



[www.fordham.edu](http://www.fordham.edu)

Bronx, New York, and West Harrison, NY

## SENIOR DIRECTOR OF DEVELOPMENT, SCHOOLS OF BUSINESS

### THE SEARCH

Fordham University is a private doctoral research university in the Jesuit tradition. Since its founding in 1841, Fordham has grown as a result of the collective vision of its leaders, the generous support of alumni and friends, and the creativity and hard work of its faculty and students. Proof positive, the University has risen 23 places in *U.S. News & World Report's* annual rankings of the nation's top universities over the past five years, and was recognized as America's "Hottest Catholic School" by *Newsweek*. Fordham's Gabelli School of Business has risen in *BusinessWeek's* rankings of the nation's best undergraduate business schools. The Graduate School of Business Administration is internationally recognized for its innovation in graduate business education.

To further propel its position of preeminence among institutions of higher learning nationwide and continue its mission to educate men and women for others for generations to come, the University has launched a historic campaign. *Excelsior | Ever Upward | The Campaign for Fordham* seeks to raise \$500 million to bring Fordham into a new era by 2016, its 175th anniversary. To date, the University has raised over \$425 million towards this goal. As part of this precedent-setting campaign, Fordham is strategically expanding its development team and seeks an experienced Senior Director of Development to lead fundraising for the Gabelli School and the Graduate School of Business Administration.

To gain an understanding of the Schools' individual and synergistic funding priorities and key programs, the Senior Director will engage and work closely with the deans of the Schools. He or she will craft and lead the execution of strategic fundraising plans for the Gabelli School and the Graduate School of Business Administration. Reporting to the Associate Vice President, Development and University Relations, the successful candidate will manage the major gift officers assigned to the Gabelli School and the Graduate School of Business Administration.

The Senior Director will be an integral part of the team focused on increasing, diversifying, and sustaining philanthropic support for Fordham. As such, he or she will serve as the chief development officer for the Schools and have the primary responsibility for the design and successful implementation of innovative fundraising initiatives. The Senior Director will identify and maintain a select portfolio of top gift prospects, including alumni, parents, friends, foundations, and corporations.

The ideal candidate will possess significant fundraising experience, preferably in a higher education institution. He or she will bring a track record of closing significant gifts and demonstrated experience in the creative identification, qualification, cultivation, solicitation, and stewardship of gifts from a variety of constituencies. In addition to excellent communication and interpersonal skills, the Senior Director will have an established record of proactively providing strategic direction and daily management of successful fundraising initiatives, resulting in expanded participation and increased revenue.

Fordham has retained [Freeman Philanthropic Services, LLC](#) to assist with this recruitment.



## FORDHAM UNIVERSITY

Led by a dedicated Board of Trustees and President Joseph M. McShane, S.J., Fordham University, the Jesuit University of New York, is committed to the discovery of wisdom and the transmission of learning, through research and through undergraduate, graduate and professional education of the highest quality. Guided by its Catholic and Jesuit traditions, Fordham fosters the intellectual, moral and religious development of its students and prepares them for leadership in a global society.

Founded as St. John's College by Archbishop John Hughes, Fordham opened in 1841 to serve the immigrant Catholic Church of New York. At the invitation of Archbishop Hughes, the Society of Jesus (the Jesuits) assumed responsibility for the College in 1846. In 1907 the institution achieved university status and its name was officially changed to Fordham University. It is one of the 28 Jesuit colleges and universities in the U.S. and 133 Jesuit institutions of higher learning around the globe. It is also the only Jesuit university in New York City. As it approaches its 175<sup>th</sup> year (in 2016), Fordham remains committed to academic excellence and the ethical values that stand at its core.

Today, Fordham serves more than 14,700 students in four undergraduate colleges and six graduate and professional schools on three campuses in the Bronx, Manhattan, and Westchester County. Fordham's faculty has grown to include 667 full-time instructors, 96-percent of whom hold doctoral or other terminal degrees. The University has more than 114,000 living alumni.

