



**SENIOR VICE PRESIDENT FOR ADVANCEMENT
CHIEF EXECUTIVE OFFICER OF THE UNIVERSITY OF SOUTH FLORIDA FOUNDATION
UNIVERSITY OF SOUTH FLORIDA
Tampa, Florida
[University of South Florida](https://www.usf.edu)**



The Aspen Leadership Group is proud to partner with the University of South Florida (USF) in the search for a Senior Vice President for Advancement and Chief Executive Officer of the University of South Florida Foundation (USF Foundation).

Reporting to President Dr. Steven C. Currall, the Senior Vice President and CEO will oversee an integrated advancement team encompassing alumni, development, and foundation operations. The Senior Vice President and CEO will develop long- and short-range strategic plans for the University of South Florida, the University of South Florida Foundation, and the USF Alumni Association. This includes managing a team of 190, including 65 fundraising professionals, raising in excess of \$100 million annually; overseeing an operating budget of \$15.7 million; and being a strategic thought partner with the President. The Senior Vice President and CEO will be a trusted member of the President's Executive Leadership Council and will work closely with the academic and health science deans, athletics, and the campuses in Tampa, Sarasota-Manatee, and St. Petersburg. The successful candidate will bring energy, vision, management expertise, and innovative leadership.

As CEO of the University of South Florida Foundation, the Senior Vice President and CEO has an informal reporting relationship to the Chair of the Foundation Board and will be responsible for managing Foundation operations in support of the goals and objectives established by the Foundation Board in furtherance of the Foundation's mission to promote private support, advocate for the university, and manage the university's endowment. The Senior Vice President and CEO will serve as a liaison between the Foundation and the university in meeting the strategic goals and objectives of the administration. The university completed a \$1 billion capital campaign in 2017.

Established in 1956, the University of South Florida's mission is to deliver undergraduate, graduate, and professional programs, generate knowledge, foster intellectual development, and ensure student success in a global environment. This dynamic, young, agile university is situated in the vibrant and diverse Tampa Bay region and offers undergraduate, graduate, specialist, and doctoral degrees. USF is home to a student body of over 50,750 students representing 145 countries.

Ranked #44 among public universities among all universities according to *U.S. News and World Report's* 2019 National University Rankings, USF was designated a "Preeminent State Research University" by the Florida Board of Governors in 2018. The university has been recognized by the Carnegie Foundation for the Advancement of Teaching as a Doctoral University with Highest Research Activity, a distinction attained by only 2.5% of all post-secondary institutions, and it has been recognized by The Education Trust as being #6 in the nation for eliminating the completion gap between black and white students, #4 for Latino student success, and #1 in the State of Florida (2017).

USF has an annual budget of approximately \$2 billion and over \$4.4 billion in annual economic impact. USF is at the forefront of cutting-edge research of medicine, science, engineering, and the arts, with \$568 million in total research expenditures in 2016/17, placing USF 25th in the nation among public universities according to the National Science Foundation. USF ranks 1st in Florida, 5th in the nation among public universities, and 12th worldwide for granted U.S. patents, according to the Intellectual Property Owners Association. The university's graduate programs continue to number among the best, according to *U.S. News and World Report*, with eight programs ranking in the top 50 in 2018.

USF is a leader among young universities, ranking fifth among “Golden Age” universities, those founded between 1945 and 1967, according to Times Higher Education. (The four American schools finishing ahead of USF on the Golden Age list are from the University of California system, led by University of California San Diego.) USF’s agility enables it to embrace innovative strategies for delivering world-class education, fostering research and building community partnerships. Its on-campus technology incubator has created over 230 jobs locally, and its Center for Entrepreneurship ranks in the top 15 nationally. In 2018, USF was the number one producer of Fulbright Scholars in the nation for the second year in a row.

USF’s forward-looking, entrepreneurial spirit has enabled it to cultivate an exceptional environment for its students. In 2018, USF earned the Active Minds Healthy Campus Award, given in recognition of its success prioritizing and promoting the health and well-being of its students.

