



**SENIOR DIRECTOR OF DEVELOPMENT, PHYSICAL SCIENCES
UNIVERSITY OF CALIFORNIA SAN DIEGO**

San Diego, California

[University of California San Diego](https://ucsd.edu)



The Aspen Leadership Group is proud to partner with University of California San Diego in the search for a Senior Director of Development, Physical Sciences.

The Senior Director of Development, Physical Sciences will plan and implement strategies for the identification, cultivation, solicitation, and stewardship of major and principal gift prospects for the Division of Physical Sciences. The Senior Director will formulate, manage, and implement the fundraising program for the Division of Physical Sciences, to include major and principal gifts and volunteer activities as determined by the Associate Vice Chancellor and Senior Executive Director of Development, oral presentations to potential donors, and will coordinate approaches as defined by campus policy and procedures; develop gift opportunities consistent with the priorities of Physical Sciences' and UC San Diego's mission; and collaborate with colleagues across University Advancement and the campus.

At the University of California San Diego, challenging convention is its most cherished tradition. Since its inception, UC San Diego has been shaped by exceptional scholars who take risks and redefine conventional wisdom. Through sheer determination and a relentless pursuit for groundbreaking discovery, UC San Diego has earned recognition as one of the world's premier research universities and one of the top-10 public universities in the nation. *Washington Monthly* has consistently ranked UC San Diego as the top public university for positive impact on the nation.

The first students to enroll at the new UC San Diego in 1960 were graduate students in physics. The first professors, whose names mark the university's historical buildings, included Nobel Prize winners. Today, UC San Diego graduate programs rank in the top 20 nationally, and all of the university's undergraduate students take our courses as majors, minors or for graduation requirements.

Whether its chemistry, mathematics or physics, UC San Diego's tradition of interdisciplinary research enables innovative and impactful new research directions and attracts the most academically excellent and diverse faculty.

REPORTING RELATIONSHIPS

The Senior Director of Development, Physical Sciences will report to the Senior Executive Director of Development, Anne Harris.

DIVISION OF PHYSICAL SCIENCES

At the heart of the university, the Division of Physical Sciences is committed to inclusive excellence in research and teaching—providing the resources and environment for all community members to excel. Its priorities support the Chancellor's strategic goals as its vision focuses on student success, growing faculty ranks, and enabling new research directions.

The Division's 170+ world-renowned faculty contribute to its students' success through mentorship. They share a deep passion for understanding the world and leaving it a better place for future generations. In this spirit, they combine research excellence, educational innovation, and diverse perspectives to expand the frontiers of scientific discovery and to address complex challenges facing our global society. The division serves over 500 graduate students and over 4,000 undergraduate students, as well as reaching nearly 70,000 student enrollments in physical sciences undergraduate courses each year.

Research excellence is key to educating the scientific leaders of tomorrow. The Division of Physical Sciences offers a wide range of undergraduate and graduate degrees, top-ranking graduate programs, and it supports California's need for qualified science teachers through the California Teach Science and Math Initiative. The Division's reputation at UC San Diego has been built over time through the success of its students and the faculty who help prepare them for engaging with the world.

PRINCIPAL OPPORTUNITIES

Launched publicly in March 2017, the *Campaign for UC San Diego* is the most ambitious fundraising effort in the university's history: a \$2 billion comprehensive fundraising campaign to transform the student experience, the campus, and ultimately the world. Thanks to the generous support of 135,000 friends, UC San Diego has surpassed its ambitious goal of raising \$2 billion for the campaign, making it the youngest U.S. university to have ever reached a multi-billion-dollar milestone. Its supporters have created a powerful community that is driving momentum and will propel fundraising efforts through the planned campaign conclusion in 2022 and beyond. This incredible energy will have an enduring impact on the campus and the world.

University Development seeks a mission-driven, seasoned, and results-oriented fundraising leader to serve as the Senior Director of Development for the Division of Physical Sciences team. In partnership with the Dean and the Senior Executive Director for University Development, the Senior Director will serve in a vital management and leadership role for Physical Sciences Development. The successful candidate will lead donor strategy for major and principal gifts, as well as manage and mentor a small, vibrant development team focused on fundraising, pipeline development, donor relations, and events that are foundational to the team's success. The Senior Director will partner with some of the world's greatest minds on high-profile initiatives that through philanthropic investment can transform our world.

