



Harvard University Graduate School of Design

Associate Dean for Development and Alumni Relations
Harvard University Graduate School of Design
Cambridge, MA
www.gsd.harvard.edu

Send Nominations or Cover Letter and Resume to:

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The Opportunity:

(Don't Miss the Video on Page 5)



Lindauer is proud to partner with the Harvard Graduate School of Design (GSD) in its search for an Associate Dean for Development and Alumni Relations.

The School is seeking an experienced, energetic, and forward-thinking fundraising leader to develop and guide an ambitious fundraising and alumni relations program.

The GSD, as the preeminent design school, offers an exciting setting for interaction and the exchange of ideas through the combination of disciplines — architecture, landscape architecture, and urban planning and design. The School amplifies these fields through innovations in pedagogy and practice, and educates leaders in design, research, and scholarship to make a resilient, just, and beautiful world. A global leader in each of these areas, the GSD is redefining the future of design as a critical response to increasingly complex issues faced by cities and ecologies, people and places, across the United States and around the world.

The GSD benefits from a collective commitment to strengthen connections — not only with the extended Harvard community and the larger world, but also to the critical societal issues driving 21st -century practice. GSD community members discuss and demonstrate how design can serve as an agent of change in this century — how it reverberates through government, commerce, public health, engineering, environmental stewardship, and other endeavors.



Led by renowned faculty, talented students, and dedicated staff, the GSD is a place where the design disciplines come together to devise groundbreaking solutions that benefit the world. The highly collaborative ethos of the School defies any attempt to establish discrete silos between disciplines. Members of the GSD community pursue bold and surprising lines of inquiry, delving into unexpected topics that challenge and expand the purview of design.

Overview – Associate Dean for Development and Alumni Relations

This is the ideal opportunity for a skilled program, volunteer, and operations leader who can juggle competing philanthropic priorities with a critical eye and a calm head. Reporting to the Dean and working in close liaison with the University Development Office, the Associate Dean serves as the School's principal strategist for all aspects of external relations and leads a team of 20+ staff.

Equal parts donor relations expert, special fundraising savant, and relationship-building guru, the Associate Dean will be instrumental in helping the GSD increase its philanthropic potential through complex programs and a sophisticated approach to prospects and volunteer management. Candidates who can demonstrate an organized yet adaptable style, a passion for design, an articulate, diplomatic demeanor, and a perfected blend of big-picture thinking and devil-in-the-details focus will thrive in this role. The ability to work with visionary leadership and a committed staff within the GSD, as well as with different parts of the larger Harvard community, is essential in this role.

The Associate Dean is responsible for advancing the mission of the GSD through strategic planning and leadership in the formation and execution of a comprehensive fundraising strategy. A member of the School's senior leadership team, the Associate Dean builds strong relationships with the School's stakeholders and donors and develops, prioritizes, and implements fundraising and alumni relations strategies.

The Associate Dean will work within a collaborative environment of faculty and staff, including key partnerships with the Associate Dean for Administration, the Associate Dean for Operations and Finance, the Director of Development, the Director of Alumni Relations & Annual Giving, and the Associate Director of Operations and Administration for Development and Alumni Relations.

Duties and Responsibilities:

- Working closely with the Dean, senior administrative staff, and faculty leadership, develops and executes a multi-year external relations plan that establishes goals and objectives for the GSD and shapes the case for support for the School and its core messages.
- Establishes a program of engagement and cultivation that strengthens the School's relationships with donors, prospective donors, and alumni leadership. Develops relationships with volunteers that deepens their engagement with GSD, the University, and each other.
- Assists the Dean and other senior academic and executive leadership in their engagement with School prospects, including developing donor strategy, overseeing advance preparation and briefings, and orchestrating follow up.
- Recruits, directs, develops, and retains a high-performing fundraising and alumni relations staff in a highly competitive marketplace.
- Nurtures a culture of philanthropy and relationship building. Educates faculty and staff about how relationships are developed, cultivated, stewarded, and recognized. Understands and utilizes the science of fundraising, including appropriate analytics in keeping with industry best practices.
- Establishes and maintains a framework of accountability for the GSD's external relations activity, ensuring that the department measures and reports on fundraising progress and creates a shared framework of accountability for fundraising results.
- Plans, designs, and executes a strategic communications plan that incorporates vital messages directed to key constituencies.
- Serves as the primary liaison for all major committees comprised of external constituents.
- As a member of the senior leadership team, participates in strategic planning efforts and ensures that fundraising efforts are aligned with strategic priorities and direction.

