



**Vice President, Advancement & Alumni Relations;
President, George Mason University Foundation
Position Information**

George Mason University is seeking an experienced, visionary leader who will serve as both Vice President, Advancement & Alumni Relations and President, George Mason University Foundation, Inc.

George Mason University: About Mason

Mason is a young and innovative university that, in just a short time, has made impressive strides in size, stature and influence. Today, as Virginia's largest and most diverse public research university, Mason is setting the benchmark for a bold, transformative learning experience through an experiential and global education that serves the needs of students and communities.

George Mason, for whom the university is named, was one of the greatest of the founding fathers of the United States. Mason drafted the Virginia Declaration of Rights, which became a model for the first ten amendments to the U.S. Constitution, known as the Bill of Rights. George Mason University is committed to access and excellence and it defines success by the number of opportunities provided to students, alumni, faculty, staff and the community. The institution is proud that 35 percent of its graduates are the first members of their family to earn a four-year degree and concurrently Mason is one of the 115 universities in the highest research tier of the Carnegie Classification of Institutions of Higher Education. The University is committed to graduating engaged citizens and well-rounded scholars who are prepared to act. Located near Washington D.C., one of the most important political, economic and intellectual hubs in the world, the university accepts its responsibility to serve others: to help students succeed, enrich the life of the community, and contribute to solving some of the most complex global problems of our time.

Mason started in 1957 in a single building with an enrollment of 17 students. Today, it is the largest public research university in Virginia with three campuses in Virginia and one in Songdo, Korea. The university has grown to more than 37,000 students from 130 countries and all 50 states, over 6,000 faculty and staff, and 185,000 alumni. The most recent recruitment efforts have yielded what is projected to be the largest, most diverse, and most academically prepared freshman class in the history of the university and the largest incoming class of transfer students which will push enrollment past 37,000 for the first time. The university's commitment to serving students, community and the world is having a measurable impact.

In 2016, George Mason University moved into the highest research category (R-1) as determined by the Carnegie Classification of Institutions of Higher Education. As one of the top 300 universities in the Academic Ranking of World Universities – and top 95 in the United States – Mason has been named one of the top 50 universities under 50 years old by Times Higher Education. Over the years, Mason's outstanding faculty has included two Nobel laureates in Economics, Pulitzer Prize winners, Fulbright scholars, IEEE Centennial Medalists, and a Blue Planet Prize winner. U.S. News & World Report called Mason the most diverse university in Virginia, and the magazine named

Mason one of the Top 100 “A+ Schools for B Students,” a ranking that acknowledges campus environments where spirit and hard work pay off.

The Campuses: Fairfax, Arlington, Prince William Counties, Songdo Korea

Mason has three campuses in Fairfax, Arlington and Prince William Counties in Northern Virginia and an international campus in Songdo, Korea. In addition, Mason operates a site in Loudoun County and has partnered with the Smithsonian Institution to offer a global conservation studies program at the [Smithsonian-Mason School of Conservation](#) in Front Royal, Virginia.

The Fairfax Campus consists of 677 wooded acres and is the principal center for undergraduate residence and life with easy access to the numerous internship and recreational opportunities that the Washington, DC area offers. The on-campus population is currently more than 6,000 and is expected to grow to 7,000 as new residential units are constructed. The Fairfax Campus is also home to the Center for the Arts and the EagleBank Arena where numerous entertainment and sporting events take place year-round.

The most urban campus is in Arlington which consists of three main buildings and houses the Antonin Scalia Law School, the Schar School of Policy and Government, and the School for Conflict Analysis and Resolution. Most of the programs offered are at the graduate and professional levels. The campus is four miles from the White House, six miles from CIA Headquarters and is on the Metro line.

Serving all of Northern Virginia, the George Mason University Science and Technology Campus in Prince William County primarily focuses on research and academic programs in the life sciences, including bioscience, biotechnology and bioinformatics. The campus features a state-of-the-art Biomedical Research Laboratory and the recently launched Institute for Advanced Biomedical Research, a multidisciplinary facility that will pursue some of the toughest medical questions facing society. In 2015, Governor Terry McAuliffe announced a strategic partnership between Inova, the largest health system in Virginia and Mason, to conduct translational research and share resources for the benefit of patients, the community and the region. This collaboration will advance Inova’s personalized health vision, and is expected to lead to new patient cures and treatments for a variety of diseases, and to new diagnostic and therapeutic biomarkers and devices. In addition, the Science and Technology Campus is home to the Hylton Performing Arts Center and the Freedom Aquatic and Fitness Center.

