

# ASPEN • LEADERSHIP • GROUP

## UNIVERSITY DIRECTOR OF BUSINESS ADVANCEMENT

LONG ISLAND UNIVERSITY  
Brookville/Brooklyn, New York  
<http://liu.edu>



The Aspen Leadership Group is proud to partner with the Long Island University in the search for a University Director of Business Advancement.

The University Director of Business Advancement will be responsible for raising major gifts for the College of Management on the Long Island University (LIU) Post Campus and the School of Business on the LIU Brooklyn campus as part of the University's overall fundraising program. With two new deans in both programs, this is an exciting time to be joining the advancement leadership team at one of the largest private universities in the country.

The University Director of Business Advancement will join a team of professionals who are focused on ensuring sustainable philanthropic growth commensurate with the needs of the Business programs by engaging alumni and friends, soliciting prospects and stewarding donors in a professional and collaborative manner. This individual's primary responsibility is to identify and engage major gift prospects and donors capable of making gifts of \$50,000 to \$1,000,000, including individuals in early stage cultivation and/or with whom the University has little to no relationship.

Founded in 1926 in Brooklyn, NY, LIU provides excellence and access in private higher education to people from all backgrounds that seek to expand their knowledge and prepare themselves for meaningful, educated lives and for service to their communities and the world.

LIU offers more than 500 undergraduate, graduate, and doctoral degree programs and certificates, educating more than 20,000 students each year across multiple campuses. The University continuously strives to cultivate and expand academic, professional, artistic, and co-curricular opportunities. More than 500 full-time professors teach at LIU, with a majority holding the highest degree in their respective fields. The faculty includes numerous Fulbright Scholars, and in 2014, LIU was one of just nine master's institutions nationwide to have four Fulbright professors teaching abroad. LIU's faculty also includes Academy Award winners, prominent journalists, award-winning authors, leading scientists, and many more experienced and accomplished professionals. In addition to university-wide accreditation by the Middle States Commission on Higher Education, LIU's schools, colleges, and individual degree programs are recognized by many specialized accreditation boards, including the Accreditation Council for Pharmacy Education, the American Psychological Association Commission on Accreditation, the Commission on Collegiate Nursing Education, and the Association to Advance Collegiate Schools of Business International.

From the shores of Long Island, to the epicenter of business and tech innovation in Brooklyn, to the far corners of the world, LIU offers a unique college experience for every student seeking academic enrichment and professional opportunity. Upon graduation, LIU students join a community of more than 200,000 alumni to become global leaders in fields that include the arts, health sciences, media, education, pharmacy, business, technology, public service, and professional sports.

## **REPORTING RELATIONSHIPS**

The University Director of Business Advancement will report to the Vice President for University Advancement with a dotted line to two deans.

## **PRINCIPAL OPPORTUNITIES**

This position of University Director of Business Advancement presents an exciting and challenging opportunity for a highly motivated, energetic fundraising professional who is eager to participate in the evolution of the fundraising programs at Long Island University. An experienced and innovative fundraiser, the University Director of Business Advancement will implement a strategic development plan reflecting the priorities of the Business programs under the supervision of both deans and the Vice President for University Advancement. This position will spend significant time identifying and cultivating potential new donors and nurturing existing relationships with alumni and friends of the University.

## **PRIMARY RESPONSIBILITIES**

The University Director of Business Advancement will

- work closely with the Vice President for University Advancement, colleagues in the Office of University Advancement, as well as the deans, faculty, and key volunteers to pursue a coordinated and strategic program of cultivation, solicitation and stewardship of major gift prospects and donors for the College of Management at Post and the School of Business in Brooklyn;
- Identify, develop, and manage a donor/prospect portfolio of 100 to 150 individuals capable of making gifts of \$50,000-\$1,000,000, including individuals in early stage cultivation with whom the University has little to no relationship;
- document contacts and strategies through the prospect tracking module of the Raiser's Edge system;
- adhere to the policies and procedures for accepting, recording and acknowledging gifts;
- participate as a member of the University's Advancement team, attending gift officer meetings, professional development activities, and other staff meetings as appropriate;
- support strategic operating plans for the Business programs as directed by the Vice President and/or Deans;
- establish coordinated goals and implement programs to meet goals, and development policies, and priorities;
- provide staff support for the Dean's Advisory Council and additional school departmental councils on development-related issues, as requested;
- recruit and manage volunteers when appropriate;
- participate in Business programs and University events to cultivate relationships with donors, prospects, key volunteers, and all internal partners; and
- pursue professional growth activities with the approval of the Vice President for University Advancement.