Qualifications:

- Alignment with the mission.
- A demonstrated interest in design, design education, and the position of the GSD at the University and in the various design and professional fields in which the School plays a leadership role.
- Minimum of 10 years leadership experience in development and alumni relations.
- Superior management skills in developing, mentoring, and managing fundraising and alumni relations teams.
- Impressive track record engaging and soliciting donors and closing major and principal gifts.
- Demonstrated experience collaborating with non-affiliated constituents, alumni, volunteers, academic leaders, and faculty to develop external relationships to advance the mission.
- Additionally, a demonstrated ability to plan and execute a multi-faceted external relations effort in a complex, decentralized university environment.
- Demonstrated ability using best practices and analytical tools to plan, measure, and evaluate fundraising and alumni relations programs.
- Excellent written and oral communications skills. Experience working as a member of a senior leadership team in a collaborative and entrepreneurial context.

- A track record of effective collaboration across traditional boundaries and roles.
- Proven ability to lead staff and volunteers toward shared objectives in a complex and dynamic environment.
- Bachelor's degree required. Advanced degree preferred.

About the GSD's Development and Alumni Relations Office



The Development and Alumni Relations Office is a standalone operation within a decentralized University environment. The Office works with key University partners to identify cross-school collaborations and on donor and prospect identification.

The GSD development culture is a place where one's impact in securing philanthropic support matters on a national and global scale. With a community of over 13,000 alumni and numerous friends and donors, fundraising requires dynamic, creative strategies. The alumni base is broad with approximately 25%

based internationally in 100 countries, with opportunities to build a stronger presence for the program in Asia and Europe. Over 1,000 alumni are located in Asia, with a large presence in mainland China, Hong Kong, and Taiwan. Additional countries of focus include Singapore, Thailand, Japan, and India. In Europe, prospects and donors are primarily located in England and France. On the domestic front, there is a large cohort of donors in Boston, New York City, San Francisco, and Los Angeles, with secondary markets including Washinton, D.C., Chicago, Atlanta, Seattle, Miami, and Philadelphia.

Surpassing the goal for the *Grounded Visionaries* campaign — which raised \$162 million from 3,700 donors in 108 countries —enabled the GSD to marshal even more of the essential resources needed to expand the capacity of its facilities, support its world-class faculty, raise its profile internationally, and make a GSD education more accessible and affordable to future practitioners through significant investments in financial aid. The success of the campaign helped ensure the continued preeminence of the GSD and serves as a springboard for the next phase of design innovation. Of the major (\$100k+) gifts from the campaign, 53% were from corporations and foundations, 15% from GSD alumni, 27% from non-GSD Harvard alumni, and 5% from unaffiliated donors. Roughly 10% of the total campaign dollars came through planned gifts from 24 donors, with the majority of that coming from a single bequest. Planned giving continues to be an area of growth for the GSD. Highlights of the campaign include 26 new fellowships, 86 global research studios, the creation of the Center for Green Buildings and Cities, and the largest gift from an individual in the history of the School to name the main gallery space and the launch of an ambitious capital renewal and expansion project.





Post-campaign fundraising remains strong; financial aid, research funding, and faculty support continue as the top fundraising priorities in addition to the capital project, leadership giving, and planned giving. The Office is raising \$10 million annually with a goal of getting the annual fund to \$1 million on an annual basis. Additionally, the Office is engaging internal and external partners on an analytics project around fundraising and engagement to drive better decisions around the fundraising cycle; tracking data points to help inform future activities and decisions; and to

develop a robust prospect identification and management system.