- ◆ **Rose Hill**, the original campus, adjacent to Little Italy, the Bronx Zoo, and the New York Botanical Garden, is situated on 85 acres in the north Bronx. The schools include Fordham College at Rose Hill, the Gabelli School of Business, School of Professional and Continuing Studies, the Graduate School of Arts and Sciences, and the Graduate School of Religion and Religious Education.
- ◆ The **Lincoln Center** campus was established in 1961 on eight landscaped acres adjacent to Lincoln Center for the Performing Arts. The schools include Fordham College at Lincoln Center, the School of Professional and Continuing Studies, the Graduate School of Business Administration, the Graduate School of Education, the Graduate School of Social Service, and the School of Law.
  - Fordham's Law School has risen steadily in *U.S. News & World Report's* annual rankings of the nation's law schools, and is widely acknowledged as one of the best law schools in the country.
  - The Graduate School of Social Service is the largest school of its kind in the country and, according to *U.S. News & World Report*, the 18<sup>th</sup> best in the nation.
- ◆ The **Westchester** campus was established in Tarrytown in 1976 and relocated to West Harrison in 2008. The schools include School of Professional and Continuing Studies and branches of Fordham's Graduate Schools of Business Administration, Education, Religious and Religious Education, and Social Service. In addition, the Louis Calder Center Biological Field Station at Armonk, NY, in is a 114-acre field station with a 10-acre lake and laboratories.

# GABELLI SCHOOL OF BUSINESS

The Gabelli School of Business is the undergraduate business school of Fordham University. It is an AACSB accredited school that offers students from around the world an opportunity to study in the heart of New York City. The mission of the Gabelli School is to develop business professionals who can manage effectively in a range of leadership roles and who are equipped for continuous growth in the changing global environment. Located in New York City (on Fordham's Rose Hill campus), the commercial capital of the world, the Gabelli School is uniquely positioned to offer students the opportunity to participate in both regional and international economies.

It offers undergraduate day and evening programs that lead to Bachelor of Science degrees in Applied Accounting and Finance, Accounting Information Systems, Finance, Management of Information and Communications Systems (MICS), Marketing, and Public Accounting. Additionally, students may also pursue a Bachelor of Science degree in Business Administration, in which they can choose a concentration in Accounting, Business Economics, Entrepreneurship, Finance, Information and Communications Systems, Management, and Marketing. A dual-concentration within Business Administration degree is also available, along with the options for Specializations in Communications and Media Management, and/or International Business through the G.L.O.B.E. program.



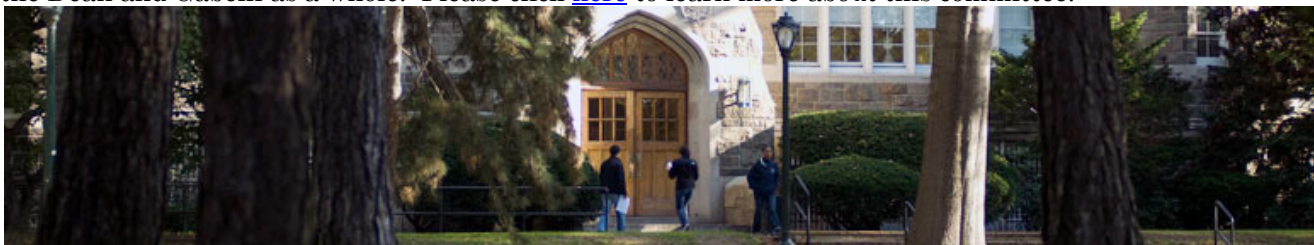
## Dean Rapaccioli

The Gabelli School is led by Dean Donna Rapaccioli (*pictured*). In her 21 years as a full-time member of the business faculty, Dr. Rapaccioli has served as a dynamic leader who has made outstanding academic, administrative and professional contributions to the Schools of Business and the University community. Dean Rapaccioli earned her bachelor's degree from the Gabelli School in 1983 and her master's degree (1986) and doctorate (1989) in accounting from the New York University Stern School of Business. She has taught in the undergraduate and graduate business programs, including the Accelerated Executive MBA, and was recognized with the Dean's Award for Excellence in Teaching in 2005.

