



University of New Hampshire

Senior Director of Development, Corporate and Foundation Relations
University of New Hampshire
Durham, NH
<http://www.unh.edu>

Send Nominations or Cover Letter and Resume to:

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Vice President

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The Opportunity:



LOIS L. LINDAUER SEARCHES is proud to partner with the University of New Hampshire (UNH) on its search for the position of Senior Director of Development, Corporate and Foundation Relations.

The University of New Hampshire combines the living and learning environment of a New England liberal arts college with the breadth, spirit of discovery, and civic commitment of a land-grant research institution. UNH spans all fields of study and unites them through interdisciplinary programs, labs, research centers, libraries, internships, and fieldwork. Warmly supported and encouraged by their faculty mentors, students participate directly in assisting in the University's historic mission of enriching society through the creation and application of new knowledge.

Committed to that mission, the University of New Hampshire Advancement team builds private support to strengthen programs, support deserving students, provide opportunities for talented faculty, enhance facilities, and address other areas of need. Gifts come from alumni, friends, corporations, foundations, and volunteer-support organizations. Endowment funds supporting UNH as of June 20, 2015 total \$345 million.



This is an ideal opportunity for a big-picture, strategic thinker to provide expertise to advance the University's interests by identifying sources of support, proactively seeking opportunities to generate new proposals based on corporate and foundation guidelines and interests, and by maintaining strong communication ties with corporate and foundation donors and prospects.

Position Overview – Senior Director of Development, Corporate and Foundation Relations

Reporting directly to the Associate Vice President for University Development and in active partnership with colleagues across the University, the Senior Director is expected to strategically lead and manage the University's philanthropic advancement relationships with corporations and foundations, increasing value and impact for both the University and its corporate and foundation donors and partners. The incoming Senior Director will identify local, regional, and national corporate and foundation prospects for the purposes of engendering broad engagement with the University, and to plan and execute solicitation and stewardship strategies at the major gift level.

Equally important, the Senior Director of Development, Corporate and Foundation Relations serves more broadly as the University's first point of contact for corporate and foundation partners with UNH. S/He will work closely with University Deans, faculty, and key administrators at UNH to cultivate long term corporate and foundation relationships with the University, which may include philanthropy, sponsored research, student or faculty engagement.

Duties and Responsibilities:

- Create and implement a strategic plan that builds and enhances corporate and foundation fundraising with the intent of increasing revenue from these sources. Develop and maintain effective relationships with corporate partners, key executives, and foundations and their program officers and

determine when and how they are solicited for philanthropic support. Provide effective coordination of activities including campus visits, site visits and travel. Create and manage corporate gift proposals from concept to final document submission. Manage foundation proposals using appropriate staff and faculty to finalize for submission. Keep current on policies, personnel and economic trends within business, industry, foundations and organizations. Monitor and evaluate the success and impact of the CFR program including analyzing corporate and foundation cultivation and solicitation activity across the University. Build the University's capacity to engage corporate and foundation donors.

- With the Manager of Strategic Partnerships, partner and collaborate with individuals and groups throughout the University, including the President's Office, the Senior Vice Provost for Research, the CIO, Career Services Office, UNH Innovations Office, and the government affairs liaison to build relationships and advance University partnerships with corporations and foundations. Identify prospects and develop and propose strategies for the cultivation of corporations and foundations. Provide consultative services to unit directors of development on the creation of CFR engagement strategies. Participate in University and community events in order to enhance collaborative relationships with prospect and donor corporations and with faculty and staff. Communicate internally the strategy for the University's top corporate relationships.
- Develop, administer, and monitor effective tracking and recognition system to oversee appropriate use and proper acknowledgment of support generated. Work with Director of Donor Relations to recognize significant support, including recognition events. Develop effective stewardship plans for corporate donors. Work to improve the integrity of the corporate/foundation portion of the UNH advancement CRM database.
- Manage the Associate Director of Foundation Relations.
- Develop and communicate the strategy, processes, and best practices for corporate partnership engagement, including but not limited to systems, education, best practices, collaboration, etc. Conceptualize, draft, and oversee production of promotional and marketing materials in support of planned initiatives.

