



Northeastern University

Assistant Dean of Development
College of Engineering
Boston, MA

Northeastern's extraordinary momentum has been fueled by experience as the lifeblood of learning and discovery ... the deep well of energy, talent, and spirit within our global community inspires us to celebrate and amplify the power of experience worldwide. – President Joseph E. Aoun

PURPOSE STATEMENT

The College of Engineering at Northeastern University seeks an accomplished and results-oriented Assistant Dean of Development to lead fundraising as the College enters its next phase of strategic growth. The Assistant Dean of Development will bring forward innovative and ambitious fundraising strategies that deepen the culture of philanthropy and broaden the donor base and inspire a high-performing team to raise their sights and reach new levels of success. This role offers a chance to join a tier one research institution on the ground floor of its comprehensive campaign and to be out front with a highly talented faculty communicating ideas and envisioning projects and solutions that make the world a better place to live.

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POSITION OVERVIEW

Under the leadership of Dean Gregory Abowd, Northeastern's College of Engineering has refreshed its strategic plan and re-established its mission of producing transformative engineers – both students and faculty – with global impact. Over the next five years, the College will focus on inspiring transformative thinking through an elevated undergraduate experience, delivering high quality educational products and leveraging the University's global network to create access to lifelong learning opportunities, and becoming a destination of choice for research. These goals, along with the University's current comprehensive campaign, present numerous opportunities to engage both current and new supporters.

Reporting to the Senior Associate Vice President of Development, Rob Silk, and working in close partnership with Dean Abowd, the ADD will serve as the chief development officer for one of Northeastern University's most prominent schools. In this role, they will balance the management of their own portfolio of individual donors (alumni, friends, parents) with the management and leadership of a team of six development professionals.

Northeastern will task the ADD with holistically examining the College's past and current fundraising structure and success before charting an ambitious roadmap for the future, designing a fundraising strategy reflective of COE's philanthropic capacity; collaborating with advancement colleagues and the COE development team to advance the fundraising program; centering moves management and creating meaningful donor experiences; and providing the motivation and leadership necessary to empower the team in achieving new goals.

A member of the Dean's cabinet, the ADD will partner closely with Dean Abowd and staff him as a principal fundraising resource while offering recommendations into university-wide development plans and how the strategic priorities of COE can be leveraged to engage top prospects for Northeastern University. Opportunities exist for both blended and interdisciplinary gifts in partnership with colleagues in central development including those in corporate and foundation relations, family philanthropy, gift planning, and leadership giving, and those across Northeastern's network of campuses.

In making the case for support, the ADD will translate research and technical subject matters in ways that personally compel a variety of audiences and stakeholders. The ADD will be expected to leverage the depth of CEO programming, collaborating closely with world-renowned faculty across the Bioengineering, Chemical Engineering, Civil and Environmental Engineering, Electrical and Computer Engineering, and Mechanical and Industrial Engineering departments. Interdisciplinary programming and research as well as generating support for Underrepresented Minority students are areas of continued focus for the College of Engineering, in addition to professorships, scholarships, graduate fellowships particularly at the Ph.D. level, and creating unique research and instructional space such as next generation makerspace.

The ideal candidate is expected to have 10+ years of progressive fundraising experience, preferably within higher education, and at least three years managing fundraisers. The demonstrated ability to plan, execute and close 6- and 7-figure gifts is essential, as is a track record of success in identifying new donors. Experience raising gifts from alumni of professional schools (Business, Law, Engineering) is helpful.

They will have excellent organizational and interpersonal skills, with the charisma and intellectual curiosity to partner with a Dean and faculty members working on cutting-edge engineering

programs and research. The candidate will be an engaged and energetic fundraiser who relishes the cultivating, soliciting, and stewardship of donors. They will be a natural relationship builder who takes a solutions-focused approach to development and believes there are no dead-ends, only other roads to pursue. They will be a natural leader with the presence, interpersonal skills, and energy to build relationships at all levels in service to Northeastern University; a true team player who has collaborative instincts, an inclination to integrate efforts, and the tolerance for ambiguity and uncertainty in a complex, interdisciplinary environment.

