

ASPEN • LEADERSHIP • GROUP

DIRECTOR OF MAJOR GIFTS, WESTERN STATES

UNIVERSITY OF MICHIGAN

California

<http://umich.edu>



The Aspen Leadership Group is proud to partner with the University of Michigan in the search for a Director of Major Gifts, Western States.

As a member of the Office of University Development, the Director of Major Gifts, Western States directs the major gift program in the Bay Area and Colorado, representing the breadth of the University of Michigan. Primary responsibility is the Bay Area, and secondary areas include Colorado. This individual will develop and execute long and short-term strategies to secure major and planned gifts (\$100,000 or more) in concert with senior academic leaders and development colleagues in a decentralized development environment. Primary responsibilities will be implemented through regular and frequent visits with Michigan constituents throughout the assigned regions. Significant travel will be an essential part of the position, as will participation in evening and weekend activities.

The Office of University Development maximizes private support for the University of Michigan through high-quality collaboration with the development programs of schools, colleges, and units. It also provides fundraising leadership through the stimulation and facilitation of healthy, productive and life-long relationships with colleagues, alumni, friends, foundations, and corporations.

The mission of the University of Michigan is to serve the people of Michigan and the world through preeminence in creating, communicating, preserving, and applying knowledge, art, and academic values, and in developing leaders and citizens who will challenge the present and enrich the future. The University includes 19 schools and colleges, covering the liberal arts and sciences as well as most professions. The fall 2015 enrollment of undergraduate, graduate and professional students was 43,651. The University provides campus housing to 9,500 undergraduate students in 18 residence halls and apartment buildings.

The current faculty consists of 3,096 individuals who are tenured or on a tenure-track. Lecturers, clinical faculty, research professors, librarians, and archivists add 3,808 to the Ann Arbor campus academic staff, for a total faculty headcount of 7,056. The staff count is 14,339. The FY2015 operating revenues from the state appropriation, tuition, research grants and contracts, gifts and other sources reached \$3.59 billion for the Ann Arbor campus. The U-M Health System revenues added \$3.27 billion for a grand total of nearly \$6.86 billion. According to the latest national data, the U-M spends more on research – \$1.35 billion in FY2014 – than any other U.S. public university.

REPORTING RELATIONSHIPS

The Director of Major Gifts, Western States reports to the Senior Executive Director of Development, Western States.

PRINCIPAL OPPORTUNITIES

The Director of Major Gifts, Western states will be a key partner to the senior leadership in the University of Michigan's advancement operation. S/he will have regional oversight (Bay Area) in major gifts of one of the largest and most influential regions in the country for the University.

The ideal candidate will be looking for an opportunity that affords him/her great professional growth in the development field and with the university through a combination of on-boarding and continuous training opportunities in Ann Arbor. S/he will be a thoughtful, strategic partner to a highly-functioning team while making vital contributions toward the University's \$4B campaign.

PRIMARY RESPONSIBILITIES

Personal Prospect Management and Solicitation

The Director of Major Gifts, Western States will

- personally develop and manage a portfolio of major gift prospects, with emphasis on those prospects that require a university-wide, "honest-broker" (multiple degrees, demonstrated interest in multiple schools, or programs);
- aggressively identify, and formally qualify, new major and planned gift prospects by developing and executing long-range and short-range strategies and plans to identify, cultivate, and solicit prospects, producing a continuous stream of donors capable of making gifts of \$100,000 more in the region; and
- ensure that prospects capable of major gifts are cultivated and solicited in an appropriate and deliberate manner.

Develop and Maintain Strong Relationships with Academic and Unit Colleagues on Campus

The Director of Major Gifts, Western States will

- prepare an annual plan in consultation with school/unit-based colleagues with an emphasis on adding value to their efforts in the regions;
- maintain oversight on the quality and quantity of major gift activity in the region and take action to increase both as appropriate;
- through collegial consultation and cooperation, work diligently to ensure that the best prospects in the region are being actively managed; and
- coordinate and facilitate activity in the region that will directly result in prospect identification, engagement and successful solicitations, including advising executive officers, deans and development colleagues on the culture, expectations and needs of the University's constituents in that region.