Acceptable Minimum Qualifications:

- Bachelor's degree in marketing, business, or related field and five years of progressive responsibility in fundraising.
- Three years of management, including fiscal and employee relations responsibilities.
- Success with establishing and leading high-performance teams.
- Fundraising expertise and a proven track record of securing major gifts from corporate or foundation entities.
- Knowledge of ethical fundraising issues and best practices.

- Excellent written and persuasive verbal communication skills.
- Excellent organizational and interpersonal skills, including tact and diplomacy.
- Extensive knowledge of best practices around corporate and foundation giving and applicable federal and state regulations.
- Able to receive and act on detailed information through verbal communication.
- Skill using applicable computer software and programs.
- Ability to maintain confidentiality.

Additional Desirable Qualifications:

- Master's degree

Benefits:

This position offers an excellent benefits and compensation package. For more information, please click [here](#).

Advancement Overview

The Advancement's talented team of professionals work in concert with other University staff and faculty to strengthen programs, support deserving students, provide opportunities for talented faculty, enhance facilities, and address other areas of need.

Advancement at UNH features a staff of about 130, working across all facets of communications and public affairs, alumni relations and donor development and services. There are currently 3,500 prospects identified for the current campaign (over 120 rated at the \$1 million+ level). Of the 130,000 alumni of record, 43% live in the state of New Hampshire and 30% of these are first-generation college graduates.

Leadership



Mark W. Huddleston
President, University of New Hampshire

Mark W. Huddleston became the 19th president of the University of New Hampshire in July 2007, bringing three decades of experience in public and private education as a faculty member, dean, and senior administrator.

Huddleston has been a strong advocate for increasing affordability and accessibility in higher education, and has argued that we need to rethink much of what we do to protect our core missions, and to ensure that higher education remains vital and financially sustainable in the 21st century.

In February 2010, he presented a ten-year strategic plan for UNH, the result of an intensive collaboration between faculty, students, staff, alumni, and the University's wider communities. Emphasizing innovation and entrepreneurship, the plan is helping to guide the University's response to a historic state budget cut passed by the 2011 New Hampshire Legislature.

Huddleston was raised in Syracuse, N.Y., and was the first member of his family ever to attend college. He earned his bachelor's degree in political science from the State University of New York-Buffalo, and both a master's degree and Ph.D. in political science from the University of Wisconsin-Madison.

He began his academic career at SUNY-Buffalo in 1977 as an assistant professor of political science. In 1980, he joined the faculty of the University of Delaware, where he served for the next 24 years. There, he chaired the Department of Political Science and International Relations and served as associate provost for international programs. In 2001, he was named dean of the College of Arts and Sciences, overseeing 45 academic departments and centers with nearly 900 full-time faculty and staff. He served in that capacity until he was named president of Ohio Wesleyan University in 2004.

An author of numerous books and articles, Huddleston has been a consultant for both the U.S. government and international organizations. He also served as an adviser in Bosnia on rebuilding financial and administrative infrastructures after the Dayton accords.



Deborah Dutton

Vice President for Advancement and President of the UNH Foundation

Deborah Dutton assumed her role on September 1, 2012. Prior to joining the team at UNH, Dutton served as vice president for development and alumni relations at Colby College. During her six-year tenure, she served as campaign director and led the school's largest fundraising effort, which surpassed its goal, raising \$376 million. She led efforts to revamp gift planning, major gifts and the annual fund and created a five-year philanthropic plan in support of Colby's 2013 fundraising initiatives.

"Over the course of her career, Debbie has demonstrated that she is a strong leader with the experience we at the University of New Hampshire need in order to continue building our efforts in fundraising, alumni

engagement, and communications,” said UNH President Mark Huddleston. “It is clear that she not only has the vision and the strategic sense that are essential to this work, she also possesses the rare personal qualities that will enable her to galvanize our dedicated volunteer and professional teams to successfully achieve our shared ambitions.”

Dutton’s career in development began at the Maine chapter of the National Multiple Sclerosis Society. She held positions in major gifts and management at three Harvard teaching hospitals: Massachusetts Eye and Ear Infirmary, Children’s Hospital, and Joslin Diabetes Center.

“UNH is a wonderful institution, and I am honored to represent it in this way,” Dutton said. “I am a strong believer in public higher education and in the mission of the land-grant colleges. State institutions like my alma mater and UNH make it possible for students from almost any background to get an excellent education. This is motivating and inspiring to me.”

Dutton earned a Bachelor of Arts degree in Journalism from the University of Maine and a Master of Science degree in Business Management from Lesley College.

