosian's major professional accomplishments at the University of Cincinnati Foundation include helping secure \$260 million in donations, pledges and gifts-in-kind in 2016, an institutional record \$456 million in 2017, and a total of \$1.174 billion since the campaign start on July 1, 2013. Additionally, he led the principal gift efforts resulting in nearly \$75 million in donations to the university and academic health center in 2016, including three eight-figure gifts.

Born in Sao Paulo, Brazil, Karagosian is a Certified Fund Raising Executive (CFRE) who earned his MBA and MS in Health Administration from the State University of New York Polytechnic Institute. He earned his BA in English from Hobart College in Geneva, New York.

**Major Alston****Senior Associate Vice President of Development**

Major Alston serves as the Senior Associate Vice President of Development. Major joined Ohio University from the University of Cincinnati Foundation where he served as the Assistant Vice President of National Development, responsible for portfolio management of \$1 million+ principal level prospects across the nation. Prior to that he worked at the University of South Florida College of Engineering as the Senior Director of Development and successfully raised the largest gift ever made to the college, \$25 million. Major brings over 20 years of fundraising experience including 12 years with the Boy Scouts of America, serving in various fundraising roles.

**Dr. B. Scott Titsworth****Dean, Scripps College of Communication**

Scott Titsworth, who received his Ph.D. from the University of Nebraska in 1999, has developed an international reputation as a leading scholar in the area of classroom communication effectiveness. With more than 50 books, chapters, and articles published on the topic, Scott's most recent research has explored ways in which students' emotional experiences are related to their learning activities, including both note-taking and cognitive performance. Scott has served as Dean of Scripps College of Communication at Ohio University since 2010. In 2009, Scott was named a Presidential Teacher, the highest teaching honor awarded at Ohio University.

**Robin Stock****Executive Director of Development, Major Giving**

Prior to her current role, Robin Stock served as Senior Director of Development for Scripps College of Communication for six years. Prior to joining Ohio University, she served Columbus' nonprofit community at organizations such as Prevent Blindness Ohio, City Year Columbus, and Wexner Heritage Village. She has served on the boards of organizations such as the Salesian Boys & Girls Club, The Wellness Community of Columbus, Factory Street Studio, and Rising Appalachia. She also does volunteer work with Serenity Grove Women's Recovery House and the Friends of Strouds Run. Robin is an avid writer and reader, and also enjoys working out at the gym, kayaking, and spending time with her husband Jesse, daughter Alia, and son London.

CANDIDATE QUALIFICATIONS AND QUALITIES

A bachelor's degree is required for this position as is at least six years of fundraising or sales experience including the identification, cultivation, and solicitation of constituents or demonstrable experience in securing major gifts for nonprofits. An equivalent combination of education and experience may also be considered. This position requires extensive travel.

SALARY & BENEFITS

Ohio University offers a competitive salary and benefits package.

LOCATION

Ohio University is located in Athens, Ohio. Athens County is nestled deep in the Appalachian foothills of Southeast Ohio. The lively arts and music scene entertains locals and visitors alike all year round. The eclectic shopping and dining scene is a result of the presence of a large university and rich Appalachian heritage. Hunting, kayaking, bouldering, hiking, cycling, and mountain biking are just some of the outdoor activities most popular in the area.

DIVERSITY AND INCLUSION

Diversity is a dynamic phenomenon, which means that any definition of diversity will miss some of its evolving features. With that caveat in mind, Ohio University defines diversity as signifying difference and heterogeneity between and among individuals, groups, and cultures. Specifically, diversity is inclusive of all ages, races, ethnic groups, genders, gender identities, sexual orientations, national origins, cultures, socioeconomic classes, capabilities, ways of thinking, geographic regions, and religions.

Ohio University is committed to creating a respectful and inclusive educational and workplace environment where understanding and acceptance of cultural and racial differences are ensured. Ohio University is an equal access/equal opportunity and affirmative action employer with a strong commitment to building and maintaining a diverse workforce. Women, persons of color, persons with disabilities, and veterans are encouraged to apply. Ohio University is a member of the OH/Western PA/WV [Higher Education Recruitment Consortium](#).

APPLICATION INSTRUCTIONS

All applications must be accompanied by a cover letter and résumé. Before submitting your materials, please read them over for accuracy. Review of applications will begin immediately and continue until the successful candidate has been selected.

To nominate a candidate, please contact Floyd Akins:

floydakins@aspenleadershipgroup.com.

All inquiries will be held in confidence.

