

Northwestern | Kellogg

Associate Dean, Alumni Relations and Development
Kellogg School of Management
Northwestern University
Evanston, IL
<https://www.northwestern.edu/>
<https://www.kellogg.northwestern.edu/>

Send Nominations or Cover Letter and Resume to:

Jill Lasman
Executive Vice President
617-262-1102
jlasmann@LindauerGlobal.com

Introduction

Kellogg School of Management:

Founded in 1908, the Kellogg School of Management is a global business school with a mission to educate, equip, and inspire leaders to build strong organizations and wisely leverage the power of markets to create lasting value.

Its community of faculty, staff, students, and alumni shape the practice of business and organizations around the world. From world-renowned expertise in the field of marketing to cutting-edge work in negotiations, human-machine intelligence, next generation data analytics, and game theory, Kellogg faculty have led the transformation of business knowledge and education for decades. Its programs are consistently ranked among the top business schools globally.



Kellogg was an early and influential proponent of the team-based learning model, which was based on the belief that management is a group activity, not an individual pursuit. This model has become the norm in almost every Kellogg course and has been adopted by many other business schools around the globe. Kellogg's collaborative culture has its roots in this innovation.

More than 20 years ago, Kellogg began sowing the seeds of what has become the School's premier executive M.B.A. global network. The relationships and partnerships forged with world-class institutions have enabled Kellogg to offer a distinctive approach to global education, combining deep knowledge and experience in global practices with rich local expertise.

Today Kellogg alumni lead and grow some of the most notable organizations in the world. The more than 60,000 alumni in 100 countries dedicate time, energy, insights, and resources to support the School.

Northwestern University:



Kellogg is an integral part of Northwestern University, a top-ranked global university with more than 50 research centers and institutes. Kellogg and Northwestern enrich and benefit from each other, sharing the same core values. For years, Kellogg has been at the core of the University and a flagship for Northwestern, both locally and internationally. Northwestern offers the Kellogg community an ecosystem of education opportunities and services, and a rich environment for intellectual, academic, and social exchange.

Kellogg and Northwestern faculty work together in many capacities, including on research initiatives and through several cross-functional research centers. For example, several Kellogg faculty members serve as leaders of initiatives at the Northwestern Buffett Institute for Global Affairs, which addresses critical global issues through collaborative research, public dialogue, and engaged scholarship.

Additionally, Kellogg fully funds several teaching faculty positions in other Northwestern schools, and regularly works with Northwestern departments in faculty recruitment and hiring. Faculty from Economics, Engineering, Law, and Psychology have joint appointments at Kellogg, and students take classes within these departments and seize advantage of opportunities to do interdisciplinary research.

Kellogg and NU also offer three joint degree programs: J.D.-M.B.A. in partnership with Pritzker Law; M.D.-M.B.A. in partnership with Feinberg School of Medicine; and M.M.M., a dual-degree program with the Segal Design Institute at the McCormick School of Engineering and Applied Science, which integrates management, operations, and design from concept to execution.

The Kellogg Campus:

Kellogg's Global Hub, a state-of-the-art academic facility that opened in 2017, is located on Northwestern University's Evanston campus. The 415,000-square-foot building was designed in its form and function to enable greater interaction between faculty and students and facilitate team-based learning. The Global Hub (bottom left) offers stunning views of the campus, Lake Michigan, and the Chicago skyline, and can be seen adjacent to the James L. Allen Center (immediate right of the Global Hub), where Kellogg's executive education and executive M.B.A. programs take place.

Kellogg also has campuses in downtown Chicago and Miami, Florida, as well as its EMBA global network, comprised of five campuses in Canada, Asia, the Middle East, and Europe.



The Opportunity

The Kellogg School of Management at Northwestern University seeks a strategic, collaborative, and inspirational leader to serve as its next Associate Dean, Alumni Relations and Development. An integral member of both Kellogg's senior leadership team and Northwestern University's central development leadership team, the Associate Dean will provide strategic vision, leadership, and direction for all fundraising and alumni community-building activities.

Through the design and implementation of comprehensive engagement, cultivation, solicitation, and stewardship strategies, the Associate Dean will position Kellogg to realize its record-setting \$500 million campaign goal and partner with Northwestern University's Alumni Relations and Development Office (NU-ARD) to complete NU's \$5 billion comprehensive *We Will* campaign, working closely with Robert McQuinn,

Vice President for Alumni Relations and Development at Northwestern. Additionally, s/he will have the opportunity to help shape Kellogg's next capital campaign, building on the success of the current campaign and broadening the School's prospect base.