In addition to providing management and programmatic oversight, the Senior Director will play a leadership role in ensuring the Physical Sciences' Development team builds continued momentum beyond their \$100 million goal as part of the *Campaign for UC San Diego* and creates a sustainable philanthropic pipeline for the current and future campaigns. The Senior Director will collaboratively

develop, manage, and implement a strategic plan for Physical Sciences that provides organizational growth and long-term philanthropic sustainability. The successful candidate will be a high-performing, creative fundraiser who brings a passion for donor-centric philanthropy, strong development experience in complex and highly collaborative environments, and a management style that inspires success, supports team members' professional growth, and models integrity, inclusivity, and accountability.

PRIMARY RESPONSIBILITIES

The Senior Director of Development, Physical Sciences will

- lead and direct a comprehensive fundraising program for UC San Diego's Division of Physical Sciences to support campus funding priorities;
- ensure that fundraising goals are met and design and implement highly specialized program activities to achieve these goals in current and future comprehensive fundraising campaigns;
- lead and oversee Physical Sciences strategies for identifying, cultivating, and soliciting principal gift prospects, including individuals, corporations, and foundation, of \$1 million+;
- work collaboratively with academic leaders, faculty, other development officers, and administrative personnel and volunteers to develop giving opportunities and coordinate successful cultivation and solicitation efforts;
- present formal fundraising proposals to major donors and prospects or prepare senior management for the presentation of proposals;
- ensure that the Associate Vice Chancellor, Senior Executive Director, and academic leadership in Physical Sciences are appropriately informed of planned solicitation activity at the major and principal gift level;
- manage a portfolio of donor prospects that include the most influential, complex or highest capacity-rated donors;
- strategically engage, prepare, and brief academic leadership and faculty in Physical Sciences to participate in major and principal gift cultivation, solicitation, and stewardship;
- engage Physical Sciences academic leaders and development staff in ongoing assessment of approaches in order to establish and sustain a donor-centered operation that serves the entire university;
- develop, create, write, implement, and evaluate individualized marketing plans and/or strategies for cultivation and solicitation of major and principal gifts, gift planning or corporate/foundation prospects;
- oversee the recruitment and training of volunteers to assist in appropriate capacities in the fundraising program;
- utilize the services of and partner with central University Development and Advancement's central service teams to maximize effectiveness of development programs;
- partner with University Development communications staff to create complex white papers, cases for support, development collaterals, and proposals for solicitation of high value individuals, corporate, and/or foundation prospects;
- analyze needs and create strategic and long-range plans for Physical Sciences fundraising and other advancement programs with the authority to make commitments and precedent-setting decisions regarding program design, development, and procedure;
- oversee donor recognition and stewardship programs in the Division of Physical Sciences;
- provide effective and efficient management, operation, and oversight for the Physical Sciences Development team on issues relating to university policies and procedures, development policy, management controls, accountability, risk management, performance standards, professional development, and strategic planning;

- develop procedures and strategies for gift solicitation, customizing the method of cultivation and solicitation to individual, corporate, or foundation needs for major gifts of \$100,000+ and at the principal gift level of \$1 million+;
- prepare annual cultivation and solicitation plans, as well as regular reports on achievements for university leaders;
- provide guidance to the Physical Sciences academic leadership, faculty members, and professional staff regarding best practices in fundraising;
- engage the Physical Sciences academic leaders and development staff in ongoing assessment of approaches in order to establish and sustain a donor centered operation that serves the entire university;
- engage volunteers and donors in activities benefiting the university, such as Deans' advisory councils;
- work with the Senior Executive Director and other leaders to develop short and long-term strategies for campus-wide Advancement plans, ongoing fundraising initiatives, and comprehensive campus wide campaigns for UC San Diego;
- provide counsel and propose strategies regarding the feasibility of raising private support for campus activities and projects not funded through state appropriations, such as endowments and physical facilities;
- recruit, select, train, coach, mentor, and evaluate the directors of fundraising programs and staff personnel in the Division of Physical Sciences, as well as University Development;
- communicate and coordinate with the University Development leadership and academic leadership to assure that fundraising is appropriately consistent with the senior campus leadership's vision and with academic priorities;
- create environments that enhance communication and collaboration between individuals within the Physical Sciences Development team, and others throughout Advancement and the campus overall;
- serve as an advocate to the Advancement leadership and academic leadership on behalf of Physical Sciences development staff;
- provide general guidance and liaison with other professionals who, while not full-time development officers, have fundraising related responsibilities included in their duties, including those in organized research units;
- commit to fostering UC San Diego's Principles of Community by encouraging the best possible working and learning environment; and
- commit to the highest standards of civility and decency toward all and to promoting and supporting a community where all people can work and learn together in an atmosphere free of abuse.

