



SENIOR LEADERSHIP GIVING OFFICER
MASSACHUSETTS INSTITUTE OF TECHNOLOGY, SCHOOL OF ENGINEERING
Cambridge, Massachusetts



**School of
Engineering**

The Aspen Leadership Group is proud to partner with Massachusetts Institute of Technology in the search for a Senior Leadership Giving Officer for the Department of Chemical Engineering in the School of Engineering.

The Senior Leadership Giving Officer will create and execute a comprehensive strategic development plan, designed to raise financial support and awareness for Chemical Engineering (ChemE) within the School of Engineering. The Senior Leadership Giving Officer will manage, build, and execute successful fundraising strategies for a mature portfolio, creating individualized solicitation plans leading to major and principal gifts in support of MIT's fundraising priorities, capital projects, and other departmental priorities. The Senior Leadership Giving Officer will work collaboratively with the ChemE Department Head, key faculty and investigators, administrative officer, and events and communications staff to increase the visibility of ChemE and establish a thriving community of supporters, including both philanthropic and industry partnerships.

MIT was founded in 1861 to accelerate the nation's industrial revolution. Both profoundly American and profoundly global, graduates have invented fundamental technologies, launched new industries, and created millions of jobs. All of this ensures MIT is a magnet for talent from around the world, allowing this exceptional community to pursue its mission of service to the nation and the world. Originally located in Boston, MIT moved to Cambridge in 1916. Offering students opportunities to study and research in state-of-the-art classrooms, as well as acres of green spaces, gardens, and playing fields, the campus is home to nearly 12,000 students. A low student-to-faculty ratio promotes intensive learning that allows students to excel. MIT offers 56 undergraduate majors and has 50 departments and programs offering graduate degrees across its five schools and the MIT Schwarzman College of Computing. As an institution with a global reputation, MIT has been home to 98 Nobel laureates, 59 National Medal of Science winners, 30 National Medal of Technology and Innovation winners, 79 MacArthur Fellows, and 15 A. M. Turing Award winners.

The largest of MIT's five schools, the School of Engineering, is home to 70% of the Institute's undergraduate majors and 45% of graduate students. More than a third of MIT's faculty are in the school, and they generate more than half of the sponsored research for the Institute. Eight academic departments and one institute make up the school, along with a giant collection of research laboratories, centers, co- and extracurricular programs, professional and interdepartmental education initiatives, and more. Among these unique learning environments there exists 130,000 square feet of maker spaces across the Institute. Students at the MIT School of Engineering are encouraged to use both mind and hands to achieve the best in learning, and from their first day on campus are in the labs putting that theory to work.

To promote this idea, the Undergraduate Research Opportunities Program (UROP) offers a bridge between education and research. Ninety percent of students choose to participate in the program, working to tackle projects as diverse as tissue engineering, robotics, biofuels, solar cells, and internet modeling. Expanding on this program is SuperUROP, which is a yearlong experience enabling engineering undergraduates to work on complex problems and strive for publication-worthy findings. MIT School of Engineering has a mission to educate the next generation of engineering leaders, to create new knowledge, and to serve society. This close-knit, collaborative school is embedded in a hub for technology innovation and MIT Engineering students thrive in taking on the most challenging problems facing the world today.

The MIT School of Engineering is ranked at the top of its field. *U.S. News & World Report* has given the top spot to MIT's undergraduate engineering program since 1983. In the most recent publishing, six programs were placed in the number one spot, with four other programs ranking in the top ten.

MIT's Department of Chemical Engineering offers academic programs that prepare students to master physical, chemical, and biological processes, engineering design, and synthesis skills; creatively shape and solve complex problems, such as translating molecular information into new products and processes; and exercise leadership in industry, academia, and government in terms of technological, economic, and social issues. It provides a vibrant interdisciplinary research program that attracts the best young people; creatively shapes engineering science and design through interfaces with chemistry, biology, and materials science; and contributes to solving the technological needs of the global economy and human society. ChemE promotes active and vigorous leadership by its people in shaping the scientific and technological context of debates around social, political, economic, and environmental issues facing the country and the world.

Formally established as a separate department in 1920, MIT's Department of Chemical Engineering has not only set the standard for instruction and research in the field, but it also continues to redefine the discipline's frontiers. With one of three undergraduate programs focusing on chemical-biological engineering for students interested in the emerging biotech and life sciences industries, and two of three graduate programs providing an experiential course of study in chemical engineering practice in collaboration with MIT's Sloan School of Management, ChemE at MIT is unlike chemical engineering anywhere else.