Working closely with the Dean of Kellogg, Francesca Cornelli, the Associate Dean will provide best-in-class strategic and operational leadership for an innovative development and alumni engagement program that advances the School's

mission and expands its global reach and impact. This is a unique opportunity to partner with a new dean at one of the world's premier business schools to shape and implement the new strategic vision.

The Associate Dean will lead, reinforce, and grow a dynamic team spanning three functions – alumni relations, campaign operations/annual fund, and major gifts. S/He will provide the structure and guidance, as well as mentoring and coaching, to promote a culture of excellence that meets and exceeds the expectations of Kellogg's high-powered alumni community.

Duties and Responsibilities:

Ensure Kellogg raises the remainder of its \$500 million goal as part of the University's *We Will* campaign by December of 2020 and reposition Kellogg's development program to raise \$75 million to \$100 million per year in its next campaign.

- Develop and execute a strategic plan for alumni relations and development at Kellogg, in close partnership with the Dean, including major gifts, annual giving, and alumni engagement.
- Work with the Kellogg Global Advisory Board as well as other key Kellogg supporters in order to identify and cultivate individuals who can become participants in the life of the School and provide financial support at leadership levels.
- Support the Dean's outreach to and engagement with donors; identify effective goals and strategies to maximize impact.
- Manage a portfolio of at least 20 gift prospects and donors at the seven-figure level.
- As required, serve as the Dean's representative to the Kellogg community, alumni, volunteers, and current and prospective Kellogg supporters.
- Travel extensively throughout the United States and internationally in order to build stronger relationships for the School.
- Support and partner with Northwestern University's Alumni Relations and Development Office (NU-ARD) to develop and implement University-wide strategic objectives to support University fundraising and alumni relations goals.

Manage and oversee the work of three functions – alumni relations, campaign operations/annual fund and major gifts.

- Inspire and motivate team members, placing their work within the context of Kellogg's strategic priorities, as well as within the mission of Northwestern University.
- Promote excellence through well-defined and measurable goals.
- Foster a work environment that recognizes and rewards team-based efforts.
- Develop team members' talents and ensure each alumni and development team member is actively mentored and trained.
- Work with the Kellogg CFO to proactively manage the budgeting process, anticipating costs and prioritizing needs.

- Partner with Kellogg's Chief Marketing & Communications Officer to ensure alignment of fundraising and alumni engagement strategies with the School's marketing communications and reputation-building efforts.

Qualifications:

The successful candidate will have at least 10 years of progressively responsible experience in complex development and donor relations programs, preferably within higher education. S/He will have a proven track record of raising significant major gifts from individuals, corporations, and foundations. A demonstrated ability to plan, execute, and successfully close high-level gifts, and substantive participation in a significant campaign is essential, as is a track record of success leading, mentoring, and motivating a sizable development team. Specific qualifications include:

- A genuine passion for contributing to the transformation of a premier global business school that is operating in a rapidly changing environment; excitement about joining a best-in-industry senior management team.
- The ability to effectively engage, influence, and leverage the NU President, Kellogg Dean, high-level donors, faculty members, alumni boards, fellow senior team members, and Kellogg alumni, domestically and internationally.
- Excellent oral and written communication skills and the ability to connect with a variety of audiences.
- Exemplary interpersonal and listening skills, as well as a high degree of comfort working on a global basis; cultural sensitivity.
- An understanding of and appreciation for the use of technology in building an extended School and University community.
- A keen eye for operational efficiency and optimal use of resources; the ability to plan, monitor, and tightly manage a budget.
- The ability to travel frequently, both domestically and internationally.

Leadership at Kellogg and Northwestern University



Francesca Cornelli
Dean

Francesca Cornelli was named Dean of Northwestern University's Kellogg School of Management in February 2019. She will begin her term on August 1, 2019, and will also be a Professor of Finance and hold the Donald P. Jacobs Chair of Finance. Previously, she was Professor of Finance and Deputy Dean at London Business School. She also built the highly regarded Private Equity Institute of

London Business School where she built a bridge between academia and practice by partnering with private equity leaders in London, alumni and top academics in the field.

