



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



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

The Department of Materials Science and Engineering (DMSE) is home to the world's premier program focused on Materials Science and Engineering—the study of matter and how it is made. Its community members undertake interdisciplinary materials projects that draw on fundamental sciences in pursuit of beneficial engineering solutions. From construction materials to virus-grown nanostructures, DMSE seeks to understand the creation, composition, structure, properties, and performance of materials and to derive new, effective, and sustainable alternatives. The field welcomes original thinkers who embrace complexity, aspire to drive positive change, and harness the power of ambitious research to shape a better future. DMSE's collaborative community of students, scientists, practitioners, and scholars from across the globe are dedicated to that mission. In its labs and classrooms, current and future leaders in the field expand knowledge through experiments and projects that link diverse scientific disciplines. From novel manufacturing methods to high-capacity batteries, their work has resulted in powerful discoveries and innovations that positively influence virtually every corner of society.

The Leadership Giving Officer will create and execute a comprehensive strategic development plan, designed to raise financial support and awareness for the Department of Materials Science and Engineering. The Leadership Gift 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 Leadership Giving Officer will work collaboratively with the DMSE Department Head, key faculty and investigators, administrative officers, and events and communications staff to increase the visibility of DMSE and establish a thriving community of supporters, including both philanthropic and industry partnerships.

DMSE sits in the School of Engineering, the largest of MIT's five schools and 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 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.

REPORTING RELATIONSHIPS

The Leadership Giving Officer will report jointly to the Head of Department, Materials Science and Engineering, Jeffrey C. Grossman 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 MATERIALS SCIENCE AND ENGINEERING'S COMMITMENT TO DIVERSITY, EQUITY, AND INCLUSION

The faculty of the Department of Materials Science and Engineering care deeply about the mental and physical health of its students, and both the health of its students and the quality of their academic work are extremely important to the department. It values diversity and inclusiveness in its students, faculty, and staff regarding their backgrounds and opinions, and it remains committed to MIT's goal of increasing the percentage of underrepresented faculty and students.

By ongoing review and improvement of its recruitment, hiring, and retention practices and by promoting a supportive academic and social environment, the DMSE faculty pledges to enhance diversity and inclusiveness within departmental faculty, students, and staff. Its progress towards creating a diverse, caring community is reviewed biennially by the DMSE Visiting Committee.

MIT and DMSE are committed to excellence in education and research. They recognize that excellence in science and engineering is a result of collaborative efforts and that a community with differing experiences, education, backgrounds, and interests has better collaborations.

PRIMARY RESPONSIBILITIES

The Leadership Giving Officer will

- manage a portfolio of 50-75 prospects and donors (including core team collaborations with Central Resource development), including identification, cultivation and solicitation (\$100,000+) with a primary focus on departmental priorities such as fellowships, professorships, capital projects, and research funds;
- work collaboratively with the DMSE 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 DMSE;
- take part in face-to-face donor and industry partner and prospect visits (often including the DMSE 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 DMSE Department Head and faculty travel to engage with prospective donors and industry partners and provide and update all relevant donor and prospect records accordingly;
- work collaboratively with the DMSE 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 and 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;
- 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 DMSE 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 DMSE at events and meetings;

- in partnership with DMSE teammates and Resource Development colleagues, develop concept and content for DMSE 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 DMSE 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 goal.

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.

Jeffrey C. Grossman

Head of Department, Materials Science and Engineering, School of Engineering

Jeffrey C. Grossman is the Department Head of Materials Science and Engineering at the Massachusetts Institute of Technology and the Morton and Claire Goulder and Family Professor in Environmental Systems. He received his Ph.D. in theoretical physics from the University of Illinois and performed postdoctoral work at the University of California at Berkeley. He was a Lawrence Fellow at the Lawrence Livermore National Laboratory and returned to Berkeley as Director of the Nanoscience Center and Head of the Computational Nanoscience research group, with a focus on energy applications. In fall 2009, he joined MIT, where he has developed a research program known for its contributions to energy conversion, energy storage, membranes, and clean-water technologies. In recognition of his contributions to engineering education, Grossman was named an MIT MacVicar Faculty Fellow and received the Bose Award for Excellence in Teaching, in addition to being named a fellow of the American Physical Society. He has published more than 200 scientific papers, has held 17 current, or pending U.S. patents, and recently co-founded a company to commercialize graphene-oxide membranes.

PREFERRED COMPETENCIES AND QUALIFICATIONS

Massachusetts Institute of Technology seeks a Leadership Giving Officer with

- a commitment to MIT's Department of Materials Science and Engineering's focus on addressing human problems by constructing tools and shaping solutions;
- 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 three years of direct fundraising experience, preferably in higher education. Experience with research university culture and administration is desirable.

SALARY AND BENEFITS

The salary range for this position is \$100,000 to \$125,000 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:

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

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