Susan Halloran
Associate Vice President for University Development

Susan Halloran joined the University of New Hampshire as Associate Vice President of Development in April 2014.

In her position, Susan is responsible for overseeing the major and principal gift teams and the corporate and foundation team within Advancement. She also works closely with Foundation Board members, committees, and volunteers to advance the university’s vision.

Prior to joining the University of New Hampshire, Susan was Assistant Vice President for Advancement at the University of Florida Foundation, where she oversaw foundation board giving. Before joining the University of Florida, she served as Assistant Vice President at the Ohio State University Foundation, and her responsibilities included overseeing the \$2.5 billion *But for Ohio State Campaign*, planned giving, regional advancement, leadership giving, parents program, prospect strategy and management, the foundation board, and stewardship and donor relations.

Susan has also served as Senior Director of Development and Alumni Relations for Michigan State University’s College of Veterinary Medicine. In her seven years there, she worked with college leadership and

faculty to grow their fundraising program to be consistently among the top-performing units. Susan also helped to close a successful \$70 million campaign in 2007.

Prior to MSU, Susan directed the Chicago regional market for the University of Michigan during their \$3.2 billion *Michigan Difference* campaign. She also served in several unit fundraising roles, staffed a regional campaign leadership committee, and led the evolution of the Michigan Women's Philanthropy Project. Before coming to UM, Susan served in the Office of Institutional Planning and Budget at Case Western Reserve University as a financial analyst.

Client Overview



Founded in 1866, the University of New Hampshire is a public university in the University System of New Hampshire (USNH). The main campus is in Durham, New Hampshire. Additional campuses are located in Manchester and Concord (UNH Law School). With over 15,000 students, UNH is the largest university in the state.

Today, UNH is not only a land-grant institution but also a designated sea- and space-grant University, and ranks among the top-tier research institutions nationally. The University comprises dozens of academic departments, interdisciplinary institutes, and research centers that attract students and faculty from around the world. As state-of-the-art facilities are built to support academic growth, and new residence and dining halls are built to meet the growing popularity of campus life, the University continues to rest

lightly on old Ben Thompson's farm, where some 13,000 students and hundreds of faculty and staff live and work amid the rolling hills and riverbeds of one of the most beautiful campuses in the nation.

President Huddleston Highlights UNH's 150-Year History and Looks to the Future:

Previewing a year that will celebrate 150 years of the University of New Hampshire and launch of the largest fundraising campaign in its history, UNH President Mark Huddleston said the institution continues to thrive during his 2016 annual *State of the University* address. Speaking to a full house in the MUB Granite State Room and to additional community members who watched the live-streamed event from their offices in Durham, Manchester and Concord, he identified five things UNH needs to do to benefit the next 150 years.

“UNH was created in 1866, pursuant to the federal Morrill Land Grant College Act of 1862, to serve the public good – to benefit, in particular, agriculture and ‘the mechanic arts,’ as the language of the time had it,” said Huddleston. “And 150 years later, in 2016, serving the public good is still our central purpose.”

In recognizing the university’s success, Huddleston noted that the largest incoming classes ever were accepted to UNH over the last two years, private donations grew nearly 250 percent in five years, new degree programs are meeting demand in emerging fields, and the university has continued to tighten its belt, saving \$1.5 million last year through more efficient operations.

Huddleston cited a need for continued dedication to excellence in research, teaching and outreach while constantly looking for creative ways to be excellent. He also called on the university community to do a better job linking what its students do on its campuses with the lives they lead after they graduate.

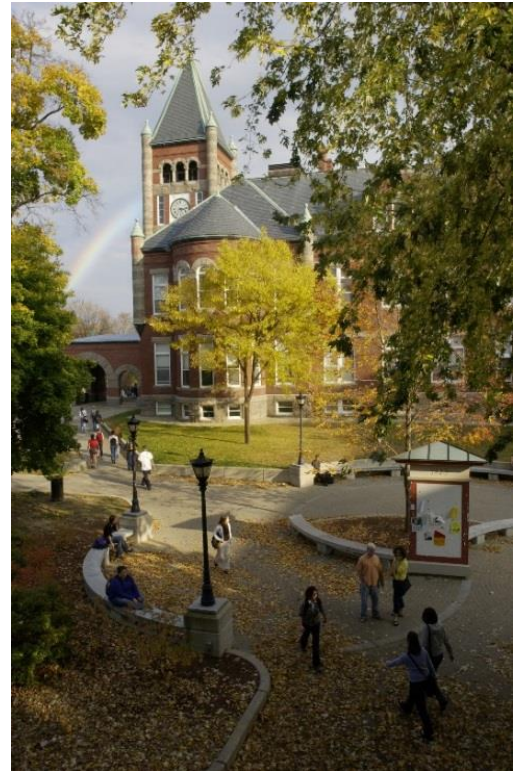
“We need to move beyond the sterile and senseless debate about the purpose of college – is it for getting a job or learning for life? The liberal arts or a vocation? – and embrace both with vigor,” he said.