USF's athletics programs serve over 500 student athletes with an 84% student-athlete graduation rate, competing through 19 varsity teams in 11 different sports with 16 conference titles since joining the American Athletic Conference in 2013.

The USF Foundation connects the university with donors who want to make a difference by providing private, philanthropic support to promote student success, academic initiatives, research, and other strategic priorities. The USF Foundation is governed by an elected board whose members serve as advocates for the university, its colleges, campuses, and units. Each volunteer board member is guided by a mission to promote private support, advocate for the university, and manage the university's endowment.

PRINCIPAL OPPORTUNITIES

In his initial letter to the USF community in July 2019, President Currall wrote:

USF attracts the courageous, the bold, the dreamers: those who believe that the future holds opportunities yet to be realized. USF is where excellence and opportunity converge.

My singular objective for our university during the remainder of my career will be to advance the trajectory of USF to become an overall top 25 public university in the United States. Our ultimate objective is to reach eligibility in the Association of American Universities, the 62 top research universities in North America.

During its relatively short institutional history of about 60 years, USF’s ascent in the higher education landscape has been remarkable:

- *The university ranks 25th among public universities in the nation in total research expenditures.*
- *USF received the 2019 American Council on Education Award for Institutional Transformation for its student success initiative to elevate student retention and graduation rates, which resulted in USF’s six-year graduation rate rising from 51 to 73 percent during the period from 2010 to 2018.*

- *USF ranks 7th among public universities in the nation and 16th among all universities worldwide in creating new patents.*
- *During the past six years, USF has exhibited greater gains in U.S. News & World Report rankings than any public or private university.*

That upward trajectory is due in large part to its agility as a young and enterprising university, coupled with the fact that we are embedded in a vibrant metropolitan community within the progressive and entrepreneurial state of Florida. I am confident that USF can become to the Tampa Bay region what Stanford has been to Silicon Valley: an innovative, intellectual engine that will power the region's most audacious aspirations. To get there, we must continue to drive student success, research productivity, economic development, and global visibility.

–Dr. Steven C. Currall, President

PRIMARY RESPONSIBILITIES

The next Senior Vice President and USF Foundation CEO will have the rare opportunity to play a leadership role at a transformational moment in a major research university's history. The successful candidate's impact will be profound and a source of deep and lasting professional satisfaction for the candidate and for the entire advancement team.

The Senior Vice President for Advancement and CEO will

- serve as a member of the President's executive leadership team;
- develop and interpret policies in the areas of university advancement and any other areas deemed appropriate by the President;
- develop and interpret policy relative to university external relations;
- lead fundraising, alumni relations, and public ceremonies;
- provide direction and supervision to others in the Advancement office;
- lead public contact – internal and external; and
- be responsible for all budgets for the Senior Vice President area and divisions, plus all private and grant accounts of the USF Foundation, USF Alumni Association, and other state, ancillary, or restricted accounts that may be assigned.

KEY COLLEAGUES



Dr. Steven C. Currall
President and Chief Executive Officer

Dr. Steven C. Currall became the seventh president of the University of South Florida on July 1, 2019.

Dr. Currall brings to the presidency a broad range of academic leadership experience at high-performing research universities and private institutions. He has held appointments at institutions in the prestigious Association of

American Universities (AAU) – the group of top research universities in the U.S. and Canada to which USF aspires – including the University of California, Davis, Rice University, and the University of Chicago.

He has conducted research and taught for three decades on organizational psychology topics such as innovation, emerging technologies, negotiation, and corporate governance. He is a Fellow of the American Association for the Advancement of Science, elected in 2013 for the study of societal impacts of science and engineering. In addition, he served as a member of the Nanotechnology

Technical Advisory Group at the invitation of the U.S. President's Council of Advisors on Science and Technology.