Dr. Rapaccioli was featured in a February 2009 *BusinessWeek* article, "Women Shattering B-Schools' Glass Ceiling," and has fostered an environment of scholarship and intellectual creativity at Gabelli. She has developed new and innovative courses, such as Global Financial Statement Analysis; launched a research seminar series; established an electronic working paper series and advocated for an increased number of faculty fellowships. She also led the development and implementation of a four-year global business honors program, new student advising programs, the undergraduate liberal arts core for Gabelli and the international service-learning program. A skilled fundraiser, she has worked with the development team to raise more than \$56 million toward the capital campaign and has expanded the number of alumni and corporate partners. She also has reached out to create strategic alliances with the external academic, civic and business communities.

## Alumni Advisory Committee

The Gabelli School of Business Alumni Advisory Committee consists of a select group of successful and prominent Fordham Gabelli alumni who offer counsel and advice (both individually and collectively) to the Dean and Gabelli as a whole. Please click [here](#) to learn more about this committee.



## GRADUATE SCHOOL OF BUSINESS ADMINISTRATION

Fordham Graduate School of Business Administration (GBA) is an AACSB accredited school that offers students from around the world an opportunity to study in the heart of New York City while being part of a vital and exciting community. Its compelling MBA and Masters of Science programs are taught by renowned faculty in small class settings of 35 or fewer students, which allow for greater personal attention and intellectual exchange. Fordham's Executive MBA Program is ranked 25<sup>th</sup> internationally and among the top 20 in the U.S. for return on investment, according to two recent surveys published by *The Wall Street Journal*.

Situated in a pleasant campus in the middle of Manhattan, adjacent to Lincoln Center, GBA is a short subway ride to Wall Street, and within walking distance of major banks and multi-national corporations. GBA has the perfect setting for learning about the breadth and depth of contemporary business thought and practice. Served by an internationally diverse faculty of scholars who tap the pulse of business in New York City, its students choose among master's degree options ranging from Quantitative Finance to Media and Communications Management. And there is more to come, as GBA is attuned to the ever evolving global business context and New York's connection to it.

### Dean Gautschi

Dr. David Gautschi (*pictured*) is the George N. Jean Professor of Marketing and Business Economics and Dean of the Graduate School of Business Administration, Fordham University. His career has spanned academe and business. Dean Gautschi has served on the faculties of Cornell, INSEAD, Yale, the University of Washington, and Rensselaer Polytechnic Institute, and he has founded three companies in software development and marketing analytics. As a Firm Director, he served from 1999 to 2003 as one of six leaders of the e-business practice of Deloitte & Touche, LLP.



Dean Gautschi received the B.A. in mathematics from the University of Maine, the M.B.A. (quantitative methods concentration) from the University of Oregon, and the Ph.D. in business administration from the University of California, Berkeley.

Dean Gautschi has published extensively on issues ranging from transportation mode choice, the optimization of marketing decisions, the economics of retailing and services, and technology and business. He has developed a series of market simulations that have been used in M.B.A. and executive programs. His current projects include a monograph on the unintended economic consequences of technological innovations and the analysis of risk-taking in groups comprised of decision-makers from different cultures. As the context of business has become progressively uncertain and complex, Dean Gautschi has launched an initiative at Fordham that draws upon a small diverse community from around the world to explore two related questions: *What is the purpose of business?* and *What is the role of the business school in the contemporary university?*

### GBA Advisory Council

The Fordham Graduate School of Business Administration is privileged to benefit from the experience and advice of an Advisory Council comprised of nationally recognized business leaders. Please click [here](#) to learn more about this committee.



