



Executive Director of Advancement, Price College of Business
The University of Oklahoma Foundation
Norman, Oklahoma
www.oufoundation.org

Send Nominations or Cover Letter and Resume to:

Donna Russell
Senior Consultant
617-262-1102
DRussell@LindauerGlobal.com

The Opportunity

The Michael F. Price College of Business at the University of Oklahoma seeks a strategic and collaborative leader with a growth mindset to serve as its next Executive Director of Advancement (ED). As an integral member of both Price College's senior leadership team and the University of Oklahoma Foundation's Norman Campus leadership team, the ED will provide strategic vision, leadership, and direction for all fundraising and alumni community-building activities for the college, including its divisions and programs.



Working closely with the college's newly appointed Dean, Corey Phelps, the ED will provide strategic and operational leadership for a development and alumni engagement program that advances the college's mission and expands its reach and impact.

The ED will build, inspire, and manage a professional staff and will foster collaboration throughout the University particularly with Central Advancement's shared services to create and implement a comprehensive fundraising strategy for the college. Traveling regularly, the ED will engage prospective and current principal and major donors throughout the

United States building the pipeline for philanthropic giving at the college.

The successful candidate will be a transparent communicator and skilled fundraiser who has demonstrated an ability to forge internal and external partnerships. The ED will have demonstrated success in and a

commitment to creating and promoting a diverse, inclusive, and respectful workplace environment. Previous experience soliciting major and principal gifts is required. The ED will be a person of integrity, both trusting and trustworthy, and will be dedicated to the mission and values of Price College and OU.

The Michael F. Price College of Business

In 1917, the OU School of Public and Private Business was founded making it one of the first schools west of the Mississippi River to be accredited by AACSB International. Just over a decade later, in 1928, the school was formally established as the College of Business. Construction of the Business Administration building was completed in 1936 with the support of the Public Works Administration and was later named Adams Hall after the college's first dean, Arthur B. Adams. In 1997, the college was named the Michael F. Price College of Business in honor of Michael F. Price, a major donor and graduate of the college (BBA 1973) and was the first named college at OU.



Over the past five years, Price College has experienced significant growth in the number of faculty, staff, and students becoming OU's second-largest college, with more than 4,900 students. The college offers undergraduate, master's, executive, and doctoral programs across six academic divisions in Accounting, Entrepreneurship and Economic Development, Finance, Management and International Business, Management Information Systems, and Marketing and Supply Chain Management. To address the growing demand for virtual graduate business education, Price College will launch a new [online MBA program](#) in spring 2021.

As a purpose-driven organization, Price College ensures the enduring global competitiveness of Oklahoma and the nation. It does this by generating business insights into the biggest issues of our time and by preparing future business leaders to tackle these issues and add value to their organizations immediately upon graduating and throughout their careers.

Price College programs have made a strong showing in rankings. *U.S. News & World Report* recently ranked the undergraduate program 34th among public schools and 53rd among all schools in the country. It also ranked the International Business program in the Top 25 and the Entrepreneurship program at number 27.

OU's entrepreneurship program has consistently been [ranked](#) as one of the top entrepreneurship programs in the country by the *Princeton Review* and *Entrepreneur Magazine* and ranked 8th in the nation this past year. The graduate program climbed nine spots from last year's ranking, while the undergraduate program jumped 20 spots. The MBA program also made their list of [Best On-Campus MBA Programs](#).

Poets and Quants recognized Price College among the “Schools Making the Biggest Rankings Climbs” in the past decade. It ranks the MBA program 64th in the U.S., up 23 spots in the past 10 years, and declared it one of the [Best U.S. MBA Programs of the Decade](#).