Please click [the link](#) for more content related to development and alumni relations.

Leadership:



Sarah Whiting

Dean of the Harvard Graduate School of Design

Sarah Whiting, a leading scholar, educator, and architect widely respected for her commitment to integrating design theory and practice, has been named Dean of the Graduate School of Design as of July 1, 2019, Harvard President Lawrence S. Bacow announced in April 2019.

A Harvard GSD faculty member early in her career, Whiting has served since 2010 as Dean of the Rice University School of Architecture, where she is the William Ward Watkin Professor of Architecture. She is also co-

founder and partner of WW Architecture, a firm she launched with her partner, Ron Witte, in 1999.

Whiting will succeed Mohsen Mostafavi, who is stepping down after more than 11 years of distinguished service.

“Sarah Whiting is an outstanding leader with broad interests that range across the design disciplines and beyond,” said Bacow in announcing the appointment. “She has a keen understanding of the intellectual dimensions of design and its distinctive power to shape the world of ideas. And she has an equally keen understanding of design as a force for shaping the communities we inhabit and for engaging with some of contemporary society’s hardest challenges. I have been deeply impressed by her during the course of the search, and I greatly look forward to welcoming her back to Harvard.”

“The GSD has long been a center of gravity for my thinking and actions, and I’m thrilled to be returning,” Whiting said. “It is altogether tantalizing to look across the School’s three departments, with their individual and collective capacities to shape new horizons within Gund Hall. And it’s even more enticing to envision working with the GSD’s remarkable faculty, students, staff, and alumni to help imagine and create new futures for the world, not just at Harvard, but beyond.”

As Dean at Rice, Whiting said she has been guided by an overarching commitment to “dissolving the divide between architecture as an intellectual endeavor and architecture as a form of engaged practice.” She has led efforts to reform the curriculum, introduce innovative studio options, recruit new faculty, boost funding for research and course development, enhance facilities, and raise new resources.

Her interests are broadly interdisciplinary, with the built environment at their core. An expert in architectural theory and urbanism, she has particular interests in architecture’s relationship with politics, economics, and society and how the built environment shapes the nature of public life. Her work has been published in leading journals and collections, and she is the founding editor of *Point*, a book series aimed at shaping contemporary discussions in architecture and urbanism.

In recent years, Whiting has been recognized as an educator of the year by the publication *DesignIntelligence* (2014, 2018), by *Architectural Record* magazine’s Women in Architecture program (2017), and by the Houston chapter of the American Institute of Architects (2016).

“Sarah Whiting has earned an extraordinary reputation as Dean of the School of Architecture at Rice, where she has pursued educational innovations while building connections across the university,” said Provost Alan Garber. “She is similarly committed to strengthening connections across the departments of the GSD and between the GSD and the rest of Harvard. At a time when the role of design is increasingly important, and when design education and practice face an array of challenges, her creativity, wisdom, and leadership experience will help the GSD navigate the changing demands of the design professions and the evolving interests of our faculty and students. She is the right person to lead the School forward.”

Besides heading the School of Architecture at Rice, Whiting has held many leadership roles at the university, chairing search committees for the dean of graduate studies, the dean of humanities, and the director of Rice’s Moody Center for the Arts. She sits with the Rice Board of Trustees’ buildings and grounds design subcommittee and also has been active in the university’s efforts to engage with its home city of Houston.

Before becoming Dean at Rice in 2010, Whiting served on the Princeton architecture faculty as Assistant Professor from 2005 - 2009. From 1999 - 2005, she was a design critic, Assistant Professor, and Associate Professor in the Harvard GSD Department of Architecture. She has also taught at the Illinois Institute of Technology, the University of Kentucky, and the University of Florida.

A graduate of Yale College, Whiting earned her M.Arch. degree from Princeton and her Ph.D. in architectural history, theory, and criticism from the Massachusetts Institute of Technology. Early in her career, she practiced with the architects Rem Koolhaas, Peter Eisenman, and Michael Graves.

About the Graduate School of Design

The Graduate School of Design educates leaders in design, research, and scholarship to make a resilient, just, and beautiful world.

