



EXECUTIVE DIRECTOR OF CORPORATE RELATIONS

[STONY BROOK UNIVERSITY](#)

Stony Brook, New York



Stony Brook University

The Aspen Leadership Group is proud to partner with Stony Brook University in the search for an Executive Director of Corporate Relations.

The Executive Director of Corporate Relations will establish and advance multi-faceted connections between corporations and Stony Brook University and facilitate the management, referral, and optimization of those connections across all academic and administrative units of the University. The Executive Director will develop and manage strategic partnerships for purposes of mutual benefit of Stony Brook University and its corporate partners. In addition to focusing on sponsorships, brand partnerships, and philanthropy, the Executive Director will be charged with helping others on campus pursue corporate partnerships related to internships, employment of graduating students and alumni, executives teaching at Stony Brook, and corporate employee upskilling. The Executive Director will actively collaborate with academic units as well as administrative divisions and ensure corporate partnerships are developed and managed with special attention paid to input from students, faculty, and staff. Additionally, the Executive Director will determine the ideal level of outsourcing of sponsorship development to external agencies and the optimal proportional allocation of sponsorship revenues to participating activation units.

Stony Brook University, widely regarded as a SUNY flagship, was established in 1957 as a college for the preparation of secondary school teachers of mathematics and science. The first campus was in Oyster Bay, Long Island, on the grounds of a former Gold Coast estate. In 1962, a new campus was built near the historic village of Stony Brook on land donated by local philanthropist Ward Melville.

Stony Brook University provides comprehensive undergraduate, graduate, and professional education of the highest quality while carrying out research and intellectual endeavors of the highest international standards that advance knowledge and have immediate or long-range practical significance. The University provides leadership for economic growth, technology, and culture for neighboring communities and the wider geographic region including state-of-the-art innovative health care, while serving as a resource to a regional healthcare network and the traditionally underserved.

Part of the State University of New York system, the University has grown tremendously and is now recognized as one of the nation's important centers of learning and scholarship — carrying out the mandate given by the State Board of Regents in 1960 to become a university that would “stand with the finest in the country.” *USA Today* ranked Stony Brook the [ninth most diverse](#) institution in the nation with a student population that identifies as 23.8% Asian, 10.3% Black or African American, 9.9% Hispanic or Latino, and 0.3% American Indian or Alaskan Native. Stony Brook ranked #17 among educational institutions in *Forbes'* list [America's 500 Best Employers for Diversity 2021](#).

REPORTING RELATIONSHIPS

The Executive Director of Corporate Relations will report to the Senior Associate Vice President for Advancement.

STONY BROOK UNIVERSITY'S COMMITMENT TO EQUITY, INCLUSION, AND DIVERSITY

Having a more diverse community of students, faculty, and staff directly connects to Stony Brook University's mission, which states that it must strive to fulfill its objectives of high-quality comprehensive education at all levels while providing leadership in economic growth and state-of-the-art healthcare for the region, and do so in the context of celebrating diversity and positioning the University in the global community. Ensuring a broad definition of diversity further deepens that connection to the mission. Accordingly, the [Stony Brook University's Plan for Equity, Inclusion, and Diversity](#) includes diversity of race, ethnicity, religion, age, ability, veteran status, socioeconomic status, gender identity and expression, sex and sexual orientation. Diversity of perspectives, thought, and understanding serve as a foundation of Stony Brook's educational enterprise and helps its students become citizens of the world. Focused efforts must be made to recruit and retain a more diverse faculty group across the disciplines. Similar effort is needed to recruit and retain a more diverse professional staff and student body.

As noted in the 2015 SUNY Diversity, Equity, and Inclusion Policy, "SUNY aspires to be the most inclusive State university system in the country. We will achieve this goal by striving to ensure that the student population we serve and the administrative staff and faculty we employ are representative of the diversity of our state. SUNY will identify diversity, equity, and inclusion as essential aspects of system and campus planning and as indispensable characteristics of academic excellence and the ongoing experience of every member of the SUNY community."