The University of Oklahoma

OU is a comprehensive research university located across three campuses: the flagship in [Norman](#); the Health Sciences Center in [Oklahoma City](#); and the [Tulsa campus](#). More than 2,000 faculty members, 575 of whom hold endowed positions, are committed to providing students – 25,000 in Norman, 1,000 in Tulsa, and 3,000 at the Health Sciences Center – with an exceptional hands-on learning experience. OU’s programs continue to be ranked among the best both regionally and nationally. Offering more than 170 academic programs within 22 colleges, some of the most recognized degree programs are meteorology, petroleum engineering, ballet and musical theatre, health sciences, entrepreneurship and venture management, international business, energy management, and journalism.



Designation by the Carnegie Foundation as a Highest Research Activity institution, places OU in the highest tier of comprehensive research universities in the nation. The Stephenson Cancer Center, established in 2001, was NCI-designated in 2018. OU’s research enterprise features award-winning and nationally and internationally recognized faculty, multidisciplinary research centers, scholarly publications, and acclaimed performances at venues throughout the world. Learn more about OU’s [research areas](#).

OU’s outstanding tradition in athletics brings an exciting vitality to the Norman campus and across all sports claiming 38 total national titles. OU is best known for football and is king in the modern era of college football (1946-present). Since the end of World War II, the Sooners have more victories (664) than any other school and the second-best winning percentage (76.7%).

The Art District offers more than 350 performances per year and is home to two museums, the Fred Jones Jr. Museum of Art and the Sam Noble Oklahoma Museum of Natural History.

The University of Oklahoma Foundation and the Model for OU’s Fundraising Future

Since 1944, OU donors have entrusted more than \$3B in donations to the University of Oklahoma Foundation, an independent not-for-profit corporation that encourages and supports charitable giving for the benefit of the University of Oklahoma. Current assets of the Foundation stand at \$2.2B. The Foundation acts as the principal organization through which those gifts are made and administered for the benefit of the University. The sole reason for its existence is to serve OU and the generous donors who support the University. Endowments reflect the priorities and goals of the University and stand as an enduring tribute to

donors' generosity. The OU Foundation endowment is a point of pride at the University due to the Foundation's exceptional investment management, unwavering commitment to donors' intentions, and transparency of financial information.

In summer 2020, the OU Board of Regents and Foundation Trustees approved a plan to move the University Advancement function to the Foundation to allow for a more comprehensive and sophisticated approach to fundraising at all levels including within the Colleges and Units. The move will allow the Foundation to increase its annual investment in Advancement, allow for the full integration of the fundraising organization and end-to-end fundraising processes, and create a comprehensive fundraising governance model. A complete transition of Advancement employees to the Foundation is expected to be completed by early 2021. Overall, the Foundation will be comprised of 115 fulltime employees. Under this new model, the Foundation will receive, manage, and raise private resources supporting the mission and priorities of the University.



OU Advancement raised \$135M in FY19, followed by \$125M in FY20. OU's last campaign, *Reach for Excellence* (1995-2000), raised a total of \$514M. The Price College of Business, with over 33,000 alumni, has one of the University's most dedicated and committed alumni bases and largest number of rated prospects. Historically, Price College has been one of the most successful colleges at OU. On average, the college has raised between \$1M-\$8M annually.

Opportunities and Expectations for Leadership

The ED will have the opportunity to partner with a newly appointed Dean, who is highly supportive of engagement and development activities, and the Advancement leadership team for the Norman Campus to develop a comprehensive advancement strategy that coincides with the college and University's strategic plans. They will lead a team of development professionals devoted to engaging the college's alumni and donors.

Leveraging these strengths, the next ED will inspire the team and the broader community to address the following opportunities and challenges:

Grow and Lead the Price College Advancement Team and Create a Strategic Vision for the Future

The ED will lead advancement activities for Price College by working closely with the Dean in establishing the fundraising strategy, priorities, and goals for the college. They will create a culture of philanthropy by ensuring the Dean and college leaders can articulate their vision, understand the college's strategic and fundraising plans, engage donors, value donor perspectives and stories, ensure advancement staff are focused on fundraising activity and held accountable, and create meaningful impact reporting to donors.