Mason recently opened a campus in Songdo, Korea, with a focus on economics. Students admitted through [Mason Korea](#) receive the same degree they would earn at one of the U.S. campuses, and spend their fourth and fifth semesters at the Fairfax Campus.

Faculty, Academic Mission and Curriculum

George Mason University has [10 schools and colleges](#) devoted to a variety of areas of study and was also the first university in the country to offer doctoral programs in conflict resolution, information technology, bioinformatics and computational social science.

There are more than 1,400 full-time instructional and research faculty members who are experts in a broad range of fields. They have published and performed widely, contributed to major research findings and consulted with government and business officials. Drawing prominent scholars from all fields, Mason’s outstanding faculty members have received grants and awards from the Guggenheim Foundation, the Templeton Foundation, the National Science Foundation, the National Endowment for the Arts and the National Endowment for the Humanities. They have

won numerous awards such as Fulbright Scholar grants, Pulitzer Prizes, Mellon Fellowships, Institute of Electrical and Electronics Engineers Centennial Medals and Nobel Prizes. More than 47 endowed chairs at the university have also brought many internationally renowned artists and scholars to campus.

Of particular interest are the Robinson Professors, outstanding scholars in the liberal arts and sciences who have come to Mason from prestigious positions elsewhere. They are concerned with broad and fundamental intellectual issues and are dedicated to undergraduate teaching and working with Honors College students. In 1984, the first Robinson Professors joined the faculty as the result of a generous bequest from the estate of Clarence J. Robinson.

Mason's Carnegie Tier 1 research designation has resulted in Mason being in even greater demand as a research partner and research expenditures have increased by 15 percent over the past year. That distinction and collaboration among faculty in six Mason schools helped lead to the Department of Homeland Security selecting Mason to lead its Center of Excellence in Criminal Investigations and Network Analysis. DHS awarded a 10-year multimillion-dollar grant that is among the largest the university has received. Under the grant, Mason will lead several universities and law enforcement agencies to investigate patterns of criminal activities and forensics, and develop strategies to predict and disrupt transnational crime.

Alumni

George Mason University has seen the best and brightest individuals from across the world pass through its doors. Many Mason graduates have gone on to become leaders in their respective fields, achieve top levels in their careers, win prestigious awards, and make important contributions to the world. With [alumni](#) numbers inching near 200,000 the opportunities, Mason Nation is a force to be reckoned with.

A few notable alumni are:

Hala Gorani



Beginning her prestigious journalism career by writing for Mason's campus newspaper, Hala Gorani, BS Economics '92, has climbed to great heights in the international news world, and now headlines her own show on CNN, "The World Right Now with Hala Gorani." She delivered the spring 2015 Commencement address at Mason, telling of how she came from abroad to study at the University—something many members of Mason's diverse student population can relate to.

Dayton Moore

Esteemed assistant baseball coach at Mason from 1990 to 1994, Dayton Moore took over as assistant general manager for the Atlanta Braves in August 2005, and is now general manager of the Kansas City Royals, the 2015 World Series Champions. He received his undergraduate physical education degree from Mason in 1989, the same year, he played for Mason's baseball team, and his master's in athletic administration (now sport management) from Mason in 1992.



Zainab Salbi



Oprah has praised her, and so has President Clinton—and for good reason. In 1993, while still a student at Mason, Zainab Salbi, BIS '96, created Women for Women International, a nonprofit organization dedicated to helping female victims of war move from crisis and poverty to self-sufficiency. Today, her organization encompasses 420,000 women in eight countries.

David Jolly

David Jolly was elected to a seat in Florida's 13th Congressional District in March 2015. He received his juris doctorate from Mason's School of Law in 2001, then served as general counsel for U.S. Rep. Bill Young of Florida. In 2007, he began work as a lobbyist and eventually opened his own firm. Jolly has been an active Mason Law alumnus, having endowed a scholarship for working professionals to support current law students.