RESPONSIBILITIES

STRATEGIC LEADERSHIP & MANAGEMENT

- Work closely with the Dean and the Senior Associate Vice President of Development (SAVP) to create and deliver a strategic, multi-faceted development plan for the College, one that translates academic priorities into development opportunities and enables the college to meet annual fund-raising goals.
- Make strategic use of the Dean's time and efforts to advance key relationships and gift discussions.
- Ensure the development of fundraising strategies for all College major gift prospects and oversee the collective execution of these strategies.
- Ensure that the priorities of the College are aligned with the objectives of the University, particularly as it relates to campaign goals and desired outcomes.
- Champion innovation, excellence, and expansive thinking when considering fundraising opportunities across the institution.
- Inspire, mentor, and evaluate a team of six development professionals (four gift officers, two development associates), striving towards ideal outcomes of best-in-class major gift cultivation and solicitation.
- Support the team in strategic and tactical pipeline building activities including prospect management, prospect development, discovery, and qualification.
- Provide an inclusive and psychologically safe work environment that establishes belonging among all community constituents including volunteers and staff regardless of race, color, religion, gender, national origin, sexual orientation, marital status, age, veteran status, or disability.
- Oversee the annual operating budget for the development office; ensure efficient use of office resources and the completion of timely reports associated with this fiduciary responsibility.

FUNDRAISING & RELATIONSHIP MANAGEMENT

- Manage a select portfolio of 80 major and principal gift prospects (\$100K-\$5M).
- Travel locally and nationally to identify, qualify, cultivate, solicit, and steward prospects and donors.
- Uplift the philanthropic capacity of all constituencies, identifying areas for growth, and developing strategies to meaningfully involve staff, volunteers, and donors at all levels.
- Develop a meaningful donor engagement strategy designed to improve donor retention.
- Establish meaningful and collaborative working relationships with central Advancement colleagues to enhance the role and outreach of the College in University fundraising, serve multi-disciplinary initiatives and ensure standards of professional conduct.
- Provide and analyze data and information for the Dean and SAVP to maximize development opportunities and to track progress towards goals.
- Maintain records of activities and engagements in Salesforce.

QUALIFICATIONS

- 10+ years progressive experience, preferably in higher education, with exposure to the sciences, technology, and/or engineering-related subjects.
- 3+ years of management experience leading teams of frontline fundraisers.
- Demonstrated ability to plan strategically to carry out the vision, goals, and fundraising aspirations of the College and the University.
- Proven success in fundraising at the major and/or principal gifts level (six- and seven-figure gifts).
- A supportive and accessible management style, the ability to lead and motivate a diverse staff and to encourage change and growth in both people and programs, and a strong commitment to personal and professional development.
- Evidence of entrepreneurial approaches in engaging prospects and developing a prospect pipeline.
- Experience evaluating the strengths of existing philanthropic programs and identifying opportunities for improvement. Evidence of elevating development programs to higher performance levels across all metrics.
- Demonstrated ability to work closely with high-level decision makers and other top-level volunteers.
- The interpersonal skills necessary for building relationships with external (donors, prospects, volunteers) and internal (deans, faculty, advancement colleagues, staff) constituents.
- Excellent verbal and written communication skills.
- Highly collaborative in approach.
- Able and willing to travel domestically to develop and maintain relationships with prospects and donors.
- Bachelor's degree or equivalent work experience required.

ABOUT THE COLLEGE OF ENGINEERING

The College of Engineering at Northeastern University offers an interdisciplinary, experiential educational opportunity for engineering students combining rigorous academics, R1 research, and a top-ranked co-op program to name a few. We develop the next generation of engineering leaders capable of addressing the complex challenges of the world to make a difference in society. Learn more by visiting <https://coe.northeastern.edu/>.

DEAN GREGORY ABOWD

Gregory D. Abowd is Dean of the College of Engineering and Professor of Electrical and Computer Engineering at Northeastern University. Prior to joining Northeastern in March 2021, he was a Regents' Professor and held the J.Z. Liang Chair in the School of Interactive Computing at the Georgia Institute of Technology, where he also served as Associate Dean of Research and Space for the College of Computing. Abowd is an internationally renowned and highly cited scientist, well known for his contributions in the general area of Human-Computer Interaction (HCI) and specifically for his groundbreaking research in ubiquitous computing.

In more than 26 years at Georgia Tech, Dr. Abowd initiated bold and innovative research efforts, such as Classroom 2000 and the Aware Home, as well as pioneering innovations in autism and technology, health systems, CampusLife, and a joint initiative with engineering in computational

materials. He was on the founding editorial board of IEEE Pervasive Computing Magazine and was founding Editor-in-Chief of Foundations and Trends in HCI and The Proceedings of the ACM in Interactive, Mobile, Wearable, and Ubiquitous Technologies. He also founded the non-profit Atlanta Autism Consortium in 2008 to serve and unite the various stakeholder communities in Atlanta connected to autism research and services.

