



Brooklyn Law School
ESTABLISHED 1901

Chief Advancement Officer
Brooklyn Law School
Brooklyn, New York
brooklaw.edu

Send Nominations or Cover Letter and Resume to:

Wendy Lazar
Senior Consultant
857-366-5419
wlazar@LindauerGlobal.com

Libby Roberts
Senior Vice President
617-513-8129
lroberts@LindauerGlobal.com

The Opportunity:

Brooklyn Law School is driving forward to help students meet the demands of a new world of law. Faculty members have earned national and international acclaim in diverse fields, including evidence, torts, civil liberties, law and technology, corporate and commercial law, criminal law, and more. The Law School's nationally renowned clinical program — among the first of its kind — is today one of the country's most diverse and comprehensive professional skills programs. Further enriching the learning environment, the School's academic centers host events, offer scholarship opportunities, and provide additional training in a wide range of fields and disciplines by bringing experts from all over the world to the Law School. Brooklyn Law attracts highly qualified students from the most prestigious undergraduate institutions and has an alumni network of 23,000 graduates throughout the globe.



The incoming Chief Advancement Officer (CAO) will benefit from visionary and bold academic leadership, engaged and passionate Trustees, and an untapped philanthropic potential from a dedicated alumni base. The new CAO will also get to shape the newly combined External Affairs and Development teams to create a new advancement model for the School.

The Law School's next CAO must be an innovative and inspirational leader who has a track record of establishing best practices, implementing innovative

systems, and coaching and mentoring team members. The ideal candidate will lead by example, building on donors' strong affinity to the school, while creating a plan to further enhance Brooklyn Law's visibility, expanding the donor pipeline to deepen a culture of philanthropy to sustain and grow the institution's impact.

Overview

Founded in 1901, the mission of Brooklyn Law School is to provide its students with the knowledge, skills, and ethical values needed for a career in the law. In furtherance of its mission, the Law School has built a community of outstanding legal scholars, students, and alumni.

One of the Law School's greatest strengths is the composition, diversity, and achievements of its [faculty](#), who are gifted teachers in the classroom and renowned scholars and policy shapers in the larger community. Brooklyn Law School is home to a dynamic group of 62 full-time faculty members, including scholars in traditional public and private law disciplines as well as leaders in emerging areas of law, such as internet law, cybersecurity, and LGBTQIA advocacy. Their work appears in leading law reviews and in books and treatises. Nineteen members of the full-time faculty have been elected to the distinguished

American Law Institute. A study (Sisk et al., 2018) ranks Brooklyn Law School 44th among all American law schools for scholarly impact. They are also leaders in clinical and experiential education. The School's location in an urban center of tech, commerce, finance, real estate, and entertainment, along with its proximity to major federal and state courts, enables Brooklyn Law to draw from a deep pool of distinguished lawyers, judges, and government officials who serve as members of the adjunct faculty.



The Law School curriculum combines traditional course offerings and teaching methodologies with innovative professional skills training courses. The School's programs in [business and corporate law](#), [international law](#), [criminal law](#), and [public service law](#), among others, are regularly recognized for excellence. The nationally renowned clinical program, celebrating its [50th anniversary](#), is today one of the country's most diverse and comprehensive professional skills programs. An innovative Gateway curriculum builds on the School's acclaimed legal writing program to introduce students to a wide range of legal writing skills and areas of practice and to help them build a portfolio of high-quality written work that dovetails with their academic and professional interests. Students can choose from a variety of flexible J.D. program options, including a highly ranked extended (part-time) four-year J.D. program. The Law School also offers an LL.M. for foreign-trained lawyers, as well as several joint-degree programs.

Brooklyn Law School endeavors to be the destination of choice for a richly diverse population of highly qualified students. From the time of its founding over a century ago, when the doors of many law schools

were closed to women, people of color, and members of religious and ethnic minorities, Brooklyn Law opened its doors to qualified students of all races and religions. It has served as an important gateway to professional, economic, and civic success. The Law School takes pride in the [diversity](#) of its academic community.