Volunteers

The Director of Major Gifts, Western States will

- recruit and sustain a strong volunteer network and Campaign Councils in the region to assist efforts in prospect identification, cultivation, and solicitation, as well as to provide expanded opportunities for key prospects to engage with Michigan's academic leaders and one another.

KEY COLLEAGUES



Jerry May

Vice President for Development

Jerry May is the vice president for development at the University of Michigan, where he has responsibility for all fund-raising activities. He has held that position since February 1, 2003. He was responsible for planning and implementing The Michigan Difference Campaign that exceeded its \$2.5 billion goal by raising a record-setting \$3.2 billion when it concluded in December 2008. Before becoming vice president at Michigan, Jerry was the vice president for development at The Ohio State University and president of the Ohio State University Foundation. At Ohio State, he planned and implemented the most successful campaign in the school's history, raising \$1.23 billion. Prior to OSU, Jerry had held senior fundraising positions for 13 years at Michigan. He helped plan the campaign and lead the nucleus fund for Michigan's campaign that raised \$1.4 billion, the first public university to set a billion dollar campaign goal. Jerry led the university-wide planning for the Victors for Michigan campaign and the fundraising for the nucleus fund. The \$4 billion goal is the largest set by a public university. The campaign kicked off on November 8, 2013 with \$1.7 billion in its nucleus fund. The campaign is scheduled to run through 2018.



Dondi Cupp

Associate Vice President for Development

Dondi Cupp serves as the associate vice president for development at the University of Michigan. As a member of the senior management team in the Office of University Development, he is responsible for leading the regional major gifts and constituency fundraising programs, foundation relations, the operations teams including finance and administration, and the talent management program.

Dondi came to Michigan from the University of Washington, where he led the office of corporate and foundation relations and advancement teams in the health sciences. He joined the University of Washington in 1999 as director of development for the sciences. While at Washington, Dondi founded the Advancement Leadership Class, a comprehensive leadership development program for advancement staff. In 2012, he was nominated by his peers for the University's David B. Thorud Leadership Award. In 2006, he received the Marilyn Batt Dunn Endowed Award for Excellence in University Advancement.

He has served as associate director of the Western Washington University Foundation and as director of the annual fund at his alma mater, the University of Oklahoma. Dondi holds a bachelor's degree in journalism and public relations.



Stephen Kamm

Senior Executive Director of Development, Western States

Stephen is Senior Executive Director of Development for the University of Michigan in the western states. He manages the Office of University Development major gift staff and partners with unit and school based colleagues to advance U-M's Victors for Michigan campaign. He was hired by U-M in 1999 as Director of Development in Pasadena, CA to prepare for and implement The Michigan Difference Campaign, which successfully concluded in 2009. Prior to U-M, Steve worked as a major gift officer for the University of Chicago in Santa Monica, CA. Stephen obtained his bachelor's degree in Philosophy and English from Westmont College and his master's degree in Theology and Theological Studies from Fuller Theological Seminary.

CANDIDATE QUALIFICATIONS AND QUALITIES

The ideal candidate for the position of Director of Major Gifts, Western States will have

- a Bachelor's degree;
- six or more years of development experience with at least two years of major gift experience in a higher education environment;
- a demonstrated track record of financial development and/or sales productivity in a complex work environment;
- excellent oral and written communication skills;
- a demonstrated ability to work within a campus culture that includes a diverse array of personalities, and cohesively manage conflicting expectations;
- availability to travel extensively, including evenings, weekends, and holidays, when needed;
- experience in higher education (preferred); and
- sound knowledge of laws, practices, and philosophy of charitable giving.

SALARY & BENEFITS

The University of Michigan offers a competitive benefits and compensation package.

LOCATION

The preferred location for this position is the San Francisco Bay area, California.

APPLICATION DEADLINE

Before sending your résumé for this position, please read it over for accuracy. Review of applications will begin immediately and continue until the successful candidate has been selected.

To apply for this position, visit: <http://opportunities.aspenleadershipgroup.com>.

To nominate a candidate, contact Anne Johnson: annejohnson@aspenleadershipgroup.com.

All inquiries will be held in confidence.