



Director of Development for
Eastern US

The American University in Cairo

New York, NY | Spring 2020

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BOSTON | NEW YORK

The American University in Cairo seeks an experienced and ambitious major gifts fundraiser to help achieve a successful \$100M Campaign and maintain the continued success of the University.

About The American University in Cairo

Founded in 1919, The American University in Cairo (AUC) is a leading English-language, American-accredited institution of higher education and a center of intellectual, social and cultural life of the Arab world. Its community of 5,500 undergraduate and 970 graduate students, 38,000+ alumni, parents, faculty and staff, trustees, and other generous sponsors represent more than 60 countries. AUC stands as a crossroads for the world's cultures and a vibrant forum for reasoned argument, spirited debate and understanding across the diversity of languages, facilities and human experiences. Dedicated to excellence and upholding the principles of academic freedom, the University builds a culture of leadership, lifelong learning, and continuing education and service among its graduates. AUC is committed to making significant contributions to Egypt and the international community in diverse fields.



According to AUC's President Report for 2018-2019, AUC was ranked 395th in the [2020 QS World University Rankings](#), making it among the top 1.5% of universities worldwide. It offers 36 undergraduate, 44 master's and two PhD programs rooted in a liberal arts education that encourages students to think critically and find creative solutions to conflicts and challenges facing both the region and the world. The University also offers a globally recognized professional community-based education in English to meet the needs of the dynamic Egyptian and broader regional economies.

AUC's educational assets include the largest English-language academic library collection in Egypt, three modern theaters, and 15 cross-disciplinary research centers. The University's modern, 260-acre New Cairo campus constitutes a visionary investment in the future of Cairo, Egypt and the region — a state-of-the-art facility for advanced research, innovative teaching, lifelong learning and civic engagement.

The University, in addition to Cornell University and MIT, was one of the 3 American universities selected to launch three Centers of Excellence in Egypt, partnering with public universities and promoting research, scholarships, and innovation in water, agriculture, and energy. The project is funded by the United States Agency for International Development and conducted in collaboration with Egypt's Ministry of Higher Education and Scientific Research.

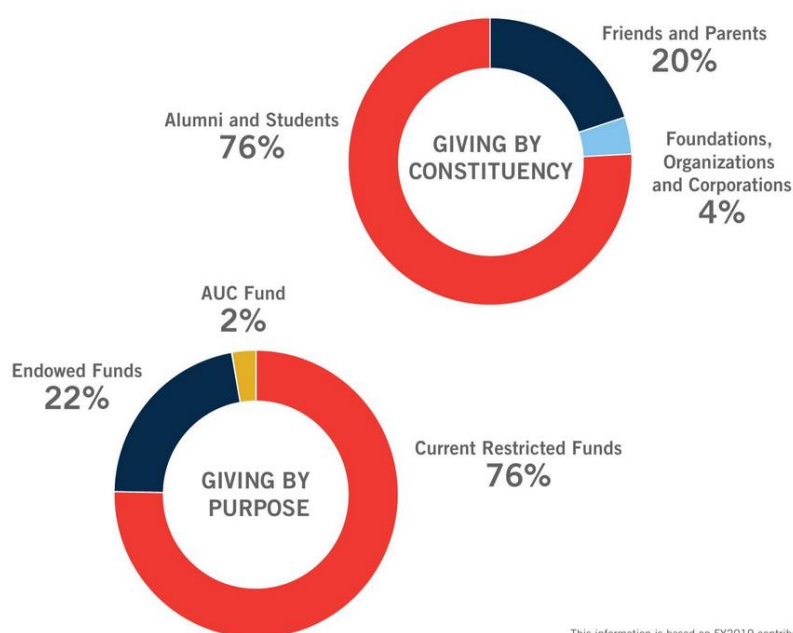
Chartered and accredited in the United States and Egypt, AUC is an independent, not-for-profit, equal-opportunity institution. AUC is led by President Francis J. Ricciardone, 12th President of the American University in Cairo, who began his term on July 1, 2016.

About Philanthropy at The American University in Cairo

The philanthropic capacity of United States' Eastern coast plays a significant role in AUC's commitment to furthering its reach as a global research university. In this context, AUC is seeking a Director of Development for Eastern US (DOD) to serve as AUC's leading frontline fundraiser in Eastern United

States. The DOD will cultivate, solicit, and expand AUC's donor prospect portfolio in the Eastern United States, with the highest concentration of donors and priority area being the Tri-state area.

In 2019, about 76% of gifts to the University were made by Alumni and students, 20% were from Friends and Parents, and about 4% were from Foundations, Organizations, and Corporations. Of these contributions, about 76% were restricted funds, 22% were Endowed funds, and 2% went towards the AUC Fund.



Centennial Campaign: A New Century of Impact

AUC is currently in the midst of their Centennial Campaign, with the goal of raising \$100 million. The campaign has raised over 85 percent of its target to date. As AUC kicked off its centennial year in 2019, the University reflected on its last 100 years as a global University and its major plans for their next century, which include:

Global Experience

Through the campaign, the University seeks to provide a global experience not only for Egyptian students, but for international students as well. The University recruits top international faculty who bring an array of experience and expertise that enrich the work of every member of the AUC community. It also creates opportunities for students to explore and understand the world through research, internships, service opportunities and studying abroad.