KEY COLLEAGUES



Steven Boggs

Dean

Professor of Physics

An experimental astrophysicist, Steven Boggs officially began his tenure as Dean and as a professor of physics in UC San Diego's Center for Astrophysics and Space Sciences, known as CASS, on January 1, 2017. He also holds the Chancellor's Associates Endowed Chair in Physics. Boggs is the second permanent Dean of the division, which includes a Nobel Laureate and Fields Medalist among its current faculty, and which has experienced substantial growth in its research and

education programs since its founding in 2000. He follows Mark Thiemens, a chemistry and biochemistry professor who served for 16 years as the division's founding dean. Jeffrey Rummel, a mathematics professor and associate dean, served as interim dean from July 2016 until the end of last year. Chemistry, Mathematics and Physics have played a central role in UC San Diego's rise to national and international distinction, forming the foundation of one of the top research institutions in the world. Boggs is also a Professor of Physics at UC San Diego. His research is in experimental high energy astrophysics, developing X-ray, gamma-ray, and cosmic-ray instruments to study some of the most fascinating creations in the universe.



Suzi Sterner
Associate Chancellor

Reporting to the Chancellor and working in close collaboration with the Assistant Chancellor/Chief of Staff, Suzi Sterner provides broad scope research and analysis, as well as strategy development, to advance the Chancellor's initiatives and vision for the university. Sterner provides senior executive-level oversight and coordination of campus strategic initiatives and their implementation, with a special emphasis on serving as the link between Advancement leadership and the Chancellor. The Associate Chancellor represents and acts on behalf of the Chancellor with both internal and external audiences, and identifies objectives, formulates strategies, directs programs, coordinates resources and reports outcomes. The Associate Chancellor has the primary responsibility for campus-wide, overarching "signature events," and for all collateral for these activities. In her role, Sterner supervises Creative Services and Publications, Special Events and Protocol, and immediate office staff, including student employees.



Drew Hunsinger
Associate Vice Chancellor, University Development

Drew C. Hunsinger, JD, is the Associate Vice Chancellor for UC San Diego University Development. As the leader of University Development, Hunsinger is responsible for all aspects of advancement for UC San Diego's general campus and Scripps Institution of Oceanography. His primary responsibilities include leading fundraising strategy and a team of more than 50 development professionals. The University Development team secures transformative, principal and major gifts, while working collaboratively with faculty, campus and volunteer leadership to coordinate fundraising efforts to benefit the Divisions and Schools across UC San Diego. Hunsinger joined UC San Diego in January 2017 following over 14 years at Oregon Health & Science University Foundation (OHSUF), most recently serving as Vice President of Development. At OHSUF, Hunsinger helped the organization achieve transformational growth in fundraising for OHSU, created and lead high performing development teams, personally managed a portfolio of principal and planned gift donors, and worked on many of OHSUF's largest gifts. As a member of the OHSU Foundation senior management team, Hunsinger co-led a redesign and rollout of the OHSU ONWARD comprehensive campaign, which secured more than \$1.4 billion in just over three years. Hunsinger earned his Bachelor of Arts in Psychology from University of North Carolina at Chapel Hill and his Juris Doctorate from Willamette University College of Law.



Anne Harris

Senior Executive Director of Development, University Development

Anne Harris is the Senior Executive Director of Development for UC San Diego. Harris is responsible for providing leadership, management, and overall program strategy in planning, coordinating, and implementing fundraising for the Division of Biological Science, the Division of Physical Science, the School of Global Policy and Strategy, and Scripps Institute of Oceanography.