Brian Blake



Brian Blake first considered getting his PhD in information technology at Drexel University, but then switched to Mason. He ended up at Drexel after all, but this time as provost and executive vice president of the private research university. Blake, who received his PhD in 2001, explored his passion for science while at Mason, and became a senior software engineer, first with Lockheed Martin Information Systems and later at the MITRE Corporation.

Anousheh Ansari

Anousheh Ansari, BS Electrical Engineering '89, has truly reached amazing heights since her days at Mason. In 2006, a few days after her 40th birthday, she became the first Muslim woman in space, and was the first self-funded woman to fly to the International Space Station. An Iranian-American engineer, Ansari co-founded and chairs Prodea Systems, and served as co-founder and CEO of Telecom Technologies Inc.



Diversity and Inclusion

George Mason University is one of the most diverse universities in the country, and there is no question that has defined and shaped the culture. Students are educated with a sense of responsibility to their communities and the world as a whole. Mason students represent all races, ethnicities, nationalities, religions, sexual orientation and gender identities; Mason Nation brings

together many different ideas and perspectives which contribute to a vibrant and engaging community.

A multicultural education is part of the Mason student experience and the university supports initiatives that promote diversity and inclusion. The faculty and staff advocate for the many communities present at Mason and provide resources to embrace a variety of voices, perspectives, and narratives both inside and outside the classroom. Centers, initiatives, and projects make Mason a place where students, faculty, and staff from many backgrounds can make an impact and find their own path to success. The multitude of ideas and perspectives students bring to Mason help to ignite the kinds of discussions that generate different ways of thinking and bring new ideas to light. Ideas that can have an impact on building a freer, more just world.

President

We learn not by convincing others that we are right, but by being open to the possibility that we may not be. Learning is about shaping our beliefs, sharpening our understanding of complex issues, uncovering nuances that escaped us before. Ángel Cabrera, University President



Ángel Cabrera is in his seventh year as [president of George Mason University](#). Before becoming Mason's sixth president in 2012, Cabrera served as dean of IE Business School in Madrid and as president of Thunderbird School of Global Management (now part of Arizona State University). Cabrera is the first native of Spain to have served as president of an American university.

As a business educator, Cabrera played a key role in advancing professional ethics, internationalization, and corporate social responsibility. As a senior advisor to the United Nations Global Compact, in 2007 he was the lead author of the Principles for Responsible Management Education, now adopted by more than 700 schools around the world.

The World Economic Forum named Cabrera a "Global Leader for Tomorrow" in 2002, a "Young Global Leader" in 2005, and chair of the Global Agenda Council for entrepreneurship in 2008. In 2004, Businessweek named him one of 25 "Stars of Europe." Cabrera was an Aspen Institute Henry Crown Fellow in 2008 and a Clinton Global Initiative annual meeting topic leader in 2010. Cabrera holds a telecommunications engineering degree from Universidad Politécnica de Madrid (BS and MS in computer and electrical engineering) and an MS and PhD in psychology and cognitive science from Georgia Tech, which he attended as a Fulbright Scholar.

In 2014, Cabrera received an honorary degree from Miami-Dade College, and in 2018, he received an honorary doctorate from Universidad Politécnica de Madrid. The Carnegie Corporation of New York named Cabrera to its 2017 class of "Great Immigrants."

Governance

George Mason University is governed by its 16-member [Board of Visitors](#), a corporate body serving under the leadership of a rector, vice rector, and secretary. The members of the board are appointed by the governor of Virginia on a rotating basis to serve four-year terms. The Faculty Senate Chair sits on the Board as a nonvoting faculty representative. As a result of their respective elections to the positions of president of the Student Government and president of the Graduate

and Professional Student Association, two non-voting student representatives are appointed by the Board of Visitors each year at the May meeting to serve a one-year term.

Strategic Plan

George Mason University has grown in both size and stature, not only becoming the largest public research university in the Commonwealth, but also gaining prominence in the United States and throughout the world. Mason's location near Washington, D.C. affords the university access to unique opportunities, resources, and audiences, as it strives to be the best university for the world.