REPORTING RELATIONSHIPS

The Senior Leadership Giving Officer will report jointly to the Head of the Department of Chemical Engineering, Paula T. Hammond and the Assistant Dean for Development, School of Engineering, Heather Kispert Hagerty.

FROM THE ASSISTANT DEAN

The culture of MIT is like none other. Curiosity, ingenuity, and creativity abound. Our passionate faculty, researchers, students, and staff strive every day to make a better world through education, research, and innovation. Fundraising helps fuel that engine.

The School of Engineering development team, in close collaboration with our colleagues in Resource Development, the Alumni Association, and MIT's Schools and College, works hand-in-hand with our faculty

and staff to build deep relationships with individuals, foundations, and corporations—and with each other. It’s a partnership, in every sense of the word. It’s why so many of us have built a long career at MIT—and why former colleagues often “boomerang” back.

The Institute is beginning a new chapter, with the arrival this January of Dr. Sally Kornbluth, MIT’s 18th President. It’s a tremendously exciting time to be at MIT and be part of a fast-paced, entrepreneurial team of fundraisers. I look forward to your application!

—Heather Kispert Hagerty, Assistant Dean for Development, School of Engineering

MIT'S DEPARTMENT OF CHEMICAL ENGINEERING'S COMMITMENT TO DIVERSITY, EQUITY, AND INCLUSION

Every endeavor in the Department of Chemical Engineering at MIT, from classroom education to academic research and translational efforts, benefits from the participation of scholars from every perspective.

ChemE believes a diversity of race, gender, sexual identity and orientation, ability, and country of origin helps to build and maintain the excellence of the department. It seeks to create an environment that welcomes all to participate *equitably* and hears every voice to the benefit of the science and engineering it pursues. To achieve this goal, ChemE works together as a community, sharing the responsibility among the faculty, staff, and students to create an environment that fosters equity and inclusion in every facet of the Department’s activities.

ChemE actively seeks new opportunities to enrich its community with members of diverse groups, and to support those groups upon arrival into the department. This posture of welcoming best ensures a setting in which every member of the ChemE community can reach their potential and contribute to the greater MIT challenge of *Mens et Manus* to address society’s many challenges.

PRIMARY RESPONSIBILITIES

The Senior Leadership Giving Officer will

- build, manage, and collaborate on a portfolio of 50-75 prospects and donors (including core team collaborations with Central Resource development), including identification, cultivation, and solicitation (\$1M+) with a primary focus on departmental priorities such as fellowships, professorships, capital projects, and research funds;
- work collaboratively with the ChemE Department Head and faculty, as well as Resource Development colleagues, to identify and engage new prospective donors, expanding the donor base and philanthropic support of ChemE;
- take part in face-to-face donor and industry partner and prospect visits (often including the ChemE Department Head, faculty, or senior administrators), as well as strategically orchestrate meetings and other interactions between faculty and staff and donors, industry partners, and prospects;
- maximize ChemE Department Head and faculty travel to engage with prospective donors and industry partners;
- provide and update all relevant donor and prospect records accordingly;
- work collaboratively with the ChemE Department Head and faculty to develop and execute a strategy to build relationships with and maintain a network of partner organizations resulting in research collaborations, funding, and recruitment opportunities;
- research and prepare background information, draft high-level strategy briefings, and prepare correspondence or other communications;

- work collaboratively with all School of Engineering colleagues; members of the central Resource Development team (including Office of Philanthropic Partnerships, Individual Giving, and Foundation Relations), Industrial Liaison Program, and Corporate Relations; MIT communications units; MIT Alumni Association; and members of the MIT Corporation; departmental Visiting Committees; and external volunteers;
- serve as mentor to fellow School of Engineering development officers and manage team-related projects as assigned by the Assistant Dean for Development;
- in partnership with the Assistant Dean for Development and the central Resource Development stewardship team, develop and execute a comprehensive strategic plan for stewardship of current ChemE donors;
- oversee and assist with developing, producing, and disseminating collateral and content related to initiatives including high level proposals;
- represent the School of Engineering and ChemE at events and meetings;
- in partnership with ChemE teammates and Resource Development colleagues, develop concept and content of ChemE development-related events;
- use the MIT advancement database to document all donor interactions in a timely fashion, including contact reports for prospect and donor engagements and key conversations, ensuring data consistency and accuracy with prospect and donor records;
- run reports and work with the ChemE Administrative Officer and the MIT Office of the Recording Secretary to ensure all gifts are properly tracked and stewarded;
- analyze giving trends and recommend targeted strategies for increasing support; and
- regularly report on progress against goals.