Harris joined UC San Diego in September 2017. Previously she served as a Senior Administrator and Development Officer who led advancement teams within the California State University system. She has over 22 years of experience in developing fundraising strategies, campaign planning, board leadership, and volunteer leadership, development team leadership and management, and meeting fundraising goals. Prior to coming to UC San Diego, Harris was the Associate Vice President for Development at San Francisco State. She served as Interim Vice President for Development at California State University East Bay, and Campaign Director at California Polytechnic State University. She earned her bachelor's degree in organizational communications and dual master's degrees in business administration and organizational communication at CSU Stanislaus.



John Sawyer

Director of Development

John Sawyer moved to San Diego from Charlottesville, Virginia, where he served as the Assistant Director for Advancement for the School of Engineering and Applied Science at the University of Virginia. Before his tenure with UVA, Sawyer was the Director of Development for the Hayes School of Music at Appalachian State University in Boone, North Carolina. He also brings experience working in political fundraising with the Alabama Democratic Party.

Sawyer earned a BS in History from Appalachian State University and a Master's in Public Administration from Auburn University. Sawyer is a passionate and thoughtful development professional, and we are fortunate he will be joining the Physical Sciences team in this important role.



Carly Shadron

Development Coordinator

Carly Shadron joined University Development as the Development Coordinator supporting the Physical Sciences team in November 2017. Shadron manages donor relations and event activities for the division in her role. She moved to San Diego from Bend, Oregon, where she spent three years as the Development Coordinator for a non-profit serving disadvantaged youth, the Heart of Oregon Corps. Shadron brings strong experience in grant writing, development communications, and event management, and she is passionate about thoughtful donor stewardship strategy. Shadron earned a BS in Interdisciplinary Studies from Arizona State University.

Jeanette Regaletto

Development Specialist

Jeanette provides support to the Physical Sciences Development Unit and, when needed, provides Dean's Office support. She supports events for divisional activities relating to development, and initiatives of the Division of Physical Sciences; along with partnered Physical Sciences Alumni programs within the Division. Before coming to UC San Diego, Jeanette's previous experience was within the area of development and human resources. She had been a Development Coordinator at Scripps Health Foundation Encinitas; and prior to that, Human Resources Recruiting Coordinator for Pfizer La Jolla -

Global Research and Development. Jeanette has been with the Division of Physical Sciences for over 12 years within the Development Unit; serving over three years in a dual role as Executive Assistant to the Deans' and Development Unit.

PREFERRED QUALIFICATIONS

University of California San Diego seeks a Senior Director of Development, Physical Sciences with

- expert working knowledge of all aspects of fundraising, donor relations, and public relations concepts, principles, procedures, and techniques;
- proven experience in the full spectrum of development including gift policies, solicitations, stewardship, donor recognition, and administration;
- expert written and interpersonal communication skills, including the political acumen needed to establish and maintain good working relationships throughout the organization and with outside constituencies;
- expert skills in making persuasive and compelling presentations of goals and objectives in order to secure gifts;
- strong written and oral communication skills that demonstrate correct grammar usage, syntax, and format, with the ability to make oral presentations and/or interpret various related programs to constituents;
- expert project/program management skills, including skills in setting and meeting program/project goals and objectives within budget and time constraints;
- a proven ability to provide critical analysis, using sound judgment with realistic expectations for projected results;
- demonstrated success at raising funds by developing and implementing strategic solicitation fundraising plans that incorporate a concise definition of goals, targeted audiences, and strategies in-line with institution and academic goals in higher education and closing major gifts (\$100,000+) and principal gifts (\$1 million+) from individuals, corporations, and foundations, both local and national;
- progressive experience in fundraising roles leading to opportunities to lead and manage individuals working in a different program and/or disciplinary roles;
- proven success as a development officer in a highly sophisticated donor centered fundraising environment as a direct line fundraiser;
- demonstrated knowledge, accountability, and comprehension skills to formulate budgetary planning and prioritization of projects, programs and activities, using sound judgment while meeting organizational skills;
- a proven record of writing proposals for a significant project/major gift level (\$100,000+) and principal gift level (\$1 million+) directed to individuals, foundations, and corporations;
- demonstrated personnel management skills to provide guidance to maintain a strong team of players. Dispense appropriate coaching and disciplinary action when necessary;
- an ability to hire, train, supervise and evaluate staff;
- a good faith effort to advocate UC San Diego's affirmative action program when hiring individuals;
- demonstrated expertise to utilize on-line databases and other software to create, retrieve, and compile up-to-the-minute documents and historical information for reports;
- strong organizational skills, with management and leadership ability, to motivate staff and to act as role model for all development operations;
- exceptional leadership skills, with the ability to represent UC San Diego favorably to both campus and community constituents;