Under the leadership of President Ángel Cabrera, the university has set an ambitious course for the future through its [2014-2024 Strategic Plan](#). Mason's strategic plan is structured around four constituencies – students, faculty and staff, the community, and the world. While not mutually exclusive, each embraces the [Mason IDEA](#) – Innovative, Diverse, Entrepreneurial, and Accessible and is representative of the university's commitment to serve. As an indicator of Mason's strong market brand, this past fall Mason welcomed its largest freshman class of approximately 3,530 students. Mason continues to serve a large student population with a headcount of 36,297 across all campuses, which represents a 3.1 percent increase over fall of 2016 and 17 percent of the total headcount from all 15 public, four-year institutions of higher education in the Commonwealth. Mason has accounted for 48 percent of public university enrollment growth in Virginia over the past decade. The President's 2018-19 goals can be found [here](#).

Finances

The total university budget for FY 2019 is projected to be \$1.06 billion, which represents an increase over the total university budget of \$1.0 billion in FY 2018. The FY 2019 budget comprises \$989.9 million in operating funds which includes strong increases in philanthropic and sponsored research activities, showing an increase of 8.3 percent or \$5.0 million and 10.1 percent or \$10.6 million respectively.

Resource Development at GMU

Mason's Advancement & Alumni Relations office and the George Mason University Foundation are responsible for all aspects of fundraising for the university, which includes the successful discovery, cultivation, solicitation, and stewardship of all donors.

The George Mason University Foundation

The [George Mason University Foundation](#), Inc., founded in 1966, is a 501(c)(3) non-profit, independent foundation and a private corporation organized and operated for the benefit of George Mason University to receive, manage, invest and administer private gifts and resources. The [endowment](#) represents the generosity and vision of donors and stewards who, by investing in George Mason University through the foundation, help ensure financial stability for Mason. Income from more than 512 endowed funds provides perpetual support for schools and colleges, students, faculty, and programs across the university. The endowment stands at \$91.8 million.

A [team of nine](#) professional and support staff manages, invests and administers private gifts, including endowment and real property. Assets of the Foundation total approximately \$400 million. The Foundation is guided by a board of 41 elected trustees, two appointed deans, one appointed faculty representative and four ex-officio members. The board is integral in advocating for the university with alumni, community partners, and business affiliates. In addition, the trustees advance introductions to industry leaders, helping foster partnerships between Mason and

corporations, government organizations and businesses. The elected trustees can serve up to three, three-year terms. The board meets three times a year and has five working committees: Audit, Finance, Investment, Nominating/Governance, and Real Estate.

Committee Responsibilities include:

Audit

The Audit Committee is a standing committee of the Board of Trustees appointed by the Board to assist in fulfilling its oversight responsibilities for accounting, financial, and internal control processes of the George Mason University Foundation, Inc. The Committee will assist the Board in fulfilling its responsibilities with respect to oversight of:

- The accounting and financial reporting (including Form 990 tax filing) of the Foundation, including the integrity of the Foundation's financial statements in accordance with generally accepted accounting principles.
- The Foundation's financial controls and compliance with legal and regulatory requirements.
- The outside auditor's qualifications, independence, and performance

Finance

The Finance Committee is a standing committee of the Board of Trustees appointed by the Board and is responsible for the preparation of the annual budget, review fiscal year expenditures, and review of policies and procedures for the Foundation's financial operations.

Investment

The Investment Committee is a standing committee of the Board of Trustees appointed by the Board to assist in fulfilling its oversight responsibilities for investment policies, performance and other investment related matters.

Nominating/Governance

The Nominating and Governance Committee is a standing committee of the Board of Trustees appointed by the Board to promote the best interests of the Foundation through the implementation of sound governance policies and practices. The Committee will recommend to the Board the names of individuals for election as Elected Trustees of the Foundation and nominees for officers of the Foundation. In addition, the Committee will oversee the Board's orientation and mentoring programs and regularly review the Foundation's governance, including the provisions of its Articles of Incorporation and Bylaws.