In the last academic year, the Law School enrolled 1,146 students. For the [entering class of 2020](#), the School received 3,921 applications, admitted 1,904, and enrolled 411 students. The median LSAT score was 158, with a median GPA of 3.44. Thirty-five percent of the students are students of color. Students come from 33 states of permanent residence and 10 countries, and 175 colleges and universities, and 89% received some form of institutional aid. The ABA reported employment rate for the class of 2019 (the most recent data available) is 92%.



Brooklyn Law School has an extensive network of more than 23,000 [alumni](#) residing and working in 49 U.S. states, the District of Columbia, four U.S. territories, and 50 foreign countries. They include the leaders of some of the world's most distinguished law firms as well as government officials, business leaders, and public interest lawyers.

More than 100 staff members and administrators work with and support Brooklyn Law's faculty and students. They are integral not only to the administration, maintenance, and operation of the school, but also to its educational mission.

The Role

The Chief Advancement Officer provides strategic and operational leadership for the Office of Development and the Office of External Affairs. This individual will manage the Law School's philanthropic growth by cultivating revenue streams and avenues for fundraising; ensure the stable, long-term growth and expansion of development; create and sustain a positive public brand for the Law School through marketing and communication strategies, and the development of relationships with external constituencies; and work with the Law School's leadership, faculty, and Board of Trustees to further the overall mission of the Law School.

Essential Responsibilities

- Formulate measurable short- and long-term goals for the Law School's fundraising efforts and develop actionable strategies for meeting and exceeding those goals through grants, sponsorships, gifts, donations, and fundraising events.

- Organize and, as needed and appropriate, expand the development team and infrastructure to best approach the Law School's development goals, including the implementation of performance measures and sound systems for gathering, organizing, and analyzing records and data.
- Formalize, systemize, and refine the Law School's fundraising principles, policies, and procedures.
- Discover new and potentially lucrative revenue streams for expansion of the Law School's fundraising efforts by raising awareness of the Law School and its primary goals through outreach efforts, regular community events, publications, and media relations.
- Manage a portfolio of approximately 50 principal- and major gift prospects, as well as supporting the Dean's portfolio of 20–25 principal gift prospects.
- Direct efforts to improve the Law School's alumni and donor databases and develop analytical tools and techniques for optimally targeting communications to and engagement of potential donors based on interests, background, affinity, past giving, giving potential, and other factors.
- Extensive experience with donor management and client relationship management (CRM) systems. Experience implementing or modernizing such systems strongly preferred.
- Track revenue and fundraising trends to predict future opportunities for expansion efforts and avoid downtrends in individual, corporate, or foundation gifts.
- Plan and oversee fundraising events to make sure all donor needs are met, and fundraising goals are achieved.
- Work closely with Law School leadership, including the Dean and Board of Trustees, as well as members of the Law School community such as students and faculty to best determine the Law School's fundraising needs.
- Develop agendas and an annual meeting calendar for the Board of Trustees' Development Committee.
- Oversee the creation of public branding strategies and structure the External Affairs team to best approach the implementation and management of those strategies.
- Oversee brand marketing, direct market research, and industry trend analysis.
- Manage the communications budget and oversee, as needed, the writing and editing of event scripts, speeches, promotional materials, and other forms of written communication, as well as arranging and staging interviews.
- Develop and maintain relationships with journalists, public officials, corporate sponsors, and any other constituencies vital to furthering the Law School's educational mission.
- Perform other related duties as assigned by the Dean.

Qualifications

- Bachelor's degree required; relevant advanced degree (e.g., in nonprofit management, business or public administration, community development, or public policy) a plus.
- At least seven years experience in fundraising, public relations, or general business management; demonstrated experience in managing and implementing a comprehensive fund development program and producing charitable contributions preferred.
- Knowledge of nonprofit organizations; knowledge of higher education preferred.
- Demonstrated experience in leadership, project management, or public relations.

