



Caithness Consulting

Executive Search by Professionals,
for Professionals

Our Experience Makes the Difference

Engaged by Our Client



THUNDERBIRD
SCHOOL OF GLOBAL MANAGEMENT

ASU Arizona State
University

To Recruit An
Executive Director
of Engagement

Candidate Information Brief



About our Client

Thunderbird School of Global Management

Thunderbird School of Global Management is the world's premier leadership and management school. As part of Arizona State University, the most innovative school in the US, they are able to draw on multiple disciplines of excellence to empower leaders across sectors with future-ready skills to advance inclusive and sustainable prosperity worldwide.



Thunderbird produces leaders and managers in all sectors who are equipped with the skills and experience that position them to seize the immense opportunities in this era of rapid technological disruption. T-birds also bring a digital global mindset necessary for organizations to stay ahead in an interconnected and rapidly changing world.

With over 45,000 distinguished alumni in more than 140 countries, Thunderbird can deliver cutting-edge and fit-for-purpose programs, from executive education to basic entrepreneurship training, providing stackable degrees and credentials to professionals across the globe.

One of the most exciting recent developments is Thunderbird's Executive Master of Global Management with a specialization in Space Leadership, Business and Policy. (EMGM-Space Leadership) It is a one-of-a-kind degree for professionals seeking executive management expertise in the booming space sector.

Last November, Thunderbird celebrated 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 its enthusiastic alumni across the world in one cutting-edge digital space, the new HQ links 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.



The Role

The Executive Director of Engagement

The Executive Director of Engagement, Thunderbird, is a seasoned development professional with a global mindset and a proven track record of soliciting, securing, and stewarding major and lead gifts. The Executive Director will work with the Dean and Director General of Thunderbird, the Chief Global Advancement Officer, and colleagues to lead and execute a comprehensive development strategy and work to successfully close the current Campaign for the Thunderbird School of Global Management.

While the Executive Director's portfolio will focus around major/lead gift prospects, he or she will be involved in the full range of philanthropic funding sources, from high-net-worth individuals and trusts to corporations and foundations, as well as estate and planned giving work and annual fund/donor acquisition programs. The Executive Director will have a general familiarity with this work across the Thunderbird team and will lead Thunderbird's global development efforts. The Executive Director of Engagement will be fully conversant in all aspects of the School's programs and strategic objectives and will represent the School at a high level with donors, alumni, and other key stakeholders, as well as with university and foundation leadership.

The Executive Director reports to the Chief Global Advancement Officer of the ASU Foundation with a 'dotted line' reporting relationship to Thunderbird's Director General & Dean.





Skill - Set & Experience

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 of securing 6 and 7 figure donations, and ambition, who will grasp this opportunity, particularly as the School prepares the public phase of its current comprehensive campaign.

This is an ideal opportunity for a high-performing development professional with a global mindset, who has proven experience developing innovative and impactful donor strategies 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:

- 10+ years' successful professional development and/or fundraising related experience, preferably in higher education, or related field.
- Experience in leading teams and working collaboratively with colleagues to support a common mission.
- Experience, ability, and desire to work in a global environment.
- Problem solver who can take initiative and set priorities while being flexible.
- Fluency or familiarity with languages other than English.
- Ability to travel (including international travel) and interact with donors approximately 50% of the time.
- Flexible, collaborative style, combined with the ability and desire to work in a results-oriented, dynamic environment with complex and evolving relationships and priorities.
- Demonstrable knowledge of principles and techniques of development/fundraising, preferably in higher education.
- Team-oriented strategist able to effectively manage complex situations involving numerous and sometimes competing constituencies.





Remuneration Package & Benefits

Location:

This role will be based within Thunderbird's new Global Headquarters in Phoenix, Arizona. If a Visa is required to work in the USA, Thunderbird will manage the application process.

Compensation:

Circa USD\$180,000 commensurate with knowledge and experience. Supplemented by an attractive benefits program.

Travel:

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

Eilish McDowell

Will be the Consultant who will lead on this role



Contact details

☎ Phone: +44 (0)7720 249200 or +44 (0)131 478 2500

✉ E-mail: eilish@caithnessconsulting.co.uk

How 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 centred approach and welcome initial confidential discussions with potential candidates before deciding to apply. Should you wish to do so, please contact Eilish to arrange a convenient time.

Alternatively, please submit a copy of your CV to Eilish along with a one page covering letter outlining why you believe you are a good fit for this role.

We will review your details and respond back to you as soon as we can

Closing Date: Open

A full job and person specification, plus other documents of interest are available to download from the vacancy page on our website. www.caithnessconsulting.co.uk



Our professional integrity underpins and informs everything that we do individually and as a company.

As the world of recruitment becomes ever more reliant on technology and while we embrace these benefits, we never forget that we are in a “People Business” and People matter.



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