**Director of Global Corporate and Foundation Engagement**

Job Description

Thunderbird School of Global Management is the vanguard of global leadership, management, and business education. With the #1-ranked Master’s in Global Management (*WSJ/Times Higher Ed*), Thunderbird is much more than a school. It is a global network of future-ready leaders, managers, entrepreneurs and intrapreneurs across the private and public sectors who advance inclusive and sustainable prosperity worldwide to maximize the benefits of the 4th Industrial Revolution.

This November, Thunderbird will celebrate its 75th anniversary with the opening of a new state-of-the-art global headquarters in the heart of Phoenix, creating the most technologically advanced education headquarters on the planet. In addition to connecting students, faculty and more than 45,000 alumni across the world in one cutting-edge digital space, the new HQ will link more than a dozen current hubs, from London to Dubai, from LA and DC to Nairobi and Tokyo, with a dozen more Regional Centers of Excellence planned to open in coming months.

As Thunderbird leads in this era of rapid technological change under the visionary leadership of Dean Sanjeev Khagram, it combines the School’s heritage of developing global leaders with the vast array of programs and resources of the country’s #1 most innovative school (*US News & World Report*), Arizona State University. ASU is a comprehensive public research university, measured not by whom it excludes, but by whom it includes and how they succeed; advancing research and discovery of public value; and assuming fundamental responsibility for the economic, social, cultural and overall health of the communities it serves.

In order to access the phenomenal opportunities that exist through successful engagement with Thunderbird alumni globally, we are seeking to connect with exceptional candidates with the right skill set, track record, and ambition who will grasp this opportunity, particularly as the School prepares the public phase of its current comprehensive campaign.

The Director of Global Corporate and Foundation Engagement for Thunderbird will be a seasoned front-line fundraising professional with responsibility for establishing relationships with a wide-range of individuals, corporations and foundations around the world, engaging Thunderbird alumni and other stakeholders philanthropically with the School. This portfolio focuses on alumni who hold senior corporate positions and can help advance Thunderbird’s corporate and foundation relationships

The Director will report to the Senior Director of Engagement, working closely with the Dean/Director General and the Chief Engagement Officer, as well as with the larger engagement team and the School’s executive and academic leadership to engage alumni and other constituencies philanthropically. The Director will also collaborate with colleagues at the ASU Foundation (ASUF), the university’s private, nonprofit fundraising arm.

Specific responsibilities include:

* Articulate Thunderbird’s mission, strengths, and priorities to external partners, finding areas of collaboration, and working to formulate the case for support.
* Proactively manage a portfolio of major gift prospects, developing and executing strategies leading to solicitation and investment.
* Work with Engagement team colleagues, alumni volunteers and academic leaders to identify, cultivate and solicit corporate philanthropic support through Thunderbird’s global network of alumni and partners.
* Work with colleagues in Alumni Engagement, the Career Management Center, and Executive Education to ensure effective coordination of activities and to serve as a resource.
* Liaise closely with ASUF’s Corporate and Foundation Relations team, identifying areas for potential foundation support at Thunderbird and joining or forming multi-unit teams to help drive proposal development, including with the ASU Corporate Engagement and Strategic Partnerships team.
* Achieve core fundraising metrics including identification of new prospects, face-to-face visits, growth in cumulative giving from the portfolio, major gift proposals submitted, and dollars raised.
* Develop effective grant materials, proposals, case statements, presentations, conceptual plans, letters of inquiry, acknowledgement letters, budgets, progress and stewardship reports, and other donor communications, working with staff and faculty colleagues.
* Work collaboratively with prospect research to identify new potential individual, corporate, and foundation donors and prioritize existing donors and prospects.
* Create reporting/stewardship/recognition plans for each foundation grant and corporate gift, strengthening relationships and facilitating further support.
* Maintain documentation of all prospect and donor activity within the ASUF Salesforce database.
* Other duties and special projects as assigned.

**Location:** This role can be based either within Thunderbird’s new Global Headquarters in Phoenix, Arizona, or from its new Regional Center of Excellence in London, UK.

**Travel:** As needed, nationally and internationally, when necessary to execute strategic development plans for major donor prospects.

**Compensation:** Attractive compensation package commensurate with knowledge and experience. Competitive base salary will be supplemented by a comprehensive benefits program.

**The Candidate**

The Director of Global Corporate and Foundation Engagement for Thunderbird will be a fundraising professional who is comfortable establishing lasting philanthropic relationships with key individuals within corporate organizations and foundations, and who has proven experience developing innovative and impactful donor strategies. This is an ideal opportunity for a high-performing development professional with a global mindset, and who has worked within a fast-paced organization.

The successful candidate must possess outstanding interpersonal and communications skills, capable of forging collegial and productive working relationships with a broad range of personality types and styles. This person must have unquestioned integrity, curiosity, and the ability to listen and learn from others. Comfortable working in a goal-oriented and rapidly evolving environment, the applicant should possess:

* 7+ years’ successful professional development and/or fundraising related experience, preferably in higher education, or related field.
* Experience working in an international philanthropic environment.
* A bachelor’s degree (a master’s degree is preferred).
* Proven experience in strategic partnerships, project management and grant writing.
* Ability to communicate effectively in person, in writing, and electronically, with attention to detail and thoroughness when completing duties.
* Confidence to deliver presentations to senior-level professionals and groups.
* Proven experience securing personal appointments and qualifying new prospects.
* Demonstrated achievement in securing and stewarding philanthropic investments.
* Ability to work independently and collaboratively in a small team with limited resources, supporting the success of all colleagues and prioritizing the organization’s overall goals above personal achievement.
* Hands-on problem-solver who can take initiative and set priorities while being flexible and able to continually balance competing priorities.
* Experience working within a dynamic, complex environment where there are continuous evolving urgencies and communication plans.
* Ability to maintain a high degree of confidentiality and responsibility regarding university business and confidential prospect information related to Thunderbird and ASU.
* An advocate’s belief in the vision of Thunderbird as the vanguard and global home for leadership and management education for the Fourth Industrial Revolution and ASU as a comprehensive public research university, measured not by whom it excludes, but by whom it includes and how they succeed.

**To Apply**

Caithness Consulting has been appointed by Thunderbird School of Global Management and the ASU Foundation to conduct this search on their behalf. We pride ourselves on our candidate-centered approach and welcome initial discussions with potential candidates before making a decision to apply. Should you wish to do so, please contact Peter Caithness at [peter@caithnessconsulting.co.uk](mailto:peter@caithnessconsulting.co.uk) to arrange a convenient time.

The ASU Foundation is an Equal Opportunity Employer, firmly committed to promoting justice, equity, diversity and inclusion within our organization and throughout our sphere of influence.