The ED will manage professional fundraising staff and, in some cases, support staff including the management of team member productivity and development of travel strategy working within the constraints of budgeted funds. Embracing the University's commitment to diversity and inclusion, the ED will recruit, build, lead, and inspire a diverse team with attention to professional development, as well as succession planning.

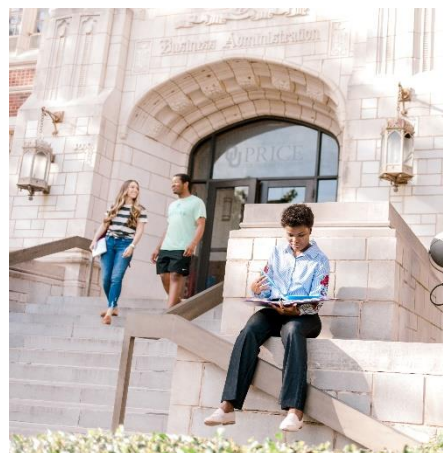
Increase Engagement and Philanthropic Support for Price College through Major and Principal Gifts

In addition to leading the fundraising team, the ED will manage an active portfolio of principal and major gift prospects in all aspects of the development cycle and solicit and secure gifts from individuals, corporations, and foundations. They will work with legal documents including donor agreements and planned giving vehicles as well as confidential donor information, document donor interactions and solicitations in the prospect management system while keeping donor information updated.

The ED will manage the Dean's portfolio and will orchestrate the participation of the Dean, senior leadership, and faculty in the cultivation and stewardship of key funding sources, including individuals, foundations, and corporations. They will collaborate and coordinate with university colleagues among the campuses and colleges/schools and units to create interdisciplinary, and transformational, gift opportunities.

Forge Partnerships and Build Relationships Internally and Externally

The ED serves as a key thought partner to the Dean of the Price College of Business and will work closely with senior administrative and faculty leaders to design and recommend strategies to achieve fundraising objectives, contribute to strategic planning, and provide leadership at an institution undergoing significant growth and change. They will work with division and program leadership and faculty in the college to creatively connect institutional needs with opportunities for support from corporate, foundation, and individual donors. The ED will establish and oversee an active program of engagement and communication to engage the college Board of Advisors, division and program boards, and volunteers of the college.



The ED will form strategic partnerships and collaborate with Central Advancement on the college's broad-based cultivation, annual giving, and stewardship efforts. They will collaborate with the Stewardship and Advancement Communications team to ensure cultivation and stewardship strategies and plans are developed and executed.

Serve as a Thought Leader and Key Member of Advancement and College Leadership

The ED will serve as a critical member of both the Advancement leadership team for the Norman Campus and the Dean's leadership team at Price College. At the college, the ED will serve as a thought partner to the Dean, members of the senior leadership team, and the college's advisory boards, and will play a central

role in strategic discussions, approaching deliberations about the future direction of the college through the lens of the alumni and donor experience. Working closely with members of the Dean’s senior leadership team, the ED will participate in college-wide decisions facing the college. Within Advancement, the ED will play an active role in strategic planning and decision making with a focus on Price College and the overall goals of the Foundation.

Candidate Profile: Qualities and Qualifications

The ED will be a strategic and experienced development leader with the personal capacity to galvanize growth and change. The ED must be a successful fundraiser with a track record of closing major and principal gifts and an inclusive manager with the proven ability to build, inspire, empower, and hold accountable strong and diverse staff. Above all, the successful candidate will embrace the mission, values, history, and tradition of OU and the Price College of Business.