- Demonstrated experience in short- and long-term planning.
- Demonstrated experience in supervising departments or large staff.
- Outstanding verbal and written communication skills, strong strategic analytical skills, and the ability to relate well to other people, which includes developing and maintaining relationships with the Law School's internal and external constituencies.
- Must be willing to work weekends and evenings for fundraising events, work long hours to meet fundraising deadlines, and travel domestically and internationally to meet with potential donors.

Leadership



Michael T. Cahill
President, Brooklyn Law School

Michael T. Cahill is President, Joseph Crea Dean, and Professor of Law. He joined the Law School in 2019 after serving as Co-Dean and Professor of Law at Rutgers Law School and, before that, as Vice Dean at Brooklyn Law School.

Dean Cahill is a prominent criminal law scholar and experienced law school leader. He was appointed Co-Dean at Rutgers Law School in July 2016. Before that, he was a member of the faculty at Brooklyn Law School for 13 years, serving as Vice Dean from 2013 to 2015 and Associate Dean for Academic Affairs from 2010 to 2013.

As a member of Brooklyn Law School's leadership team, Dean Cahill was involved in nearly every aspect of the Law School's operation, including curricular oversight and reform; support for faculty research; admissions and financial-aid policy; budgetary planning; maintenance and improvement of school facilities, external relations, and fundraising.

Dean Cahill received his B.A. from Yale University, and his J.D. (magna cum laude) and M.P.P. degrees from the University of Michigan. After graduating from law school, where he was a note editor of the Michigan Law Review, he served as a law clerk to Judge James B. Loken of the U.S. Court of Appeals for the Eighth Circuit. He then served as staff director and consultant, respectively, for major criminal-code reform projects in the states of Illinois and Kentucky. Before joining the Brooklyn Law School faculty in 2003, he taught at Chicago-Kent College of Law as a visiting assistant professor of law.

His scholarly work focuses primarily on criminal law, and he also has written about and taught health law and policy.

Advancement Overview

Historically, the Law School has not relied heavily on philanthropy as a major part of its revenue or made fundraising a central institutional priority, though it does attract meaningful annual fund support, obtains regular substantial alumni gifts to support scholarships and programs, and has had success in major gift

fundraising for capital projects to enhance the campus and the student experience. The leadership at Brooklyn Law has ambitions to substantially grow and enhance its development efforts and put in place a best-in-class advancement program with a new focus on frontline fundraising.

In the summer of 2020, the decision was made to combine External Affairs with Development to consolidate and better coordinate the Law School's efforts with regard to communications, marketing, community and media relations, events, alumni outreach and engagement, and fundraising. The incoming leader will have the opportunity to shape this merger and align the teams under one united mission to support the Law School.

In FY20 the Development team raised \$3.3 million. The School has seen growth over the past four years in terms of dollars raised and the number of alumni donors that give.

About Brooklyn

Brooklyn Law School is located at the intersection of Brooklyn Heights, the Brooklyn Civic Center, and Downtown Brooklyn. It is situated within blocks of the nation's busiest federal and state courts, government agencies, and law firms. The School is within the Brooklyn Tech Triangle, along with more than 500 innovation companies and startups, and one subway stop from Manhattan's Financial District. The campus is at the heart of a distinctive legal, cultural, social, and visually stunning neighborhood that draws visitors from around the world to its communities and tree-lined streets.

New York City's [best borough](#) offers an array of events for everyone. Prospect Park has endless acres of nature, free concerts, and recreational activities. Red-hot Williamsburg boasts a thriving art scene, trend-setting restaurants, and an array of shops and cafes. Take in a concert or a New York Islanders or Brooklyn Nets game at the Barclays Center in easy reach of campus.

Background Checks:

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.

To learn more, contact
Wendy Lazar, Senior Consultant
857-366-5419, wlazar@LindauerGlobal.com
or
Libby Roberts, Senior Vice President
617-513-8129, lroberts@LindauerGlobal.com
All inquiries will be held in confidence.

Setting the Standard in Nonprofit Talent
www.LindauerGlobal.com