- a proven ability to develop an effective volunteer structure to maximize the strengths of volunteers, thereby creating a sound, strong volunteer base for fundraising purposes;
- an ability to work independently, exercising initiative to provide the Senior Executive Director and other officials with information to keep them adequately informed;
- an ability to inspire confidence by displaying a strong sense of ethical conduct that will effectively motivate and persuade diverse groups;
- demonstrated experience at creating and implementing a fundamental plan for successful capital campaigns, including feasibility studies, identification of campaign projects, establishment of priorities, strategy, cultivation and solicitation, negotiation, finalization of proposals and follow through, while providing leadership to staff;
- management and/or leadership experience with a decentralized development office where development officers are housed within the units served; and
- demonstrated fundraising experience in a large, complex, public university.

A bachelor's degree and/or the equivalent experience and training is required for this position. Five or more years of direct line fundraising is preferred.

DIVERSITY, EQUITY, AND INCLUSION

The University of California, San Diego is dedicated to learning, teaching, and serving society through education, research, and public service. Its international reputation for excellence is due in large part to the cooperative and entrepreneurial nature of the UC San Diego community. UC San Diego faculty, staff, and students are encouraged to be creative and are rewarded for individual as well as collaborative achievements. To foster the best possible working and learning environment, UC San Diego strives to maintain a climate of fairness, cooperation, and professionalism. These principles of community are vital to the success of the university and the well-being of its constituents. UC San Diego faculty, staff, and students are expected to practice these basic principles as individuals and in groups.

The university values each member of the UC San Diego community for their individual and unique talents, and applauds all efforts to enhance the quality of campus life. It recognizes that each individual's effort is vital to achieving the goals of the university. It affirms each individual's right to dignity and strives to maintain a climate of justice marked by mutual respect for each other. It values the cultural diversity of UC San Diego because it enriches lives and the university. It celebrates this diversity and supports respect for all cultures, by both individuals and the university as a whole.

UC San Diego is a university that adapts responsibly to cultural differences among the faculty, staff, students, and community. It acknowledges that society carries historical and divisive biases based on race, ethnicity, sex, gender identity, age, disability, sexual orientation, religion, and political beliefs. Therefore, it seeks to foster understanding and tolerance among individuals and groups, and it promotes awareness through education and constructive strategies for resolving conflict.

The university takes a proactive approach to cultivating a welcoming environment for all because excellence is only attainable when everyone is included, respected, and empowered. It is committed to providing a workplace free of discrimination and harassment.

The University of California is an Equal Opportunity/Affirmative Action Employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, disability, age, protected veteran status, gender identity or sexual orientation. For the complete University of California nondiscrimination and affirmative action policy, see: [Nondiscrimination and Affirmative Action Policy Regarding Academic and Staff Employment](#).

SALARY & BENEFITS

University of California San Diego offers a competitive and comprehensive salary and package of employee benefits.

LOCATION

University of California San Diego occupies 2,141 acres near the Pacific Ocean in the La Jolla neighborhood of San Diego, California.

APPLICATION INSTRUCTIONS

All applications must be accompanied by a cover letter and résumé. ***Cover letters should be responsive to the mission of the University of California San Diego.*** Review of applications will begin immediately and continue until the successful candidate has been selected.

To apply for this position, visit:

[Senior Director of Development, Physical Sciences, University of California San Diego.](#)

To nominate a candidate, please contact Anne Johnson:

annejohnson@aspenleadershipgroup.com.

All inquiries will be held in confidence.