



Executive Director of Foundation Relations
The University of Texas at Austin
Austin, TX
<http://www.utexas.edu>

Send Nominations or Cover Letter and Resume to:

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Introduction

In the University's own words, "What starts here changes the world." The University of Texas at Austin (UT Austin) provides public access to a first-class education and the tools of discovery. This has resulted in a culture of ambition and leadership, where physical scale is matched by bold goals and achievements.

The University is internationally recognized as a bold, ambitious leader in research and higher education. A member of the prestigious Association for American Universities (AAU), UT Austin is one of the nation's premier centers for academic excellence and has more than 40 programs ranked among the top 10 in the country. The flagship campus of The University of Texas System (UT System), it is the fifth-largest university in the United States, with approximately 40,000 undergraduate students and over 11,000 graduate and professional students from across the nation and more than 118 countries. With groundbreaking research and cutting-edge teaching and learning techniques, UT Austin creates a seamless blend of tradition and innovation. Amid the backdrop of Austin, Texas, a city recognized for its creative and entrepreneurial spirit, the



University provides a place to explore countless opportunities for tomorrow's artists, scientists, athletes, doctors, entrepreneurs and engineers.

The Opportunity:

The Executive Director of Foundation Relations will be a highly strategic, exceedingly knowledgeable leader, manager and colleague, who will bring a proven ability to partner with University leadership across campus in support of groundbreaking programs and research that changes the world. The Executive Director will bring a thoughtful approach to their work and deep experience in successfully seeking and receiving six-figure and above gifts from the foundation sector.

S/He will work collaboratively with University and school-based development staff, faculty, senior University administrators and foundation donors, including family foundations and regional, national and international foundations. As such, the successful candidate will be highly organized, nimble, creative, strategic and possess outstanding interpersonal skills.

The Role of the Executive Director of Foundation Relations

Job Purpose:

To lead the University Development Foundation Relations team in facilitating and strengthening strategic foundation partnerships for The University of Texas at Austin.

Essential Functions:

- Participate at the executive level in the University's campus-wide fundraising activities and contribute to the formulation of priorities and policies for foundation relations.
- Design, implement and manage a proactive development plan focused on expanding and enhancing top level foundation partnerships by directing and coordinating activities related to obtaining multi-million-dollar foundation funding and support, including working in partnership with all programs on campus that touch on these areas.
- Participate with upper leadership in prioritizing/articulating fundraising goals for the University, planning solicitation strategies and building cases for support.
- Identify emerging national foundations and trends with a special emphasis on partnerships that can garner larger philanthropic commitments to support the mission and goals of the University.
- Develop a broad and deep understanding of current fundraising priorities across campus and of University policies relating to foundation grants. Serve as a resource to development personnel across campus on these topics.

- Work collaboratively and transparently with schools and colleges and with other UT offices that are involved in securing and stewarding external funds from foundations, including the Vice President of Research, Office of Technology Commercialization, Office of Sponsored Research, Office of Industry Engagement, Office of the Provost, Career Services, UT Foundation and others.
- Represent the University to external constituencies, coordinate approaches to funders and support University and college/school leadership in major solicitations to foundations.
- Manage the Foundation Relations team of six officers and the planned addition of two more officers. Build strong connections with the CSU affiliated officers. Supervise Foundation Relations staff in cultivating, soliciting and stewarding foundations for support of short- and long-term priorities of the University. Provide guidance and mentoring to staff to ensure productivity and career enhancement.
- Maintain a portfolio of key foundations, develop new relationships with appropriate foundation leadership and support units across campus in sustaining and enhancing their relationships with existing foundation partners.
- Develop highly competitive proposals for prospects in support of University goals. Monitor proposal deadlines, prepare and edit proposals and manage proposal submissions.
- Create and oversee the implementation of a high-quality stewardship process for active foundation prospects and donors. Ensure that stewardship and reporting requirements are met to sustain successful partnerships.
- Develop annual goals for the Foundation Relations office to increase annual foundation support by 20%-30% within 36 months of start date.
- Lead appropriate meetings and events (e.g., foundation visits, strategy sessions with campus Foundation/CFR officers, problem-solving sessions with various UT Austin compliance offices, etc.).
- Ensure that UT Austin is represented by Foundation staff at key professional meetings.
- Oversee and enhance proposal processes, activity tracking, timely reporting and stewardship and recognition of foundation donors as appropriate.