The ideal ED candidate will offer the following professional and personal characteristics:

- Demonstrated ability to solicit and close major and principal gifts;
- A track record of recruiting, developing, and retaining a high caliber staff and managing them to maximize the support of internal and external constituencies; a willingness to empower others to execute while providing the support they need;
- Demonstrated ability to provide management oversight, leadership, and strategic direction to professional and support staff;
- Professional credibility and maturity required to effectively engage and leverage the Dean, faculty, board members, volunteer leadership, and other key stakeholders in fostering a tradition of fundraising and increasing philanthropic support for the college;
- A demonstrated commitment to diversity and inclusion and an ability to work effectively with a wide range of constituencies in a diverse community;
- Experience engaging, training, motivating, and staffing board members and volunteers in the cultivation, solicitation, and closing of significant gifts; appreciation for the role of volunteers in building an effective development network;
- Proficiency in Microsoft 365 desktop and cloud-based suite and the ability to learn customized online software applications, and basic data analysis;
- Ability to effectively evaluate projects/programs and produce comprehensive reports;
- A high level of energy, self-confidence, a positive ‘can-do’ attitude, good sense of humor, and the ability to function at a high level in an environment of high expectations are essential attributes;
- Excellent organizational and prioritization skills. Ability to handle multiple projects and deadlines simultaneously;
- Superior presentation skills; excellent communication skills, including the ability to write and speak clearly and effectively. Ability to develop trust and strong collaborative working relationships, promoting the sharing of resources and information across the college and Foundation;
- Honesty, integrity, enthusiasm, and perspective; a strong work ethic, supported by commitment and follow-through;
- A Bachelor’s degree from an accredited institution is required; CFRE (Certified Fundraising Executive) certification is preferred but not required; and
- The ability and willingness to travel nationally.

Leadership



Corey Phelps

Fred E. Brown Chair and Dean, Michael F. Price College of Business

Corey Phelps is the and Dean of the Michael F. Price College of Business at the University of Oklahoma. As a business school academic, Professor Phelps has lived and worked in the U.S., France, and Canada, and has taught or consulted in more than 20 countries around the world.

Prior to joining OU, Professor Phelps served as Associate Dean of Executive Programs and Education, Professor of Strategy and Organization, and Marcel Desautels Faculty Fellow at the Desautels Faculty of Management, McGill University. As Associate Dean, he was a member of the faculty's executive and academic committees, oversaw three executive masters programs and the McGill Executive Institute, and led the development and implementation of the faculty's five-year strategic plan.

Before McGill, Professor Phelps was a member of the Strategy and Business Policy faculty at HEC Paris, where he directed large bespoke executive programs. Prior to that, he was an Assistant Professor of Management and Organization and Dempsey Faculty Fellow at the Foster School of Business, University of Washington.

Professor Phelps received his Ph.D. from the Stern School of Business, New York University and MBA and BA degrees from San Diego State University.

Professor Phelps's research, which has been published in leading management journals, intersects strategy, entrepreneurship, and innovation, and has been cited over 6,000 times according to Google Scholar. His book, *Cracked It! How to Solve Big Problems and Sell Solutions Like Top Strategy Consultants* (co-authored with Bernard Garrette and Olivier Sibony), was published in 2018 by Palgrave Macmillan and has garnered considerable media attention. He has received multiple research awards and research grants and is a member of the editorial boards of four leading academic journals.

Professor Phelps is currently the Chair of the Academy of Management Technology and Innovation Management Division and past Chair of the Knowledge and Innovation Interest Group of the Strategic Management Society. In 2011, he initiated and co-founded the European Strategy, Entrepreneurship and Innovation Doctoral Consortium and continues to serve on its executive committee.

Professor Phelps has delivered keynote presentations, executive training programs and consulting engagements to more than 70 organizations in Europe, North America, Asia-Pacific and the Middle East. He has designed and directed numerous executive development programs, including the HEC Paris-Atos GOLD Talent Development Program, which received the EFMD Excellence in Practice Award for best custom talent development program. In recognition of his teaching excellence, he received the Pierre Vernimmen BNP Paribas Award at HEC Paris and undergraduate and MBA professor of the year awards at the University of Washington.