Stony Brook embraces this definition of excellence, and this plan, along with ongoing work, will bring the community closer to actualizing these aspirations.

PRIMARY RESPONSIBILITIES

External Relationship Development

The Executive Director of Corporate Relations will

- initiate and cultivate relationships with senior executives at local and national businesses to advance University partnership opportunities and new revenue streams including corporate philanthropy; sponsorships and brand partnerships; internships, apprenticeships, and employment placements; corporate-faculty partnerships and sponsored research; part-time teaching by executives; and adult learning, badges, certificates, and employee upskilling;
- identify, qualify, cultivate, solicit, and/or steward each corporate philanthropic prospect as assigned;
- steward existing corporate donors appropriately to encourage long-term relationships;
- achieve specific and measurable goals for contacts, effective portfolio management, proposals presented, and dollars raised;
- serve as the single point of University contact for the needs of corporate partners and facilitate the necessary connections on campus to maximize partner benefits; and

- move corporate partners along a continuum of engagement ranging from a single point of engagement to a strategic partnership, as appropriate, to broaden and deepen relationships and generate resources for the University.

Internal Relationship Management

The Executive Director of Corporate Relations will

- manage the University-wide corporate partner committee to coordinate corporate account management across the institution;
- build relationships with administrative divisions (e.g., Athletics, Student Affairs) and academic departments (e.g., Computer Science, Mechanical Engineering) to ensure they are aware of and are actively participating in sponsorship activation opportunities;
- determine optimal communication strategy, content, and channels to ensure buy-in from internal stakeholders (e.g., faculty, staff, and students) with regard to increased digital and live corporate presence on campus; and
- serve as a member of the Stony Brook Advancement team and coordinate efforts with the broader work of University Advancement, participating as a professional and team member in various Advancement tasks and functions, communicating clearly and consistently with colleagues about goals, progress, and activities.

Marketing and Collateral Creation

The Executive Director of Corporate Relations will

- develop marketing collateral including customized proposals for corporate prospects; and
- develop creative sponsorship packages that leverage digital and physical assets to provide companies with measurable return on their investments through distinct brand association.

Contracting and Sponsorship Activation

The Executive Director of Corporate Relations will

- draft and negotiate sponsorship contracts in collaboration with the University's legal counsel and assist the Finance and Administration division in integrating sponsorship language into procurement-related Requests for Proposal; and
- collaborate with participating units on all aspects of sponsorship fulfillment, including delivery of marketing, public relations, entertainment, and hospitality benefits, all while meeting contract specifications and deadlines.

LEADERSHIP AND KEY COLLEAGUES

Justin Fincher, PhD

Vice President for Advancement

Justin Fincher, PhD, serves as the Vice President for Advancement at Stony Brook University and Executive Director of the Stony Brook Foundation. Reporting directly to Stony Brook University President Maurie McInnis and serving as a member of her senior management team, Fincher provides leadership for the University's development and alumni relations operations.

Prior to joining Stony Brook in August 2021, Fincher was the Vice President for Advancement Strategy and Administration at The Ohio State University. He oversaw advancement's talent management, training, and human resources functions, as well as the organization's strategic planning and internal communications efforts. Fincher managed projects that spanned the entire organization, advised the Senior Vice President on policy and short- and long-range planning, and aligned resources and talent to advance the organization's strategic priorities.

Prior to Ohio State, Fincher held roles at Rutgers University and Johns Hopkins University where he led teams responsible for assessment and research, marketing and communications, talent management, and constituent engagement. A nationally published author, teacher, and scholar of leadership development, he studies the influences of mentorship, involvement, diversity, and organizational climate on one's sense of belonging and capacity for leadership.

He completed his master's degree in college student personnel and his doctorate in higher education administration at the University of Maryland-College Park. He holds a bachelor's degree in biology, with a focus on human behavior, from Rutgers University.