The University of Texas at Austin is an Equal Opportunity/Affirmative Action employer.

The University of Texas is especially interested in qualified candidates who can contribute to diversity and excellence within the University's development community.

Qualifications:

- Bachelor's degree and a minimum of 10 years demonstrated success in higher education, developing relationships and soliciting gifts.
- Fundraising experience with corporations and foundations, preferably within the context of a capital campaign, resulting in major gifts (\$100,000+).

- Ability to develop, plan and implement short- and long-range goals.
- Ability to develop strategy, as well as solicit prospects.
- Excellent organizational, interpersonal and networking skills with large groups, as well as with individuals.
- Experience with grant and proposal writing at appropriate levels for varied proposal development. Previous management experience.
- Ability to use independent judgment and manage and impart information to a range of clientele.
- Skills in examining and re-engineering operations and procedures, formulating policy and developing and implementing new strategies and procedures.
- Masters/Ph.D. preferred.

The University of Texas at Austin – Top Public Research University



Founded in 1883, and a member of the AAU since 1929, UT Austin's 18 colleges and schools encompass most academic disciplines in the humanities, social sciences, sciences and engineering and performing and creative arts, as well as professional schools. UT Austin offers more than 170 undergraduate fields of study and 237 graduate programs, largely at the doctoral level, which are supported by more than 3,000 faculty and 12,000 staff members. The University is one of the top 20 public universities according to the 2018

rankings from *U.S. News & World Report*, with the #1 accounting, Latin American history and petroleum engineering graduate programs in the country. Internationally, the London-based *Times Higher Education* lists the University as #34 in its World Reputation Rankings; the UAE-based Center for World University Rankings lists the University as #32; and *U.S. News & World Report* lists the University as #30 in its Best Global Universities Rankings.

The University is in the midst of a period of dramatic expansion and development. Over the past five years, UT Austin has added numerous new buildings to the main campus, including the new Liberal Arts Building, the Gates Computer Science Complex and Dell Computer Science Hall, the Belo Center for New Media, the Health Learning Building, the Health Discovery Building and the Health Transformation Building. The latter three buildings are part of the new Dell Medical School, the first medical school to be built at an AAU member institution in the last half-century — its founding has the potential to help position the University as the top public research institution in the nation.

World-class research facilities managed by the University include the Hobby-Eberly Telescope at McDonald Observatory and the Texas Advanced Computing Center (TACC), which designs and deploys some of the most powerful supercomputers in the world. It is home to one of the top research libraries in the nation, as well as to cultural treasures and collections housed in seven internationally recognized museums, including the Blanton Museum of Art, the Harry Ransom Center and the Lyndon B. Johnson Presidential Library and Museum. UT is a founding partner in the next-generation Giant Magellan Telescope (GMT), which will be the world's largest (25.4-m) optical/infrared telescope when it begins commissioning in 2023.

The University has an internationally distinguished faculty, including winners of the Nobel Prize, Turing Award, Pulitzer Prize, National Medal of Science, National Medal of Technology and Innovation and the Wolf Prize. Numerous faculty are members of prestigious academic and scientific academies. A national leader in



the number of undergraduate degrees awarded to minority students, UT Austin has produced 112 Fulbright Scholars, 31 Rhodes Scholars and 23 Marshall Scholars.

Education is central to the mission of UT Austin. Exceptional teaching is recognized and promoted by the UT System Regents Outstanding Teaching Awards, membership in the Academy of Distinguished Teachers and the Provost's Teaching Fellows Program.

UT Austin is supported financially by four pillars: state funding, tuition, research grants and philanthropy. Approximately 12% of UT Austin's operating budget comes from state appropriations, with another 21% coming from tuition. Faculty and research staff generated approximately \$580 million in federal and corporate funding last year. The campus continues to develop new revenue opportunities, with an impressive increase in technology commercialization from research. Over the past 10 years, UT Austin has received \$156 million in revenue from the licensing of University technology. The University finished its eight-year, \$3 billion capital campaign, *The Campaign for Texas*, successfully in 2014 and is currently in the planning phase of a forthcoming multi-billion dollar historic campaign.