LEADERSHIP

Heather Kispert Hagerty

Assistant Dean for Development, School of Engineering

Heather Kispert Hagerty is Assistant Dean for Development for MIT's School of Engineering. Previously, she served as Director of Boston University's global leadership development team, working with principal gift and international prospects and overseeing presidential initiatives. She also served as the Regional Director for both New England and metro New York on BU's major gift team. Prior to BU, she was the Director of the Elite Donor Program at Thompson Habib and Denison, a direct marketing provider for non-profit organizations. Hagerty began her development career at MIT in both annual fund and major gift roles. Previously, she worked in management consulting and marketing. Hagerty is past President of Women in Development of Greater Boston and currently serves as Vice President, Leadership. She is also a member of both the Association of Fundraising Professionals and Council for Advancement and Support of Education. She earned her B.A. cum laude from Wellesley College and M.B.A. from Boston College Carroll School of Management.

Paula T. Hammond

Institute Professor and Department Head, Department of Chemical Engineering

Paula T. Hammond is an Institute Professor and Head of MIT's Department of Chemical Engineering, from which she holds both undergraduate and doctoral degrees. She is also a founding member of the MIT Institute for Soldier Nanotechnology. Among numerous awards, Hammond has received the American Institute of Chemical Engineers Margaret H. Rousseau Pioneer Award for Lifetime Achievement by a Woman Chemical Engineer, the Materials Research Society David Turnbull Lectureship, the ETH Zurich Chemical Engineering Medal, and the American Chemical Society Award in Applied Polymer Science. She is a member of three National Academies—Sciences, Engineering, and Medicine—as well as the American Academy of Arts and Sciences.

Hammond is a Board Member and co-Founder of LayerBio, Inc., a member of the Scientific Advisory Board of Moderna Therapeutics, Inc., the Scientific Advisory Board of Camden Partners LLC, a member of the Board of Alector, Inc., and member of the Board of Advanced Chemotherapy Technologies. She also serves on nonprofit boards including the Burroughs-Wellcome Fund and The MIT Engine.

PREFERRED COMPETENCIES AND QUALIFICATIONS

Massachusetts Institute of Technology seeks a Senior Leadership Giving Officer with

- a commitment to MIT's Department of Chemical Engineering's education, research, and social responsibility mission;
- exceptional interpersonal, organizational, project management, and communication skills, both written and oral, as well as time management skills;
- experience cultivating and solicitating gifts with significant institutional impact;
- an entrepreneurial approach to developing a prospect pool;
- an ability to manage multiple projects with confidentiality and discretion;
- a high level of computer competency including Word, Excel, and PowerPoint;
- an ability to relate to diverse constituencies, including faculty, alumni, resource development colleagues, and industrial partners;
- strong writing skills and an ability to produce high-quality and compelling written materials for department leadership; and
- proficiency with prospect management systems and other CRM systems.

A bachelor's degree or an equivalent combination of education and experience is required for this position as is at least five years of direct fundraising experience, preferably in higher education. Experience with research university culture and administration is desirable. An MBA/MS is preferred (technical, engineering, or scientific field preferred, but not required).

SALARY AND BENEFITS

The salary range for this position is \$125,000 to \$150,000 annually. Massachusetts Institute of Technology offers a comprehensive [package of benefits](#).

LOCATION

This position is in Cambridge, Massachusetts. Travel is expected up to 20% of time.

APPLICATION INSTRUCTIONS

All applications must be accompanied by a cover letter and résumé. ***Cover letters should be responsive to the mission of Massachusetts Institute of Technology as well as the responsibilities and qualifications stated in the prospectus.*** Preference will be given to applications received by March 30, 2023. All inquiries will be held in confidence.

To apply for this position, visit:

[Senior Leadership Giving Officer, Massachusetts Institute of Technology.](#)

To nominate a candidate, please contact Clare McCully, claremccully@aspenleadershipgroup.com.