Dr. Currall has been a grantee on \$21.5 million in external funding, of which more than 78 percent came from refereed research grants from the National Science Foundation (NSF) and National Institutes of Health. Dr. Currall was lead author of a 2014 book on university-business-government collaboration entitled, *Organized Innovation: A Blueprint for Renewing America's Prosperity* (Oxford University Press). The book, which is based on a study funded by the NSF, was the culmination of a 10-year research project on interdisciplinary research involving science, engineering and medicine.

Previously, Dr. Currall served as Provost and Vice President for Academic Affairs at Southern Methodist University in Dallas from 2016 to 2019. At SMU, Dr. Currall also was the David B. Miller Endowed Professor and held academic appointments in the Cox School of Business, Dedman College of Humanities and Sciences, and the Lyle School of Engineering. During his time at SMU, he served on the University Advisory Committee, Cancer Prevention and Research Institute (CPRIT) of Texas, a \$3 billion statewide initiative to fund groundbreaking cancer research and prevention programs.

Dr. Currall held a number of positions at the University of California, Davis, from 2009 to 2016. He served as Senior Advisor to the Chancellor for strategic projects and initiatives, which included co-chairing a campus-wide strategic visioning exercise to position UC Davis as a "University of the 21st Century." Dr. Currall also co-chaired a committee charged with growing research expenditures from \$780 million to \$1 billion. He also led planning for an additional campus in the Sacramento region. Prior to the chancellor's office, Dr. Currall served as the Dean of the Graduate School of Management for over five years.

From 2010 to 2015, Dr. Currall was Vice Chair of the Board of Directors and member of the Executive Committee for the 10-campus University of California Global Health Institute. He also served on the Board of Directors of the California Life Sciences Association and the Board of the San Francisco Bay Area Council.

At University College London, where he served from 2005 to 2009, Dr. Currall was the founding chair of the Department of Management Science and Innovation in the Faculty of Engineering Sciences, where he was also a Vice Dean. Dr. Currall also was the founding director of UCL Advances, an entrepreneurship center. During the same time period, he was a visiting professor of organizational behavior and entrepreneurship at the London Business School, a joint appointment with University College London.

From 1993 to 2005, Dr. Currall served in a variety of faculty roles at Rice University in Houston, including the William and Stephanie Sick Professorship of Entrepreneurship, an endowed professorship in the George R. Brown School of Engineering. He was also a tenured associate professor in the Jones Graduate School of Management. At Rice, he founded the Rice Alliance for Technology and Entrepreneurship, which assisted in the launch of more than 160 new technology start-up companies. Those firms raised in excess of \$300 million in equity capital. During 2003, Dr. Currall was a visiting scholar in the University of Chicago's Booth School of Business.

He has served as a member of several editorial review boards, including *Academy of Management Review*, *Academy of Management Journal*, and *Organization Science*. He has been quoted in a variety of publications, including the *New York Times*, *Wall Street Journal*, *Washington Post*, *Financial Times*, *Business Week*, British Broadcasting Corporation (BBC) television, and the *Nightly Business Report* on public television.

Dr. Currall earned a Ph.D. in organizational behavior from Cornell University, a master's degree in social psychology from the London School of Economics and Political Science, and a bachelor's degree

in psychology (*cum laude*) from Baylor University. A native of Kansas City, Missouri, he is married to Cheyenne Currall, Ph.D.



Ray E. "Chip" Newton
Chair, USF Foundation Board

Chip Newton is the former Senior Managing Director of the private equity group, Evercore Partners, Inc., a leading investment banking firm. Mr. Newton currently serves on the Board of Directors as Treasurer for the National Psoriasis Foundation. Mr. Newton's past employment includes Senior Managing Director at Perseus, LLC, from 1999-2008, where he focused on investments in the consumer and business services sectors. He also served on the company's Board of Directors. Prior to Perseus, LLC, Mr. Newton was a general partner at J.H. Whitney & Co., and in 1992, he was named the youngest general partner in J.H. Whitney's history. Mr. Newton also served as the former director of Brothers Gourmet Coffee and the former director of North Face, Inc.