In addition to raising more private dollars, the fifth point Huddleston made was that in order to combat the image problem higher education has, UNH needs to do a better job telling its story, highlighting not just tuition prices and minimal state support but the impact UNH has across the state and the world.

Huddleston ended the annual address by taking questions from the audience, live and via Twitter and email. Read the speech [here](#).

UNHInnovation:

New Hampshire has a long history of entrepreneurship from the first settlers at Odiorne’s Point in Rye to the textile mills on the various rivers throughout the state in the 19th century, to modern-day companies including Dean Kamen’s DEKA and Segway and Gary Hirshburg’s Stoneyfield Farm.



The University of New Hampshire embraces this entrepreneurial spirit and has evolved as one of the leaders in the state and New England to help educate and drive entrepreneurial activities.

UNHInnovation advocates for, manages, and promotes UNH's intellectual property. It has many excellent ideas emanating from its \$140 million research portfolio. The most frequent path for UNH ideas to reach the market is through licensing the intellectual asset to an existing company. UNHI strives to create partnerships between UNH and the business community and is responsible for licensing UNH technologies and supporting start-up companies based on UNH's innovations. UNHInnovation also hosts the InterOperability Laboratory and the NH Innovation Research Center (NHIRC).

UNHInnovation also serves as the front door to the University for its partners in the business community, from innovative and creative technology and solutions to customized employee training programs. For innovators, UNHInnovation helps to navigate through the often daunting journey of commercializing an invention. It will not only help protect intellectual property, but will research industry and competitors and connect innovators with potential partners.

In addition, the Peter T. Paul Entrepreneurship Center (ECenter) was created in mid-2015 with the goal to be the co-curricular and entrepreneurial hub for students, faculty/staff/researchers, and alumni to embrace all things entrepreneurial and to expand the entrepreneurial culture.

Location

Durham and Seacoast, NH:



Those who live in Durham have the best of both worlds – boasting breathtaking scenery and the slower pace of New England country and small-town life, with the ability to access the best in arts, culture, and sporting events. For entertainment, take in an evening game at the University's impressive Whittemore Center or cheer on UNH and the Yankee Conference. Enjoy a night of

theatre at the Seacoast Repertory or on the UNH campus. Durham is officially part of New Hampshire's "seacoast" region, capturing the essence of New England's oceanfront. In just eighteen miles of coastline, there are long, sandy beaches, working ports, offshore islands, surf-stung rocks, and popular resort towns and villages that date back nearly four hundred years.

Located just twelve miles from Durham, Portsmouth, NH is a hub of cultural happenings, culinary gems and New England charm. The Music Hall in Portsmouth offers the best in independent and art films, as well as concerts and shows by nationally known musicians and performance artists. For food lovers, Portsmouth's burgeoning gastronomic scene boasts the most restaurants per capita in the country and is regularly highlighted as a must-visit culinary destination.

Just an hour from Boston, the region offers year-round outdoor activities, from fine skiing in New Hampshire's famous White Mountains and hiking, camping, and shopping in the warmer months (New Hampshire has no sales tax). With gorges, notches, and spectacular views all the way to Canada from some areas, residents and visitors are never at a loss for what New Hampshire has to offer.



Background Checks:

Prior to submitting your resume for this position, please read it over for accuracy. LLLS does verify academic credentials for its candidates, and our clients frequently conduct background checks prior to finalizing an offer.

**To learn more, call
Maureen Huminik, Vice President at
617-262-1102
or send nominations or cover letter and resume to
mhuminik@LLLSearches.com.
All inquiries will be held in confidence.**



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