A.J. Nagaraj

Assistant Vice President for Advancement Strategy

A.J. Nagaraj is the Assistant Vice President for Advancement Strategy at Stony Brook University, where he leads cross-team strategy and innovation-related projects focused on leveraging national best practices along with data and analytics to enhance divisional effectiveness.

Prior to joining Stony Brook, Nagaraj served as Senior Consultant and Director with EAB, where he managed an advancement investment and performance benchmarking initiative for 10 private research universities, conducted best practice research on fundraiser performance management, and later launched the firm's first programs in the independent school and K-12 public school district areas. Before joining EAB, he worked in human capital strategy roles at the District of Columbia Public Schools and the Teach for America national office in New York City.

Nagaraj holds a masters of education from the Harvard Graduate School of Education, where he focused on education leadership and policy analysis, and a bachelor's degree in political science from the University of Southern California.

PREFERRED COMPETENCIES AND QUALIFICATIONS

Stony Brook University seeks an Executive Director of Corporate Relations with

- a commitment to the mission of Stony Brook University – to provide comprehensive undergraduate, graduate, and professional education of the highest quality;
- an understanding of higher education, especially at large teaching and research institutions or other complex organizations;
- proven fundraising ability;
- exceptional verbal and written communication skills;
- experience collaborating with internal and external stakeholders;
- an ability to produce results against established metrics;
- project management and budget experience;
- an entrepreneurial spirit;
- an ability to collaborate effectively with faculty, staff, and outside constituencies;
- an ability to be flexible and seize opportunities as they develop; and
- experience working with Microsoft Office and Raiser's Edge or a comparable constituent relationship management system.

A bachelor's degree is required for this position as is at least seven years of progressively responsible experience in corporate philanthropy, sponsorships, and/or business development.

SALARY AND BENEFITS

Stony Brook University offers a competitive salary and [benefits package](#).

LOCATION

This position is located in Stony Brook, New York. Stony Brook is a hamlet and census-designated place in the Town of Brookhaven in Suffolk County, New York, on the North Shore of Long Island. Stony Brook began in the colonial era as an agricultural enclave, and experienced growth first as a resort town and then to its current state as one of Long Island's major tourist towns and centers of education. In addition to Stony Brook University, the hamlet is also home to the Long Island Museum of American Art, History, and Carriages and the Stony Brook Village Center, a commercial center planned in the style of a traditional New England village. Stony Brook offers plenty of opportunities for recreational activities like fishing, diving, boating, and other water sports, as well as arts and cultural activities, including art openings and independent films. The entire hamlet is within the Three Village Central School District, a highly regarded system that is a prime attraction for families with school-age children.

Stony Brook University's campus is just miles from the renowned sailing waters of Long Island Sound and near the world-famous Atlantic Ocean beaches on Long Island's South Shore, the Hamptons, and Fire Island, the quaint towns of Long Island's North Shore, and the numerous wineries on the island's East End. Stony Brook also is easily accessible to New York City and its world-famous museums, professional sporting and concert events, Broadway shows, and restaurants of every cuisine via an easy commute by car or mass transit. Similarly, Stony Brook is accessible via mass transit or car to the entire New York/New Jersey/Connecticut tristate area.

APPLICATION INSTRUCTIONS

All applications must be accompanied by a cover letter and résumé. ***Cover letters should be responsive to the mission of Stony Brook University as well as the responsibilities and qualifications presented in the prospectus.*** Review of applications will begin immediately and continue until the successful candidate has been selected.

To apply for this position, visit:

[Executive Director of Corporate Relations, Stony Brook University.](#)

To nominate a candidate, please contact Gregory Leet, gregoryleet@aspenleadershipgroup.com or Jeanette Rivera-Watts, jeanetterw@aspenleadershipgroup.com.

All inquiries will be held in confidence.