PREFERRED QUALIFICATIONS

The University of South Florida seeks a Senior Vice President for Advancement and CEO of the University of South Florida Foundation with

- prior administrative and leadership experience in a large and complex higher education environment, including evidence of vision and effective strategic planning and implementation;
- a leadership style based on integrity, transparency, and inclusiveness, with a proven ability to influence others beyond formal authority;
- a track record of leadership in a best-in-class integrated advancement program that supports the mission, goals, and strategic priorities of the university and its component units;
- expertise in supporting a culture of positive change and novel approaches, encouraging team members to take risks, fail fast, and try again;
- a commitment to creating a destination workplace, attracting and retaining top-level team members committed to institutional mission and values;
- a demonstrated ability to manage human, financial, and information resources strategically;
- an understanding of the importance of, and demonstrated success in, promoting diversity and inclusion among staff and volunteers;
- demonstrated success in working closely with and catalyzing connections among a diverse array of stakeholders including university, academic, and administrative leadership, volunteers, donors, alumni, and community stakeholders at the local, regional, national, and global levels;
- demonstrated success building philanthropic partnerships and securing principal gifts; and
- exceptional interpersonal, written, and oral communication skills.

A bachelor's degree is required for this position; an advanced degree is a plus. At least fifteen years of experience in higher education advancement is preferred, including ten years of leadership experience recruiting, managing, and motivating large and complex teams.

DIVERSITY, EQUITY, AND INCLUSION

USF values inclusiveness and respect for all people. It accomplishes this through its culture, curriculum, research, and service by continually fostering an environment that embraces diversity, a sense of community, collegiality, and life-long learning.

To sustain its leadership and bring out the best in one another, it seeks to promote a healthy social and emotional work and learning culture – a culture of connection.

USF values all members of its community, and it knows that a civil and considerate environment is integral to the health and well-being of faculty, staff, students, and visitors.

SALARY & BENEFITS

USF offers a highly competitive and comprehensive salary and package of employee benefits.

LOCATION

USF's main campus is located in Tampa, Florida, which is ideally located on Florida's west coast, and features miles of glistening waterways and sandy shorelines. Its central location provides easy access to the nearby Gulf beaches and surrounding areas. Tampa's waterfront consists of both Hillsborough Bay and Tampa Bay, as well as the beautiful Hillsborough and Alafia rivers and several area lakes. USF is also home to two campuses in St. Petersburg and Sarasota, which each offer their own unique cultures and communities.

Tampa Bay's weather is a combination of bright sunny days tempered by gentle bay breezes. In the spring and fall, the days are pleasantly warm, while the evenings can be a bit cooler. The summer months are characterized by warmer temperatures and quick afternoon showers. The average annual temperature in Tampa is a comfortable 72 degrees.

Tampa Bay is distinguished by the largest performing arts center in the southeast and the largest science museum in the south. The cultural arts district in downtown Tampa is expanding every day, with the recent addition of the Patel Conservatory which helps both young and mature actors, artists, musicians, and performers perfect their craft. It's one of the few markets in America with two major metropolitan newspapers as well as the #1 ranked airport in the country.

Tampa offers a lower cost of living than other major southern cities, including Atlanta, Orlando, Charlotte, and Charleston. There is no state income tax in Florida and low property taxes. As a region, the commitment to excellence in education is impressive, and is essential for providing an educated, talented workforce for area businesses. Tampa is one of the most Literate Cities in America, ranking 16th in the country among cities with more than 250,000 residents.

Tampa has a vibrant economy, as well as some of the best healthcare facilities in the United States, including H. Lee Moffitt Cancer Center and Research Institute (located on the USF campus), two trauma centers, a medical school (which works in conjunction with two major hospitals), and three hospitals ranked as "America's Best Hospitals" by *U.S. News and World Report*.

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 apply for this position, visit:

[Senior Vice President for Advancement and CEO of the University of South Florida Foundation, University of South Florida.](#)

To nominate a candidate, please contact Don Hasseltine:

donhasseltine@aspenleadershipgroup.com.

All inquiries will be held in confidence.