



UNIVERSITY
OF THE PEOPLE
The Education Revolution

Vice President of Development

University of the People

New York, NY | Winter 2019

Bill Weber

PRESIDENT

Development Guild DDI

617-823-1985

weber@developmentguild.com

Jesse Bryan

CONSULTANT

Development Guild DDI

(800) 537-9011 ext. 309

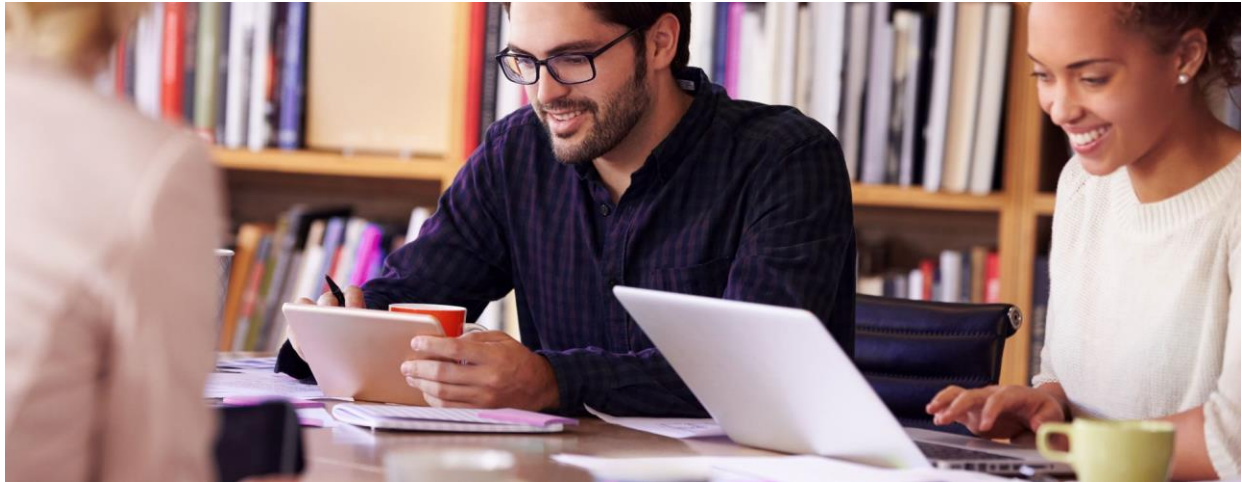
jbryan@developmentguild.com

developmentguild.com

BOSTON | NEW YORK

About University of the People

University of the People (UoPeople) has been called the Education Revolution. It is the first non-profit, tuition-free, American-accredited online university. Dedicated to opening access to higher education globally, UoPeople is designed to help qualified high school graduates overcome financial, geographic, political, and personal constraints keeping them from collegiate studies. The University offers associate and bachelor's degree programs in business administration, computer science, and health science as well as an MBA and a Master of Education (M. Ed.). UoPeople was founded in 2009 and accredited in February 2014. Today, it has over 18,500 students enrolled from more than 200 countries and territories. 1,000 of these students are refugees, of whom 600 are Syrian.



The University is directed by President Shai Reshef, an education entrepreneur with over 25 years of experience, and by distinguished international boards of trustees and advisors. Its President's Council is chaired by John Sexton, President Emeritus of NYU and includes current and former leadership from several of the world's foremost institutions, including: George Rupp, President Emeritus of Columbia University; Catharine Bond Hill, President Emerita of Vassar College; Nicholas Dirks, former Chancellor of UC Berkeley; Judith Shapiro, President Emerita of Barnard College, and Nobel Laureate Torsten N. Wiesel, President Emeritus of The Rockefeller University. More than 11,000 professionals have volunteered for the University, including those filling key UoPeople leadership positions. UoPeople has academic partnerships with NYU, the University of Edinburgh, and UC Berkeley, which enable our students to apply to complete their BA studies on campus. 92% of UoPeople graduates are employed, including at such companies as Amazon, Apple, Dell, Deloitte, IBM, Microsoft, and JP Morgan, as well as institutions such as the UN and the World Bank. For more information about the UoPeople visit <https://www.uopeople.edu/> or watch President Reshef give a TED Talk at <https://www.youtube.com/watch?v=6kH-uYwt0qs>.

About the Position

The Vice President for Development (VPD) will be responsible for developing and implementing a fundraising program which is as entrepreneurial and high achieving as the University's educational program and business model. Unlike a traditional university, UoPeople does not have an alumni donor-base. The University relies on support from mission-driven advocates of educational access, programs for the underserved, and global diversity.

Key Responsibilities

- Developing and executing a strategic fundraising plan, including long term goals for a successful comprehensive philanthropy program that aligns with the University's strategic direction
- Further developing the case of support for scholarships, special projects, and endowments
- Building and maintaining a national and international portfolio of major gifts and foundation/corporate supporters
- Collaborating with volunteer leadership, faculty, and staff to advance the university's culture of philanthropy
- Recruiting and managing additional staff as appropriate
- Serving as a member of the University's senior management team
- Spearheading the University's board recruitment and development efforts
- After the first three months, developing measurable one-, three-, and five-year measurable goals



Key Qualifications

- Ability to:
 - Develop and implement transformative strategies
 - Discover, cultivate, and solicit new prospects and accelerate donor pipelines
 - Use donor and marketing analytics to make informed decisions
 - Work independently
 - Work with people from diverse backgrounds and points of view
 - Thrive in an environment similar to that of a high-tech start up
- Candidates are expected to live and work in the New York City area while travelling nationally
- Preference given to candidates with relevant experience concerning educational access, programs for the underserved, and global diversity.
- Absolute commitment to the University's mission is required
- Higher education experience is not required

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:

UoPeople_VPD@developmentguild.com

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For more information about University of the People, please visit <https://www.uopeople.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.