Cornelli is widely respected as an accomplished scholar and a leader in business education. Her research interests include corporate governance, private equity, privatization, bankruptcy, IPOs and innovation policy. She has published several papers in the major finance and economics journals and she gives regular talks at major conferences and universities. She has been an Editor of the *Review of Financial Studies*, one of the top three finance journals, and previously served on the Board of Editors of *The Review of Economic Studies* and as an Associate Editor at the *Journal of Finance*. She is a Research Fellow of the Center for Economic and Policy Research, and previously served as a Director of the American Finance Association.

Cornelli has vast international experience and has taught at some of the top schools in the world, including the Wharton School, the Fuqua School of Business at Duke University, The London School of Economics, the Indian School of Business in Hyderabad, and the New Economic School in Moscow. She has also served as an independent Board Member of several global corporations, including financial institutions. In January 2016 she helped create and became a board member of AFFECT, a committee of the American Finance Association, designed to promote the advancement of women academics in the field of finance.



Morton O. Schapiro
President

Morton Schapiro began his term as the 16th President of Northwestern University on September 1, 2009. He is a Professor of Economics in Northwestern's Judd A. and Marjorie Weinberg College of Arts and Sciences, and also holds appointments in the J. L. Kellogg School of Management and the School of Education and Social Policy.

Schapiro is among the nation's leading authorities on the economics of higher education, with particular expertise in the area of college financing and affordability, and on trends in educational costs and student aid. He has testified before U.S. Senate and House committees on economic and educational issues and is widely quoted in the national media.

Previously, Schapiro was President of Williams College from 2000 to 2009. Earlier he served as a member of the Williams College faculty from 1980 to 1991 as Professor of Economics and Assistant Provost. In 1991, he went to the University of Southern California, where he served as Chair of the Department of Economics until 1994 and then as Dean of the College of Letters, Arts, and Sciences until 2000. During his last two years as Dean, he also served as the university's Vice President for Planning.

Schapiro has written more than 100 articles and written or edited nine books, including: *Cents and Sensibility: What Economics Can Learn from the Humanities* (with Gary Saul Morson, Princeton University Press 2017); *The Student Aid Game: Meeting Need and Rewarding Talent in American Higher Education* (with Michael McPherson, Princeton University Press 1998); *Keeping College Affordable: Government and Educational Opportunity* (with Michael McPherson, Brookings Institution 1991); plus an edited volume: *The*

Fabulous Future? America and the World in 2040 (with Gary Saul Morson, Northwestern University Press 2015).

He has received research grants and contracts from the National Science Foundation, the U.S. Department of Education, the World Bank, the Andrew W. Mellon Foundation, the Spencer Foundation, the College Board, the Organization for Economic Cooperation and Development, and other groups to study the economics of higher education and related topics. In 2010, he was elected a Fellow of the American Academy of Arts and Sciences, and in 2017 he was elected to the National Academy of Education. He received his Bachelor's degree in economics from Hofstra University and his Doctorate from the University of Pennsylvania.

Schapiro and his wife Mimi have three children: Matt, Alissa, and Rachel.



Robert McQuinn
Vice President for Development and Alumni Relations

Bob McQuinn was named Vice President for Alumni Relations and Development at Northwestern University in October 2010. McQuinn is a veteran development leader with more than 20 years of experience leading seven major fundraising campaigns, including *We Will*. The campaign for Northwestern.

Under McQuinn's leadership, the *We Will* campaign publicly launched in March 2014 with the goal of raising \$3.75 billion from 141,000 supporters. Building on the campaign's rapid success, in September 2018, Northwestern increased its goal to raise \$5 billion from 170,000 donors by the end of 2020. The Alumni Relations and Development team has engaged a global network of donors and volunteers to fund the bold ambitions of Northwestern's strategic plan. Several historic gifts are already transforming the student experience, as well as biomedical research, the arts, athletics and recreation, international studies, law, and other Northwestern strategic initiatives.

From 2003 until joining Northwestern, McQuinn served as Associate Vice President for Development at the California Institute of Technology and then Acting Vice President for Development and Alumni Relations, overseeing the 70-member development and alumni relations team and supporting three Trustee committees. During his tenure, Caltech successfully completed its comprehensive campaign, *There's only one. Caltech*, which surpassed \$1.4 billion in private support.