# EXCELSIOR | EVER UPWARD | THE CAMPAIGN FOR FORDHAM

*Excelsior | Ever Upward | The Campaign for Fordham* seeks to raise \$500 million to bring Fordham into a new era of preeminence by 2013, in time for its 175th anniversary in 2016. To date, the campaign has raised just over \$425 million. Click to watch the [Campaign Video](#) and to view an interactive digital edition of the [University's case statement](#).

Thus far, the Gabelli School of Business has raised more than \$69 million towards its \$74 million goal. The Graduate School of Business Administration has raised over \$9.8 million towards its \$15 million goal.

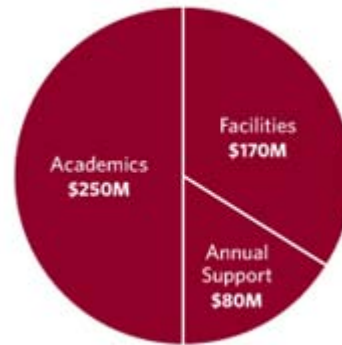
## CAMPAIGN PRIORITIES

### ACADEMIC EXCELLENCE \$250 MILLION

Endowed Chairs	\$80 million
Endowed Scholarships	\$70 million
Academic and Program Support	\$100 million

### FACILITIES AND IMPROVEMENTS \$170 MILLION

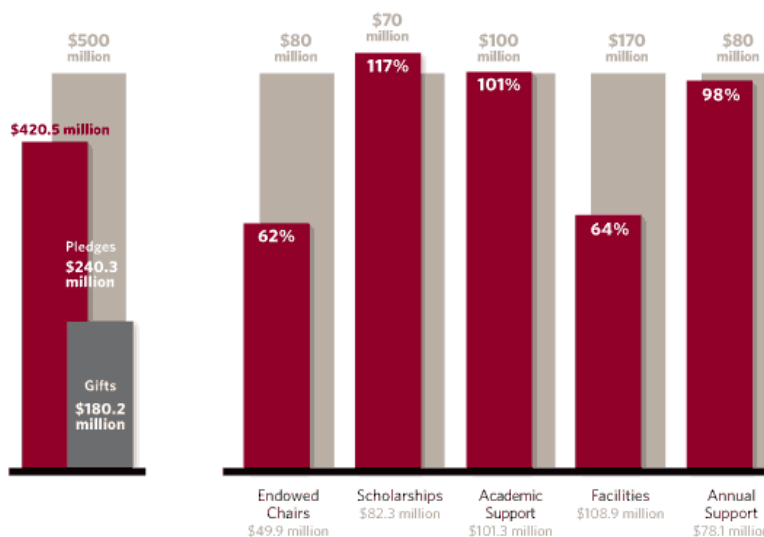
Lincoln Center Campus	\$100 million
New Fordham School of Law Building	
New Residence Hall	
Rose Hill Campus	\$70 million
New Campbell, Salice, and Conley	
Residence Halls	
New Campus Center	
New Student Recreation Center	
Hughes Hall Renovation	



### ANNUAL SUPPORT \$80 MILLION

## CAMPAIGN PROGRESS TO DATE

## CAMPAIGN PRIORITY PROGRESS TO DATE



## IMPORTANT RELATIONSHIPS

Within the Development and University Relations (DAUR) Department, the Development team is organized into 11 programs, all overseen by the Associate Vice President, Development and University Relations: Planned Giving; Annual Giving; Major Gifts; Fordham College at Rose Hill; Fordham College at Lincoln Center; Athletics; Graduate Business; Gabelli School of Business; WFUV (90.7 FM Public Radio); Development Operations; and Advancement Research.