UT Austin's large student body, storied history, strong community and richness of tradition have



given rise to a proud alumni base of more than 482,000, which includes industry leaders like Michael Dell and Rex Tillerson; entertainers like Oscar-winning actor Matthew McConaughey, Academy Award-winning actress Marcia Gay Harden and film director Robert Rodriguez; journalists like Bill Moyers and Walter Cronkite; and politicians like Sam Rayburn, James Baker and Kay Bailey Hutchison.

Leadership



Gregory L. Fenves

President

The University of Texas at Austin

Gregory L. Fenves began his appointment as President of The University of Texas at Austin in June 2015. He holds the Cockrell Family Chair in Engineering #15 and is a member of the National Academy of Engineering, the highest national honor awarded to engineers in the United States. Previously, Dr. Fenves served two years as UT Austin's Executive Vice President and Provost and five years as Dean of UT Austin's Cockrell School of Engineering.

Before taking the deanship at UT Austin, Dr. Fenves served as Chair of the Department of Civil and Environmental Engineering at the University of California, Berkeley, where he was on the faculty for more than 20 years. He earned his Bachelor's degree with distinction from Cornell University and a Master's degree and Ph.D. from the University of California, Berkeley. Dr. Fenves began his career as an Assistant Professor in civil engineering at UT Austin from 1984 - 1987. An internationally recognized structural engineer, Dr. Fenves' research focus is on computational simulation of structures subjected to earthquakes and technology for performance-based earthquake engineering.



Scott Rabenold

Vice President for University Development

The University of Texas at Austin

Scott Rabenold became Vice President for University Development at The University of Texas at Austin in September 2016. He previously was the Vice Chancellor for Development and Alumni Affairs at the University of Tennessee, Knoxville, where he had served in several leadership roles during his 14-year tenure.

Under Rabenold's leadership, the University of Tennessee significantly increased the number of major gifts it received. It also doubled its yearly philanthropy between 2009 and 2015.

At UT Austin, he heads fundraising efforts across campus and is preparing for a capital campaign to follow up on *The Campaign for Texas*, which raised \$3.1 billion through 2014.

He has a Bachelor's degree from the University of Iowa and an M.B.A. from Drake University. He began his career at Wake Forest University and the University of Memphis before going to the University of Tennessee in 2002 to serve as an assistant athletic director and director of capital support for athletics.

He subsequently served in various leadership roles at the Knoxville campus and the University of Tennessee System, including Interim President of the University of Tennessee Foundation, before becoming Vice Chancellor in 2011. In that role, he worked to increase collaboration among colleges and departments across the university and develop campus-wide development strategies, including development training for academic leaders; partnerships with foundations and corporations to support research; and a social media campaign featuring University of Tennessee celebrities.

Location

Austin, TX:



Austin is known for its culture of innovation, stemming from the high-tech character of its economy and for its creative culture, which supports the arts, music and theatre. Frequently ranked as one of the best places to live in America, the greater metropolitan area has a population approaching two million. Outdoor recreation is possible year-round, thanks to the temperate climate and the many parks, lakes and hike-and-bike trails in the city. Major annual events hosted by the city include the Formula One

Grand Prix, the South by Southwest (SXSW) annual film, interactive media and music festival and the Austin City Limits (ACL) Music Festival.

The quality of life in Austin is among the prime recruiting tools at The University of Texas. Once a small, quirky college- and state-government town, Austin is now the 11th largest city in America and is a major draw for students, faculty and staff.

The city has long enjoyed a symbiotic relationship with UT, both contributing to and building upon the quality of life that flows from the natural beauty of the Texas Hill Country, the creative pulse of the city embodied in events like South by Southwest and the Austin City Limits Music Festival, the entrepreneurial and high-tech character of the economy and notably its Tex-Mex and barbecue cuisine. Residents of “The Live Music Capital of the World” are known for being educated, fit, tech-savvy, creative, diverse and tolerant.



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
Gretchen Dwyer, Senior Consultant
at 617-262-1102
or send nominations or cover letter and resume to
gdwyer@LLLSearches.com.**

All inquiries will be held in confidence.



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Organization Chart

Foundation Relations Org Chart