## KEY COLLEAGUES



### **Charles J. Rasberry, Vice President for University Advancement**

Charles Rasberry is the Vice President for University Advancement and is responsible for increasing philanthropic resources to benefit the University's mission. Mr. Rasberry is a proven executive with extensive leadership experience and expertise in higher education and nonprofit organizations. Prior to joining LIU, he served as the Vice President for Advancement at Sarah Lawrence College, overseeing the record-setting \$200 million *Ahead of the Curve Campaign*. In previous positions at Florida State University, Loyola Marymount University, Georgetown University, and UNC Chapel Hill, his work provided him with the

opportunity to not only work with the senior administration, but to also engage the deans, the faculty senate, the faculty executive council, the satellite campuses, hospital administrators, university trustees and foundation trustees, the alumni, the student government leadership, and the broader student population in developing strategic visions and plans that aligned with a market brand while building a community around institutional shared values, historical mission, and aspirational strategic goals. Mr. Rasberry is a graduate of the University of North Carolina at Chapel Hill and holds a Master's degree from Princeton Theological Seminary.



### **Edward Rogoff, Ph.D., Dean, Brooklyn School of Business, Public Administration, and Information Sciences**

Dr. Edward Rogoff is the Dean of the LIU Brooklyn School of Business, Public Administration, and Information Sciences, and the recipient of the 2010 Outstanding Educator of the Year award, given by The United States Association of Small Business and Entrepreneurship. Dr. Rogoff joined LIU Brooklyn from Baruch College, where he directed the Lawrence N. Field Center for Entrepreneurship. Dr. Rogoff founded the CUNY Center for Student Entrepreneurship and has been instrumental in developing nationally ranked

undergraduate and graduate Entrepreneurship programs. Dr. Edward Rogoff is the author of two books, *The Entrepreneurial Conversation* and *Bankable Business Plans*, and his work has been published in *The New York Times*, *The Journal of Small Business Management*, *Entrepreneurship Research Journal*, and *Forbes*. He holds a B.A., M.B.A., M.A., and Ph.D. from Columbia University.



### **Robert M. Valli, Ph.D., Dean, Post College of Management**

Dr. Robert M. Valli is the Dean of the LIU Post College of Management. Dr. Valli joined LIU Post from the University of Illinois, where he served as director of Illinois Business Consulting (IBC), the largest student-led consulting organization in the United States. Dr. Valli is an internationally-renowned authority on innovation ecosystems and the convergence of higher education, business, and technology. His industry experience ranges from banking and capital management to renowned policy centers such as the Mayo Clinic and the Kauffman Foundation,

where he created and directed the Kauffman Global Foundation for Advancing Innovation. Dr. Valli's approach for the College of Management focuses on student efficacy, cross-disciplinary collaboration, and project-based learning programs. Dr. Valli is the author of *Investors Without Borders* (2012) and *Clusternomics: Rise of Global Technology Clusters* (forthcoming), among others. He holds a bachelor's degree from the University of California, Berkeley, was a member of the Stanford Graduate School of Business Alumni Board of Directors, and received his Ph.D. from the Department of Engineering at Cambridge University.

## **CANDIDATE QUALIFICATIONS AND QUALITIES**

The successful candidate for the position of University Director of Business Advancement should have

- experience and enthusiasm needed to build major gift pipelines;
- strong working knowledge of principles and practices of major gift fundraising;
- excellent written and oral communication skills;
- negotiation skills;
- ability to deal with complex concepts and ambiguity;
- demonstrated commitment to collaboration;
- ability to work well both independently and collectively with other team members and ability to manage multiple highly visible projects and priorities;
- excellent and mature judgment;
- excellent interpersonal skills, including the ability to listen and interact effectively with donors and high-level volunteers; and
- ability to travel up to 50% of the time, including local and regional visits, and work evenings and occasional weekends.

A Bachelor's degree is required for this position as is a minimum of five years of fundraising experience, preferably at an institution of higher education business environment, including personal solicitation and proven success in goal achievement. Comparable revenue-generation experience will be considered. A Master's degree is preferred.

## **SALARY & BENEFITS**

Long Island University offers a generous benefits package including medical, dental and life insurance, 403b retirement savings, tuition remission, and more.

## **LOCATION**

With six metropolitan area locations and the College of Pharmacy, LIU is dedicated to serving a diverse range of communities in downtown Brooklyn, and in Nassau, Suffolk, Rockland, and Westchester counties. LIU Post uniquely resides on the 307-acre C.W. Post estate formerly known as Hillwood in Brookville, New York. The Village of Brookville is located within the town of Oyster Bay in Nassau County, 35 miles from New York City.

## **DIVERSITY AND INCLUSION**

Long Island University is founded upon the premise of inclusion and has always embraced diversity. In keeping with its historic core values that celebrate opportunity, inclusion, and diversity, this policy reaffirms the University's commitment to equal opportunity in employment and to the opportunity for advancement of all qualified individuals without discrimination due to race, color, religion, sexual orientation, gender and/or gender identity or expression, marital or parental status, national origin, ethnicity, citizenship status, veteran or military status, age, disability, or any other legally protected basis.

### APPLICATION DEADLINE

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 Shelley Semmler: [shelleysemmler@aspenleadershipgroup.com](mailto:shelleysemmler@aspenleadershipgroup.com).*

*All inquiries will be held in confidence.*

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