Centennial Scholarships

Continuing its legacy of being a beacon for talented students regardless of their background, AUC has created centennial scholarships, which will give the most deserving students access to an AUC education.

By creating centennial scholarships, the University ensures that students from all walks of life—refugees, international students, athletes, students from populations that are unrepresented in their field—are able to get the high-quality education they deserve. This brings more perspectives and voices to the campus community and allows the University to become a generator of innovative, collaborative solutions.

Creative Incubator

AUC will continue to serve as an incubator for arts and creativity through launching the Tahrir Cultural Center at the Tahrir Square campus, revitalizing the University's role as the fountainhead of cultural activity in Cairo's Khedivial-era downtown. Both the Tahrir Square and the New Cairo campus will continue to host debates and performances, workshops and exhibits, public lectures and community programs.



Creating a Vision for Tomorrow

Embracing new initiatives, the centennial campaign will launch El Mostakbal, The Middle East Looking Forward initiative — a three-year project to examine the paramount socioeconomic, political and security issues in the Arab world and the Middle East region. Through this initiative, the School of Global Affairs and Public Policy will lead a research and policy program that includes a multi-track series of workshops, conferences and publications that assess the challenges and opportunities facing the Arab world and offer concrete policy recommendations that touch every aspect of life in our region.

The Power of Giving

With the introduction of the centennial campaign, AUC aims to foster a stronger culture of philanthropy among the AUC community with the goal of increasing participation. This can be achieved through the AUC Fund and the Give 100 campaign, giving the AUC community the opportunity to give 100 units of their country's currency to the AUC Fund. All proceeds will count toward the campaign total and will support scholarships for students with financial need. Gifts to AUC can support a number of areas including: Named Spaces Opportunities, Scholarships, Fellowships, Professorship, Research, Awards, Faculty and Staff Development Funds, Diplomas and Certificates and Distinguished Visiting Professors.

About the Position

The Director of Development for Eastern US (DOD) will be based in AUC's Manhattan office and report to Vice President, Bruce Flessner. The DOD will focus efforts on the Eastern Coast of the United States, an area which holds significant funding potential. S/he will solicit major gifts across the Eastern US, in the context of helping to complete the Centennial Campaign, and beyond. S/he will manage an initial portfolio of approximately 150 major donors and major donor prospects in the Eastern United States. The DOD will work collaboratively with New York and Cairo-based colleagues in Major Gifts.

The successful candidate will bring an entrepreneurial mindset and is expected to work well independently and collaboratively within a team environment, and with people of diverse backgrounds, cultures, and nationalities in a centralized framework of fundraising.

Key Responsibilities

Manage and develop a portfolio to generate significant contributions to the campaign:

- Cultivate, solicit, and close major, and capital gifts from a select portfolio of 150+ prospects and donors

- Build and expand the engagement of AUC’s leadership prospect pool; identify strategies and opportunities to align prospects with various University priorities as a key component of the comprehensive campaign
- Attain an annual visit goal and achieve annual personal and team revenue goals
- Partner with colleagues in Gift Planning, Annual Fund, and Parent Giving to maximize contributions and ensure clear communication in the cultivation and solicitation process
- Create strategies to introduce AUC to potential foundation prospects, as well as work with Board members and University leadership on solicitation strategies for AUC’s highest rated prospects
- Develop and maintain a thorough understanding of AUC’s strategic priorities and goals
- Create opportunities to engage alumni, parents, volunteers, faculty and staff members in the cultivation and solicitation of current and potential donors



Key Qualifications

- 7-10+ years of development experience with a track record of identifying, cultivating, soliciting, closing and stewarding major gifts, preferably in a higher education environment
- Experience soliciting 6-figure gifts, 7-figure gifts preferred
- Record of success and desire to travel and secure meetings with donors
- Exceptional interpersonal, presentation, and communication skills, with the ability to interact with a wide range of constituents including sophisticated, high net worth donors
- Self-starter with a resourceful and entrepreneurial spirit and an ability to act decisively
- High degree of integrity, initiative, and professionalism as well as sound judgment
- Global awareness and interest in international affairs
- Strong technical skills, particularly a comfort with relational databases and prospect management systems
- Campaign experience preferred
- Understanding and belief in the mission of The American University in Cairo, and ability to represent the University to potential donors
- Ability to travel frequently along the Eastern US, with a priority in the Tri-state area

- Work evenings/weekends as appropriate

All qualified candidates will receive consideration for employment without regard to race, color, religion, sex, national origin, disability, veteran status, or any other characteristic protected by law.

Please email your cover letter and resume in confidence to: AUCairo@developmentguild.com

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For more information about The American University in Cairo, please visit

<https://www.aucegypt.edu/home>

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About Development Guild DDI

Development Guild DDI is a nonprofit leadership development consulting firm that provides nonprofit executive search, fundraising counsel, and campaign services. We bring a powerful combination of discipline and innovation to every client engagement, delivering solutions that are both strategic and deeply rooted in experience and analysis. Drawing upon more than 2,500 client engagements and 40 years working in every nonprofit sector, our collaborative approach is distinguished by candid dialogue and supported by cutting-edge technology. We commit to understanding and respecting your unique culture and to translating that knowledge into viable solutions.