Prior to Caltech, McQuinn served as Associate Vice President for Development at Williams College, where he planned and launched the *Climb Far* campaign that eventually resulted in over \$500 million in gifts and commitments. Before Williams, he served as Senior Associate Dean for Development and Public Affairs for the College of Letters, Arts, and Sciences and as Director of Development for the Marshall School of Business at the University of Southern California. He also has held senior development positions at Whittier College and at the Japanese American National Museum in Los Angeles. Prior to his development career, he worked in the financial services industry, most recently as a corporate banker for First Chicago Corp.

McQuinn holds both a Bachelor's degree and Master's degree in business administration from the University of Southern California. He and his wife, Christine, have three children, Andrew, Breanna, and Julie.

Background Checks:

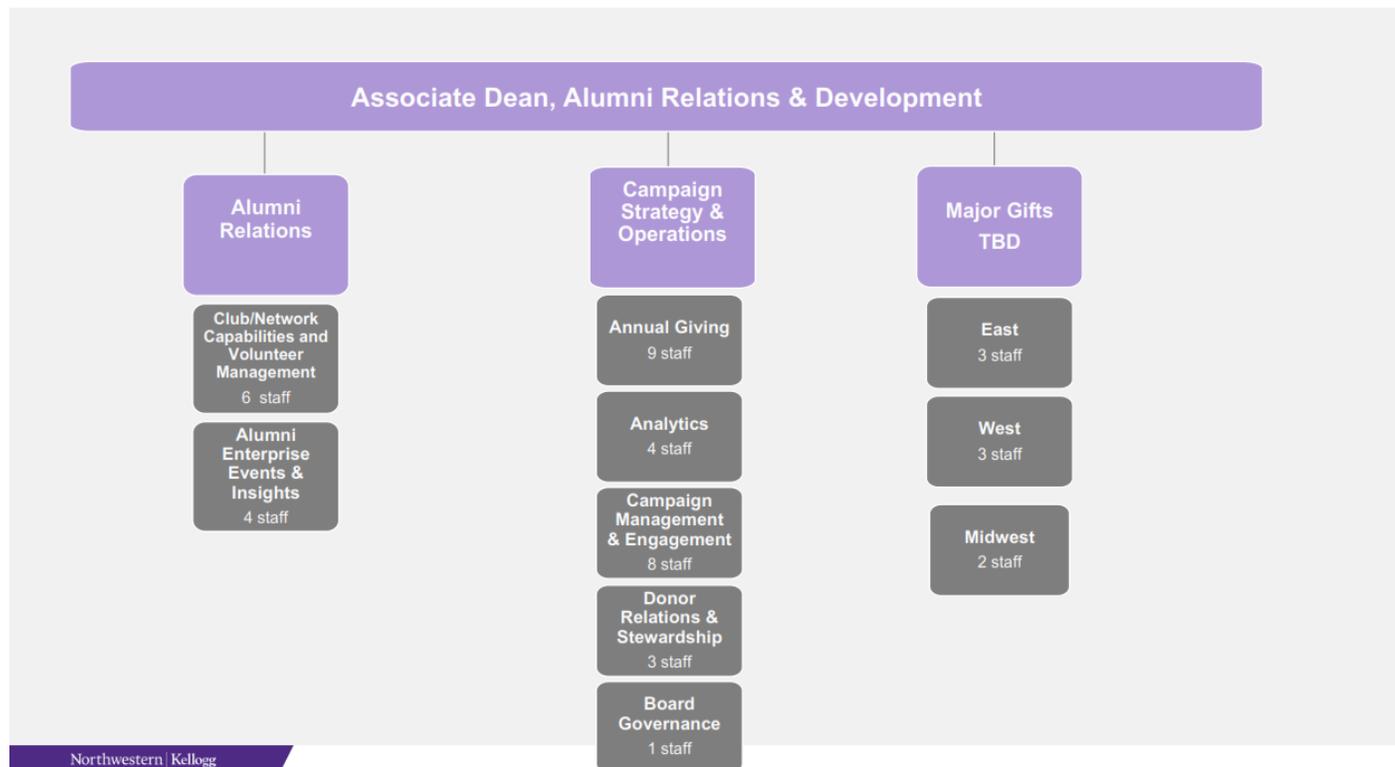
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**To learn more, call
Jill Lasman, Executive Vice President at
617-262-1102
or send nominations or cover letter and resume to
jlasman@LindauerGlobal.com.
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420 Boylston Street, Suite 604, Boston, MA 02116
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Organization Chart



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