Real Estate

The Real Estate Committee is a standing committee of the Board of Trustees appointed by the Board to make recommendations to the Executive Committee or the Board regarding the acceptance, use, development, and sale of George Mason University Foundation, Inc.'s real estate and shall have responsibility for the general oversight of the Foundation's real estate.

The Office of Advancement & Alumni Relations [team](#) fosters lifelong relationships, facilitates advocacy, and secures private and public financial support for George Mason University while working closely with Advancement professionals in the schools, colleges, and units as well as with faculty, staff, and volunteer leaders across the university. The team consists of approximately 120 professional and support staff members in both central advancement and in the schools and units. The team recently completed a reorganization to reposition Annual Giving within the Alumni Relations office. This reorganization took place after two years of working group meetings that identified opportunities for strong outcomes.

The Alumni Relations office works closely with the [Alumni Association](#), which represents a network of more than 187,000 alumni who love Mason and support each other and the university. In 2018, Mason celebrated the Golden Anniversary of the Alumni Association, started by the class of '68. From an up and coming school to top-tier research university, Mason has come so far in those 50 years, with the support of alumni being crucial to the university's success.

In addition to consistently exceeding goals and expectations, the Office of Advancement & Alumni Relations recently received the **2018 CASE Educational Fundraising Award**, which is an honor given to a select few superior fundraising programs across the country.

Results

Annually, the institution secures approximately \$70 million a year in philanthropic support. Donors made a huge impact at Mason in 2018, with gifts and pledges totaling \$72.3 million to the *Faster Farther* campaign. Significant [support](#), such as the extraordinary \$1 million commitment for music scholarships, a \$500,000 commitment to support two graduate research assistant positions in the College of Science for each of the next 10 years, and the funding of a \$1 million renovation to the Recreation Athletic Complex are only a few successes to be highlighted.

Mason's second Giving Day, held April 5, 2018, offered a way for the entire community—alumni, friends, students, faculty, and staff—to support Mason. In just 24 hours, more than 2,101 donors answered the call, supporting a wide range of causes, from scholarships and the arts to academics and athletics.

***Faster Farther:* [The Campaign for George Mason University](#)**

George Mason University has gone farther, faster, than any other university. The university has pushed boundaries in fields ranging from music to medicine, and this is only the beginning of what Mason hopes to achieve. The *Faster Farther* campaign, intended to bring in \$500 million by the end of this calendar year, will conclude in December having topped \$600 million, thus culminating the most successful fundraising period in Mason history. Mason faculty and staff, over the course of the past two years, have given nearly \$2 million to the university in support of the campaign.

The campaign is focused on strategies that will strengthen the region and continue to serve the world through outstanding students, leading research by award-winning faculty, and cutting-edge facilities.

Priority: Students

Mason students are an incredible mix—intellectually and creatively engaged, and community-oriented - their success is the bottom line. The goal is to increase financial aid resources, expand online learning programs, and strengthen career-support services to students and alumni.

Priority: Research

Opening eyes and minds, sharing the thrill of discovery, Mason's faculty lead research projects that address the most important questions of our time. Designated as a top-tier research university by the prestigious Carnegie Classification, Mason is sparking the region's economy and creating knowledge that will benefit us all. The distinguished faculty and the research efforts they lead are the lifeblood of the university. Recruiting and retaining the best and brightest scholar-teachers makes Mason campuses and classrooms come alive, opening eyes and minds while sharing the thrill of discovery with students.

Priority: Campus

Mason's founders understood the connection between a flourishing university and its dynamic, diverse community. As our ambitions grow, so does the need for facilities that foster teaching and research, collaboration and discovery: world-class ideas deserve world-class spaces. No longer will buildings be named by location or function alone. Instead, a walk through campus will take you past the names of those whose investment shows their belief in Mason's possibility and promise. Opportunities include spaces for arts, athletics, health care, and multi-disciplinary collaboration.

The Position: The Vice President for Advancement & Alumni Relations and President of the Foundation

The Vice President for Advancement & Alumni Relations and President of the Foundation will join a well-managed organization, celebrating the conclusion of an ambitious and successful campaign. The chosen candidate will report jointly to the President of the University and the Foundation Board of Trustees and have the opportunity to work harmoniously with a multitude of highly engaged and energetic University and Foundation partners.