Dean Abowd's contributions to the fields of Human-Computer Interaction and Ubiquitous Computing have been recognized through numerous awards. In 2008, he was named a Fellow of the Association for Computing Machinery. That same year, he was inducted into the ACM CHI Academy, the most prestigious honor for researchers in HCI. In 2009, he received the ACM Eugene Lawler Humanitarian Award for his work in autism and technology. As of 2020, he graduated 30 Ph.D. students, 20 of whom have gone on to successful careers at top universities around the world.

Dr. Abowd received the degree of B.S. in Honors Mathematics in 1986 from the University of Notre Dame. He then attended the University of Oxford in the United Kingdom on a Rhodes Scholarship, earning the degrees of M.Sc. (1987) and D.Phil. (1991) in Computation from the Programming Research Group in the Computing Laboratory. From 1989-1992 he was a Research Associate/Postdoc with the Human-Computer Interaction Group in the Department of Computer Science at the University of York in England. From 1992-1994, he was a Postdoctoral Research Associate with the Software Engineering Institute and the Computer Science Department at Carnegie Mellon University.

View a video of Dr. Abowd's talk on his career, titled "[Ignorance Is Bliss: A Career Retrospective.](#)"

ABOUT NORTHEASTERN UNIVERSITY

Northeastern University, a global, experiential, research university built on a tradition of engagement with the world and creating a distinctive approach to education and research, is forming the world's first true global university system. Under the leadership of President Joseph Aoun, Northeastern has redefined the global university by expanding its hallmark co-op program and other experiential learning opportunities to 128+ countries and creating new educational and research partnerships that align with the increasingly global nature of higher education.

Classified as a top-tier research institution and listed at #44 according to the U.S. News & World Report 2022-2023 Best National Universities Rankings and one of the top universities for international students, Northeastern has elevated itself to a powerhouse on par with the nation's elite research colleges and universities. These achievements build upon Northeastern's unprecedented momentum, which includes continued investments in research and faculty recruitment, record-high student applications, and momentous fundraising success.

The university's global network of campuses includes the Boston flagship campus, which offers a comprehensive range of undergraduate and graduate programs leading to degrees through the doctorate in nine colleges and schools, as well as regional campuses in Arlington, Burlington, Charlotte, Miami, Nahant, Portland (Maine), Oakland, Seattle, Silicon Valley, Toronto, Vancouver, and London.

The Office of University Advancement plays an integral role in furthering Northeastern's game-changing vision of transforming the University into diverse networks of learners and innovators, empowering members of its global community to succeed in an era of extraordinary technological

and cultural change. Maintaining a staff of approximately 200, the Office of University Advancement is a thriving environment with an engaged, dedicated, and generous donor universe assuring a sustainable future for Northeastern.

In October 2022, Northeastern launched its major fundraising campaign, **Experience Powered by Northeastern**, as excitement builds for the next stage of the university's evolution as a global, experiential research institution. With emphasis on empowering a global network of students, parents, faculty and alumni changemakers, Experience Powered by Northeastern will support the vision set out in the academic plan, **Experience Unleashed**. The Campaign's six fundraising priorities (Student Opportunities, Faculty Excellence, Research, Diversity Across Communities, Entrepreneurship, Global Exploration) are designed to continue building on the university's strengths while launching it into the future.



APPLICATION INFORMATION

To apply, please submit your confidential application materials, comprised of resume to coe-add@pearlstreetcollective.com.

Pearl Street Collective, the search firm with purpose, has been exclusively retained for this engagement. Adele Mezher, Maeve Clifford, and Dianne Moody are leading the search. Pearl Street is a national, women-owned executive search firm that believes when you connect people with their purpose, organizations will thrive. As partners and allies, we lead each search process with the values of diversity, equity, inclusion, and belonging. For two consecutive years, Women of Color in Fundraising & Philanthropy (WOC) has named Pearl Street one of the Top Search Firms for Women of Color. **Follow Pearl Street.**

All qualified applicants are encouraged to apply and will receive consideration for employment without regard to race, religion, color, national origin, age, sex, sexual orientation, disability status, or any other characteristic protected by applicable law.

Northeastern University is an equal opportunity employer seeking to recruit and support a broadly diverse community of faculty and staff. Northeastern values and celebrates diversity in all its forms and strives to foster an inclusive culture built on respect that affirms inter-group relations and builds cohesion. To learn more about Northeastern University's commitment and support of diversity and inclusion, please see www.northeastern.edu/diversity.