Jill Q. Hughes
Assistant Vice President of Advancement

Jill is the Assistant Vice President of Advancement for the Norman campus at the University of Oklahoma. During Jill's 15 year career at OU, she has been a part of a variety of successful campaigns including the engineering college's successful \$130 Million Campaign for Engineering, the naming of the Gallogly college, the establishment of the Stephenson School of Biomedical Engineering and the recent capital campaign for a new engineering building, Gallogly Hall. In 2009, Jill founded the OU Women's Philanthropy Network, a university-wide initiative designed to engage more women in the life of the University.

Before moving to academia, Jill spent eight years with the Walt Disney World Resort. With Disney, Jill served as Sales and Marketing Recruiter, Senior Corporate Sales Manager and 1998 Walt Disney World Ambassador. The Disney Ambassador program was created by Walt Disney himself in 1965 and has since expanded worldwide, with representatives acting as official spokespeople and emissaries of goodwill in local communities.

Jill graduated from the University of Oklahoma with a bachelor's degree in Broadcast Journalism. She is a Certified Fundraising Executive and regularly speaks about the value of philanthropic investment.

About Norman and Oklahoma City

Norman, OK

Ever since Norman was founded as a frontier town in 1891, this thriving community has set itself apart with a vibrant downtown, the University of Oklahoma, a robust public education system, and a diverse population. Nestled in the heart of a world-class academic community, the Norman Public School District is the eighth largest in Oklahoma. The district, which is located near the University of Oklahoma, has earned a reputation for academic excellence, robust fine arts programs, first-rate athletic teams, and providing opportunities for all students to reach their full potential. Living in Norman is very reasonable and affordable. Housing costs and the cost of living are below the national average. Norman's neighborhoods offer a wide variety of old and new—from campus homes to rural estates to modern designs. Beautification, historic

preservation, and public safety are issues that are addressed by neighborhood and local government representatives. Norman is a family-friendly town with many activities the whole family can enjoy, including attending OU sporting events, swimming, playing miniature golf, visiting community and neighborhood parks, driving race carts, and attending a host of events held at the Cleveland County Fairgrounds. Learn more about [Norman, OK](#).

Oklahoma City, OK

Just a short, 30-minute drive from the University of Oklahoma's campus in Norman and the location of OU's Health Sciences Center campus, Oklahoma City offers everything you look for in a modern metropolitan community. Through multiple resident-led tax initiatives called MAPS, Oklahoma City is bursting with new

development, bettering its infrastructure and schools, and creating new quality-of-life additions to the city that are wowing longtime citizens and drawing attention and visitors from around the country. With thrilling sports action, world-class museums, entertainment, shopping, and dining at more than a dozen different districts, the energy to continue to grow, build, and create is pumping all around town. Learn more about [Oklahoma City, OK](#).

Procedure for Candidacy

Nominations, applications, and inquiries are being accepted for the position. Consideration of candidates will continue until the position is filled. Candidates should submit, in confidence, a resume and cover letter.

Communications, nominations, applications, and inquiries concerning this search should be directed to:

**Donna Russell, Senior Consultant at
617-262-1102 or DRussell@LindauerGlobal.com**

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

The University of Oklahoma is committed to achieving a diverse, equitable, and inclusive university community by embracing each person's unique contributions, background, and perspectives. The University of Oklahoma recognizes that fostering an inclusive environment for all, with particular attention to the needs of historically marginalized populations, is vital to the pursuit of excellence in all aspects of our institutional mission. This enhances the OU experience for all students, faculty, and staff and for the communities we engage.

The University of Oklahoma, in compliance with all applicable federal and state laws and regulations, does not discriminate on the basis of race, color, national origin, sex, sexual orientation, genetic information, gender identity, gender expression, age, religion, disability, political beliefs, or status as a veteran in any of its policies, practices, or procedures. This includes, but is not limited to: admissions, employment, financial aid, housing, services in educational programs or activities, or health care services that the University operates or provides.



Setting the Standard in Nonprofit Talent

www.LindauerGlobal.com