As a member of the DAUR team, the Senior Director of Development, Schools of Business will report to the Associate Vice President, Development and University Relations, Mr. Michael T. Boyd. He or she will be equivalently responsible to and work closely with the deans of the Gabelli School and the Graduate School of Business Administration, Dr. Rapaccioli and Dr. Gautschi. The Senior Director will provide effective support and engagement opportunities to the deans and members of the Schools' volunteer committees, including Gabelli's Alumni Advisory Council, and GBA's Advisory and Wall Street Councils.

In addition, the Senior Director will manage a Director of Development and two major gift officers assigned to the Gabelli School and the Graduate School of Business Administration. In order to ensure a proactive, coordinated and comprehensive fundraising process, the Senior Director will collaborate with colleagues across DAUR. Moreover, he or she will work closely with senior administration, faculty, colleagues, volunteers, and alumni on fundraising initiatives, as appropriate.

## KEY RESPONSIBILITIES

The Senior Director's key opportunities and challenges include:

- Strategically engage Dean Rapaccioli and Dean Gautschi in designing the fundraising strategies for the Schools, and build an in-depth understanding of the Schools' individual and synergistic funding priorities and key programs;
- Guided by the Deans' visions, craft and execute strategic fundraising plans for the Schools;
- Serve as a front-line fundraiser: maintain a personal portfolio of select major gifts donors and prospects; cultivate and solicit gifts both individually and in partnership with deans, faculty, senior leaders, alumni, volunteers, and colleagues;
- Provide innovative and meaningful engagement opportunities and effective support for University and School leadership, including deans, faculty, colleagues, members of the Schools' Councils, volunteers, and alumni to fundraising activities, as appropriate;
- Manage and mentor the Schools' Major Gift Officers, reinforcing best fundraising practices by leading through example;
- Collaborate with colleagues throughout the Development and University Relations Department to ensure a coordinated and effective fundraising approach.



## IDEAL EXPERIENCE & QUALITIES

Reflecting Fordham's Jesuit tradition, the University seeks a mission-driven fundraiser who will positively contribute to the institution. In addition to the demonstrated ability to meet and exceed the responsibilities listed in the preceding section, the ideal candidate will possess the following experience and attributes:

- Proven ability to provide strategic direction, leadership, and daily management of fundraising initiatives for a school- or unit-based operation, resulting in improved performance and increased philanthropic revenue;
- Collaborative facilitator with the stature and experience to effectively engage and support the deans, faculty, colleagues, alumni, volunteers, donors and prospects;
- Demonstrated record of successful major gift solicitations, including the design and execution of identification, cultivation, solicitation, and stewardship strategies for both defined and non-defined constituencies;
- Ability to inspire, generate excitement, shared purpose, and action;
- Successful fundraising experience in higher education or private secondary education;
- Excellent communication skills (both written and oral), while also being a good listener;
- Confidence and flexibility, combined with focused energy, patience, and a healthy sense of perspective;
- Positive and creative manner of approaching issues and devising sound strategies based on data analysis and good judgment;
- Bachelor's degree required; advanced degree preferred.

## COMPENSATION

The compensation and benefits package will be competitive and commensurate with the successful candidate's background and experience.



## FREEMAN PHILANTHROPIC SERVICES, LLC (FPS)

FPS is a national leader in executive recruitment for the not-for-profit sector and brings a proven track record of recruiting top talent to diverse institutions. Please visit our [website](#) and [Linked In](#) page for more information about this recruitment and our work.

## APPLICATIONS & NOMINATIONS

Please send all confidential inquiries, applications, and nominations directly to FPS via e-mail at [FordhamBusiness@glfreeman.com](mailto:FordhamBusiness@glfreeman.com). All applications must include (1) an up-to-date resume, and (2) a formal letter of interest (addressed to FPS) that specifically cites the experiences that best prepare the applicant for this role and why this particular opportunity is the logical and desired next step in his/her career.

*Fordham is an Equal Opportunity/Affirmative Action Institution.*