It is dedicated to the education and development of design professionals in architecture, landscape architecture, urban planning, and urban design. With a commitment to excellence that demands the skillful manipulation of form and technology and draws inspiration from a broad range of social, environmental, and cultural issues, the GSD is uniquely positioned to provide leadership for shaping the built environment of the 21st century.



At Harvard, the Architecture and Landscape Architecture programs have existed since 1893 and 1900 respectively, and its City and Regional Planning and Urban Design programs were established in 1923 and 1960 — all among the first programs of their kind in the nation.

The GSD was founded as a multidisciplinary design school in 1936, bringing together architecture, landscape architecture, urban and regional planning, and eventually adding urban design and the advanced studies programs. The School has a holistic focus on the built environment, making the GSD distinct from its peer institutions. The GSD's pedagogic aspirations and the diversity of its faculty also make it an American institution with a strongly international outlook.

The advent of the Advanced Studies Program has enabled the School to expand its scope of work by bringing together students and faculty whose areas of interest are deeply rooted in research and knowledge construction. The Advanced Studies Program includes the Masters in Design Studies and Doctor of Design,



both interdisciplinary research-based graduate programs. Recent transformation of this program has brought new faculty and domains of investigation to the GSD, such as Art, Design, and the Public Domain; Real Estate and the Built Environment; Critical Conservation; and Energy and Environment.

In 2015 - 2016, the GSD launched a visionary new degree program in collaboration with Harvard's John A. Paulson School of Engineering and Applied Sciences: the Master in Design Engineering, which enables students to tackle society's most complex challenges through transformative design solutions. Additionally, the joint degree program on health and urbanization with the T.H. Chan School of Public Health opened to students. These programs are two of many pioneering collaborations across the University. Today, the GSD has secured a leadership position in

University-wide collaborations, fostering an increasingly global outlook and engaging faculty equally committed to research, pedagogy, and practice.

Some of the most groundbreaking dialogue and progress at the GSD take place in its coursework and studios, where students and faculty convene to advance pedagogy and take on a range of issues. Each of its departments has the opportunity to bring leading practitioners to the GSD and to engage students in site visits around the world, ranging from Marina Tabassum's architectural exploration in Bangladesh to Eelco Hooftman and Bridget Baines's look at Mount Desert Island in Maine, not to mention important investigations of its home city of Cambridge and neighboring Boston.



The GSD's public programming — its lectures and events, publications and exhibitions — continues to be a point of pride for the School. The opportunity to not only gather but then to share, celebrate, and reflect on the richness of its work is significant. Highlights from the 2018 - 2019 academic year include a conversation led by Michael Jakob to introduce the exhibition *Mountains and the Rise of Landscape*, talks by Beate Hølmekbakk, Norman Kelley, and TED'A, and a panel discussion on race, violence, and design featuring Rip Rapson with Maurice Cox, and Toni L. Griffin LF '98.

The GSD is an environment where creativity and entrepreneurial ideas are valued and respected. It is described by staff as an “exciting and challenging” place to work with amazing space and venues.

Benefits:

Harvard offers a wide range of benefits and perks that invite comparison with the best employers in the Boston area — and with academic institutions anywhere. Please click [here](#) for more information.

Location

Cambridge, MA:

Cambridge is situated directly north of the city of Boston, across the Charles River.

Consisting largely of densely built residential space, Cambridge's lack of public parkland is offset by the easily accessible open spaces on the university campuses, including Harvard Yard and the Radcliffe Yard, as well as the considerable open space of Mount Auburn Cemetery. Public parkland includes the esplanade along the Charles River, the Alewife Brook Reservation, and Fresh Pond in



the western part of the city. It is just a short walk across the Charles River or a few stops on the Red Line to downtown Boston where one can enjoy the city's popular restaurants, tourist attractions, historic sites, sports teams, and cultural attractions.

Background Checks:

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

To learn more, call
Libby Roberts, Senior Vice President at
617-262-1102 ext. 225
or send nominations or cover letter and resume to
lroberts@LindauerGlobal.com

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