



Sacred Heart
UNIVERSITY

Director of Major Gifts,
College of Business

Sacred Heart University

Fairfield, CT | Summer 2019

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BOSTON | NEW YORK

Sacred Heart University seeks a Director of Major Gifts, for the College of Business to drive the strategy and growth of a development program to support its entrepreneurial and fast-growing business program.

About Sacred Heart

Since its founding in 1963, Sacred Heart University (SHU) has grown into the second-largest Catholic university in New England. The *Chronicle of Higher Education* has cited SHU as one of the fastest-growing Catholic Universities in the country. Rooted in the liberal arts and Catholic intellectual traditions, SHU is dedicated to educating the whole person while preparing students to lead and serve in the world today. The liberal arts form the foundation of the University's academic and professional programs. A liberal arts education provides students with the intellectual abilities and critical thinking skills essential for every professional and career path and is the basis for forming educated citizens in an inclusive, globally connected society.



Enrollment at SHU has risen from the original class of fewer than 200 undergraduate students to approximately 8,950 full-time and part-time undergraduate and graduate students. The fall 2018 freshman class consisted of 1,463 students from 26 states and 10 countries, 92% of whom live on campus. SHU has a 13:1 student-to-faculty ratio and an average class size of 22 students.

SHU is a developing global campus. The main campus, located in Fairfield, CT, covers more than 100 acres, with an additional 200 acres located nearby on West Campus – the former General Electric world headquarters and home to many SHU STEM and business programs. There is also an international campus in Dingle, County Kerry, Ireland and a European business education program in Luxembourg. A prime example of SHU's commitment to innovation, collaboration and service is its recent agreement with Verizon for the creation and operation of an innovative coworking space at the West Campus. This space will be a hub for innovation teams from large and small companies; for entrepreneurs who want to test their ideas, grow their businesses, and work collaboratively in a supportive environment; and for individual professionals who want to work in a dynamic environment.

About The Jack Welch College of Business

The Jack Welch College of Business (WCOB) at SHU emphasizes core business skills and knowledge, communication skills, and ethics. There is a strong focus on hands on learning, understanding of the global marketplace, and state-of-the-art-technology. The College enrolls over 2,000 students in undergraduate and graduate degree programs. Undergraduate programs are offered in accounting, business, economics, finance, management, marketing, and sports management. The Master of Business Administration offers concentrations in accounting, business analytics, digital marketing, finance, and human resource and general management. Professional post-Baccalaureate study is offered through graduate certificates in Accounting, Corporate Finance, Financial Management, Global Investments, and International Business and Leadership.

Business courses are offered at the Fairfield campus as well as in Luxembourg. SHU's location in Fairfield County gives students unlimited access to internships, employment, and corporate professionals. Some of the companies that offer internships and employ SHU students and graduates include GE,

PricewaterhouseCooper, IBM, Unilever, Credit Suisse First Boston, NASDAQ, Madison Square Garden, Tetley USA, Pepperidge Farm, Octagon Sport Marketing, and Ernst & Young.



WCOB has been on an upward trajectory for the past five years, providing an innovative approach to education that prepares students to thrive in today's business environment. The curriculum is distinguished by "The Welch Experience," a co-curricular program that prepares students to be influential and successful business leaders, possessing strong analytical and quantitative skills. As technology increasingly becomes a cornerstone of business, WCOB is now home to the School of Computer Science & Engineering, further promoting interdisciplinary curricula and innovation. In response to increases in the number and quality of

programs, the College continues to attract increasingly competitive students, eager to enter the workforce with skills to meet the needs of the competitive business marketplace. WCOB faculty possess a balanced approach to teaching, student success, and research, recognizing that each one informs the others.

Effective August 5th, 2019 Martha J. Crawford, Ph.D., will be the new dean of the WCOB. Dr. Crawford has served as senior vice president of Research & Development for several multinational companies including Air Liquide, Areva, and L'Oreal. After living and working in France for 20 years, Dr. Crawford accepted a teaching position at the Harvard Business School in 2016 where she developed a course entitled "21st Century Energy" that was nominated in 2019 for a national prize by the Harvard Business and Environment Initiative. The arrival of Dean Crawford at Sacred Heart in 2019 marks the beginning of a period of renewed focus on growth and outreach for the Jack Welch College of Business.

About the Position

Sacred Heart University seeks a Director of Major Gifts (DMG) for the WCOB who will drive the strategy and growth of a development program to support its entrepreneurial and fast-growing business program. The DMG will be responsible for building and deepening engagement with donors and driving broader awareness and philanthropic support for the College of Business. S/he will serve as a frontline fundraiser, building and maintaining key relationships with alumni and other key stakeholders. The DMG will report to the Vice President for University Advancement and work directly with the new Dean, Martha J. Crawford.

Key Responsibilities

- Model the Sacred Heart University mission through dedicated job performance, service excellence to constituencies, and respectful collaboration with colleagues
- Build out a robust donor pipeline for the College of Business that focuses on alumni, corporate, high net worth individuals, and foundation donor identification, cultivation, solicitation, stewardship, and upgrading
- Prioritize a combination of face-to-face visits, video conferencing, and phone communication with qualified alumni, corporate, high net worth individuals, and foundation prospects
- Engage Dean of College of Business in key donor cultivation, solicitation, and stewardship activities
- Personally, build and manage a portfolio of 75+ alumni high net worth individual, corporate, and foundation prospects

- Support the Vice President for University Advancement and the Dean of College of Business in identifying and developing strategic funding needs for the College of Business
- Report regular progress against strategic and operational goals, including donor engagement and stewardship touchpoints, revenue and quota targets, and pipeline management details
- Draft letters, proposals, reports, case materials, briefings, acknowledgments, and other appropriate materials in support of the development program for the College of Business
- Be creative and proactive with new ideas of potential funders, whether they are corporate, foundation, or individuals
- Represent the University at events and constituent gatherings as appropriate
- Perform other duties as assigned by the Vice President for University Advancement

Key Qualifications

- At least 5-7 years of demonstrated successful fundraising experience (preferably in a higher education setting)
- Success implementing a long-term fundraising strategy
- Experience building a major gifts program
- Success supporting and managing organizational leadership in donor cultivation and solicitation
- Ability to conceptualize and describe funding needs in a way that is compelling to prospects, donors, volunteers, and other stakeholders
- Evidence of successful oral and written communication skills
- Excellent organizational skills
- Ability to handle multiple tasks simultaneously with close attention to detail and prioritization to meet deadlines
- Knowledge of Blackbaud's Raisers Edge is a plus
- Willing to travel occasionally and work some nights and weekends



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:

SacredHeartDMG@developmentguild.com

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For more information about Sacred Heart University please visit <https://www.sacredheart.edu/>

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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.