While these are two distinct and vital positions, in both roles the successful candidate will need to partner with the University President, Foundation Trustees, University senior leadership, and the Board of Visitors and will have the ability to be an adaptable, diplomatic and energetic thought leader who will provide active leadership and guidance in advancing the philanthropic needs of the university.

Opportunities and Challenges

In the role of Vice President for Advancement & Alumni Relations:

Develop, execute, and evaluate all aspects of the university's comprehensive development program, including its annual giving, major and leadership giving, corporate and foundation relations, planned giving, alumni relations, research and prospect management, development services, donor cultivation and stewardship and the management of capital campaign activities. The VP will work with Advancement colleagues to further professionalize the tools and resources utilized by the community and will specifically look to integrate a new donor database and donor portal. The Vice President must have the ability to maintain ongoing channels of communication between all schools and units to work in an organized and cohesive fashion.

Provide vision and direction for University Advancement at the conclusion of a high-achieving campaign with focus on future fundraising. As the record-setting *Faster Farther* Campaign concludes, the Vice President will provide strategic leadership and direction for post-campaign analytics, reporting, and follow-up. Concurrently, the VP will work with key leadership to develop clear development priorities and a plan for future support through pipeline development, alumni engagement and participation strategies,

continued momentum with corporate and foundation giving, and a keen focus on building a culture of philanthropy with students and young alumni, with particular attention to underrepresented groups

Strengthen and support a newly-reorganized advancement team, maintaining a leadership style that is open and fluid, that empowers staff through active communication and delegation, and that ensures staff accountability for excellence through clearly defined and measurable goals. The Vice President will be both a seasoned fundraiser, strong manager and a dedicated collaborator who will provide creative and decisive leadership in a complex and matrixed organizational culture. The Vice President will be able to balance the twin goals of empowering staff and fostering strategic collaboration within and across all schools and units. The Vice President will inspire, mentor, connect, and provide the vision for a collaborative and collegial team. To be most successful, the Vice President will work to develop a diverse team, whose members share a clear vision, are able to take risks, and work to fulfill measurable goals.

In the role of the President of the George Mason University Foundation:

Engage and advise Foundation trustees to ensure they are well informed and educated around Foundation enterprises so they can provide counsel at the committee level as well as at the board level. In partnership with the Trustees, the President will work to identify and cultivate new Board members who reflect a diverse set of perspectives (racial, gender, market, geographic) and philanthropic capacity in order to further the mission of the University on a local, national and international basis.

Direct the operational needs to fully leverage both fiscal and personnel assets, streamline processes and procedures, address the need for updated professional tools and ensure compliance with state and federal law. Oversee the review of gift acceptance policies, the development of the annual Foundation operating plan, work with the Foundation's investment advisors to bring forward relevant and best practices information and analysis for Investment Committee Meetings, and in collaboration with the Foundation CFO and Finance Committee, ensure the Foundation has sufficient resources to successfully manage the foundations assets while striving to maintain a balanced budget.

Key Responsibilities

The Vice President for Advancement & Alumni Relations and President of the George Mason University Foundation provides leadership, planning, coordination and management of development and alumni affairs programs for the entire multi-campus university system.

The Vice President will,

- Work closely with senior management to set priorities and devise strategies for University-wide development and alumni affairs objectives and manage the strategic vision of the organization.
- Develop and maintain relationships with the GMUF Board of Trustees; regional and Commonwealth thought, industry and community leaders; GMU Board of Visitors, President's Executive Council, faculty, staff and students, and stakeholders; the community and other key constituents.

- In collaboration with respective multi-campus leadership, facilitate proposals, enhance communication and prioritize collaboration between alumni and advancement operations and alumni affairs on each campus.
- Provide leadership and coordination for alumni activities throughout the university, assuring accurate data collection and maintenance.
- Recruit, motivate, coordinate and retain a strong staff, which maintains cooperative relationships with development and alumni personnel on all campuses.
- Refine the vision and services offered around data, research and advancement services.
- Work closely with senior management to set priorities and devise strategies for university-wide objectives within and outside of development and alumni affairs and manage the strategic vision of the organization within the financial constraints of the budget.
- Personally, manage a prospect portfolio including Mason's most significant donors, and offer well-informed and motivational guidance to the development staff and volunteer leadership.

