



Caithness
Consulting

Executive Search by Professionals,
for Professionals
Our Experience Makes the Difference

Engaged by Our Client



To Recruit An
Associate Director,
Engagement

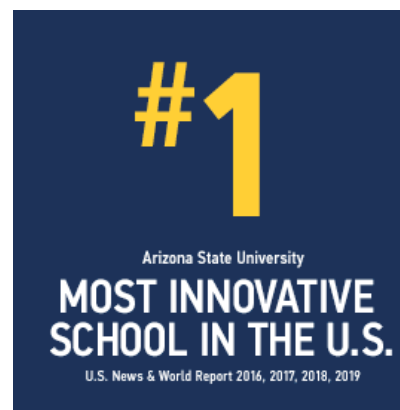
Candidate Information Brief



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.

In November 192, 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

Associate Director, Engagement

The Associate Director, 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 Associate Director will work with the leadership at Thunderbird and Arizona State University Foundation (ASUF) to execute a comprehensive advancement strategy as it relates to UK and Europe supporting the broader University objectives in the region and the work already being done by ASU, ASUF, and Thunderbird in the UK and Europe

You will be involved in the full range of funding sources, from high-net-worth individuals and trusts to corporates and foundations and will work collaboratively and in coordination with colleagues on the Thunderbird Alumni Engagement Team. You will be fully conversant in all aspects of programmes and strategic objectives and represent the University and School at a high level with donors, alumni, and other key stakeholders, as well as the Foundation leadership.

You will serve as a central coordinator for Thunderbird and ASUF's engagement work in the UK focusing on alumni and donor relations and supporting student recruitment and promotion of Executive Education (EE) programming. You will represent the School in activities that broaden the base of support in this critical market and deepen the engagement of Thunderbird's alumni, ASU alumni and friends in UK and Europe.





Skill - Set & Experience

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 to take your career to the next level. If you have an entrepreneurial mind set this is your chance to work with exceptional advancement leaders.

You must possess outstanding interpersonal and communications skills, capable of forging collegial and productive working relationships with a broad range of personality types and styles. You 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:

- Four to six years of successful professional higher education advancement experience.
- The ability to conduct research, gather data, analyse information, and prepare effective, accurate and timely reports and other documents to support development objectives.
- Experience, ability, and desire to work in a global environment.
- Problem solver who can take initiative and set priorities while being flexible.
- Highly developed verbal and written communication skills and the ability to present effectively to small and large groups.
- The ability to develop knowledge of, and respect for, and skills to engage with those of other cultures and backgrounds.
- A flexible, collaborative style, combined with the ability and desire to work in a results-oriented, dynamic environment with complex and evolving relationships and priorities.
- Proficiency with Microsoft Office Suite and familiarity with donor/prospect computer based database systems.





Remuneration Package & Benefits

Location:

This role will work remotely but with easy access to London.

Compensation:

£75,000

Supplemented by an attractive benefits program.

Travel:

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

Eilish McDowell

Will be the Consultant who will lead on this role.



Contact details:

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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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