The President will,

- Be responsible for the overall financial management of the foundation Work closely with the Foundation Board of Trustees, Board of Visitors Development Committee, and faculty, using their time and talents efficiently and appropriately to advance the University's quest for philanthropic support.
- Maintain awareness of institutional needs and assist in communication of the needs to the Board of Trustees.
- Oversee organizational budgeting, structure and staffing.
- Oversee policies procedures for the disbursement of donor restricted and unrestricted funds, and all financial reporting functions and activities.
- Oversee financial resources, including investments and real estate assets.
- Oversee policies related to donor confidentiality, conflict of interest, ethics and integrity.
- Oversee board and committee agendas in collaboration with the board chairman and committee chairs.
- Oversee board orientation, mentoring, governance, engagement and other aspects of board management.
- Represent the Foundation to its various constituents and oversee regular communications to these groups.
- Participate in and represent the Foundation in state and national organizations.

Personal Attributes, Qualifications and Experience

The University seeks a seasoned leader with a proven record of success leading advancement organizations and the ability to connect a passion for fundraising and alumni engagement to the university's mission and values. At least 10 years of development experience and an earned bachelor's degree is required. An advanced degree or study is preferred. George Mason University has a strong institutional commitment to the achievement of excellence and diversity among its faculty and staff, and strongly encourages candidates to apply who will enrich Mason's academic and culturally inclusive environment.

The successful candidate will build and sustain strong and sincere interpersonal relationships both internally and externally, will demonstrate a track record of major and principal gift fundraising

success, and will possess the leadership and managerial acumen necessary to inspire and motivate an ambitious, highly-integrated advancement team and program.

Additional desirable qualities and experiences include:

- Measurable success in major and principal gift cultivation, solicitation, and stewardship.
- Experience enhancing alumni engagement and proven success building and strengthening relationships to increase giving and engagement.
- Experience in comprehensive campaign planning, implementation, and completion.
- Meaningful experience working in an entrepreneurial environment is desirable.
- Strong foundation management experience, including understanding of financial and legal issues related to foundations.
- An approachable and motivational leadership style that promotes mentoring, collaboration, professional development, and innovation.
- Resilient and adaptable leadership skills and interest in the evolution of fundraising strategies that include significant change.
- Superior communication skills with the intellectual depth necessary to understand and translate academic, technical, and research information for all audiences; clarity, crispness and effectiveness in written and oral presentation.
- Demonstration of a commitment to diversity and inclusion and a strong track record building, coaching, and valuing diverse teams of staff and volunteers.
- Ability to develop and articulate an aspirational philanthropic vision and strategy especially in an organization with a young and growing alumni constituency.
- A proven track record contributing to the growth and evolution of a university in a rapid changing environment; the ability to work effectively with a broad range of constituents providing strong support, inspiring them to action, and making the experience rewarding.
- Desire to work across organizational boundaries to implement measurable goals and objectives, identify operational efficiencies and optimal use of resources; the ability to plan, monitor, and tightly manage a budget.
- Knowledge of the utilization of sophisticated integrated information systems in support of fundraising and alumni activities.
- The ability to travel both domestically and internationally.

NOMINATIONS AND APPLICATIONS

Review of application materials will begin immediately and will continue until the position is filled. Application materials must include a cover letter detailing how the candidate's experiences match the position requirements; resume; and names with contact information of at least five (5) references. Submission of materials as Adobe PDF attachments is strongly encouraged. For full consideration, applicants must apply for position number **FA824Z** at <https://jobs.gmu.edu/>

Requests for information, written nominations, confidential inquiries, and all application materials should be directed in confidence, to:

Susan VanGilder, Partner
Kenna Boyd, Associate
Storbeck / Pimentel & Associates, LP
GMUFoundation@storbecksearch.com

For more information on George Mason University please visit <http://www.gmu.edu/>

George Mason University is an equal opportunity/affirmative action employer, committed to promoting inclusion and equity in its community. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, gender identity, sexual orientation, national origin, disability, or protected veteran status.