

CANDIDATE
INFORMATION



ASSOCIATE DIRECTOR, ENGAGEMENT (MAJOR GIFTS)
UK & EUROPE



WELCOME

Hello Global Citizen,

We are delighted you have found your way to learn more about this role, and we hope you feel as excited by the opportunity as we are!

Thunderbird School of Global Management at Arizona State University (ASU) is an innovative, dynamic, and global place to work, learn, and grow. As part of ASU, we are proud to commit ourselves to a charter in which we measure ourselves “not by whom [we] exclude, but by who [we] include and how they succeed.” The ASU Charter paired with Thunderbird’s guiding principle, “borders frequented by trade seldom need soldiers,” embody the strong commitment Thunderbird and ASU jointly have to ensuring inclusive growth and collaboration to ensure positive global and societal impact.

As the Associate Director, Engagement (Major Gifts) at the ASU Global Foundation UK, you will have the chance to engage with the unique and impactful university that is ASU, and in particular the vibrant international community of its leadership and management school, Thunderbird. You will have the opportunity to make an incredible impact on global education and focus our supporters on helping ASU and Thunderbird seek the solutions to some of our world’s most pressing problems. You will be fundraising for dynamic priorities such as scholarships, collaborative and impactful programs, centers, professorships, and more.

You will work directly with me here in the UK, and remotely with teams of skilled and dynamic colleagues based in Phoenix, Arizona, as well as others around the world, including Hawaii, Tokyo, and Los Angeles. As a member of a small but mighty team based in the UK and working as a hub for the University in Europe, you will help shape the future of philanthropy and engagement at Thunderbird and ASU in the region. You will also collaborate with The Engineering & Design Institute, London (TEDI-London) and the PLS Alliance, both born of partnerships with ASU, King’s College London, and UNSW Sydney to solve global challenges.

Excitingly, ASU is in the quiet phase of a university-wide fundraising campaign, *Changing Futures, from Arizona, for the World*. The public phase of the campaign will begin in Spring 2025 with the campaign celebration planned for Spring 2028. We are eager to build on our successes to expand our reach and impact. As part of the No. 1 university for innovation for nine consecutive years, we pride ourselves on working beyond the confines of traditional higher education to address the world’s most pressing needs with impactful solutions. No problem is too big, and no solution is impossible.

Our team is collaborative, supportive, and driven, and we could not be more excited to welcome you as we move into the campaign. The alumni are extremely engaged and have a strong affinity for the School, offering vast opportunities for connection, collaboration, and fundraising. The administration is fully committed to our shared success, ensuring excellent outcomes for our students and a more sustainable future for all.

If the opportunity to make a positive impact in the world as a fundraiser whilst working with a driven and friendly team excites you, please consider applying.

Thank you for your interest in this exciting role,



Ruth Sutton

Director of Engagement, UK & Europe
Thunderbird School of Global Management

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GLOBAL TALENT

THE OPPORTUNITY

Arizona State University (ASU) is a leader in innovation and research, offering a diverse and inclusive learning environment where cutting-edge research and a unique blend of academic rigor and real-world experience propel learners to the forefront of global innovation.

Thunderbird School of Global Management at ASU is the world's leading institution for global leadership, management and business education, and the world's only truly global and multinational management school. With more than 45,000 distinguished alumni in 145 countries and a rapidly expanding presence worldwide through a network of satellite Centers of Excellence or active hubs in all regions, Thunderbird delivers cutting-edge and fit-for-purpose programs training the next generation of leaders and innovators.

Thunderbird enhances ASU's strong international presence, extending the University's broader influence and impact to all corners of the world. These credentials have been developed through its global partnerships, a diverse student body with more international students than any other US institution, global research initiatives and alumni network.

Thunderbird has had a presence in Europe for over 15 years. Since its founding in 1946, European students have been at the heart of Thunderbird's global community. Today, with an increasing and permanent presence in the UK, Thunderbird's commitment to the region has never been greater.

As **Associate Director, Engagement (Major Gifts), UK & Europe**, you will be a critical part of ASU and Thunderbird's commitment to developing nimble, ethical, and global leaders by raising major gifts from high-net-worth individuals, trusts, corporations and foundations in the UK and Europe.



Working closely with the Director of Engagement, UK & Europe, and leadership at Thunderbird and Arizona State University Foundation (ASUF), you will be responsible for implementing a comprehensive advancement strategy for the UK and Europe, supporting the broader University objectives in the region and the work already being done by ASU, ASUF, and Thunderbird. A key priority will be to significantly increase philanthropic income across the School and University. You will also be responsible for proactively building the pipeline, demonstrating a creative approach to reach potential new donors.

Working collaboratively with colleagues on the Thunderbird Alumni Engagement team, you will represent the University and School at a high level with donors, alumni, and other key stakeholders, as well as with foundation leadership.

This is a chance to be part of an institution that is multicultural, diverse and inclusive, and whose alumni are genuinely changemakers. You will be working for a truly global organisation with an outstanding reputation and almost limitless potential.

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GLOBAL TALENT

THE OPPORTUNITY



Arizona State University and the ASU Foundation

Two decades ago, Arizona State University set forth a new and ambitious trajectory to become a comprehensive knowledge enterprise dedicated to the simultaneous pursuit of excellence, broad access to quality education and meaningful societal impact. From that point forward, all of its energy, creativity and resources have been brought to bear on the design of a uniquely adaptive and transdisciplinary university committed to producing master learners. Today, ASU exemplifies a new prototype for the American public research university.

At ASU, our culture of innovation and inclusion draws pioneering researchers to our faculty and attracts highly qualified students from all 50 states and more than 130 nations. ASU is expanding academic and entrepreneurial opportunities for every type of learner at all stages of life. ASU has developed a new model for the American research university, creating an institution committed to excellence, access and impact – the New American University. ASU's charter, adopted in 2014, is the blueprint of that transformation.

You can read more about ASU here:

www.asu.edu/about

The ASU Foundation is the fundraising arm of the University and dates back to its beginnings in 1955. In 2016, the ASU Foundation reorganized as ASU Enterprise Partners which preserves its diverse resource-raising entities, including the foundation, which maintains its singular focus on philanthropy and development on behalf of ASU. The ASU Foundation works to unite ideas, people and philanthropy to further ASU's mission. Donor support empowers ASU to advance student access, serve our community, protect the planet, create equity in higher education and conduct research for the public good.

For more on the ASU Foundation please visit

www.asufoundation.org/home

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GLOBAL TALENT

THE OPPORTUNITY



Thunderbird School of Global Management

Thunderbird's history is unique. We have trained global leaders and managers for over 75 years. Originally known as the American Institute for Foreign Trade, Thunderbird was founded in 1946 at a World War II airbase in Glendale, Arizona called Thunderbird Field, where pilots from around the world came for training during wartime. General Barton Kyle Yount obtained the airfield with the express purpose of developing a school for professionals focused exclusively on international trade and global affairs.

Thunderbird became the world's first-ever higher education institution to focus exclusively on international leadership by concentrating its curriculum on global management and business skills, international political economy and regional business environments, languages, and cross-cultural communications. The School has often been called a "mini-United Nations" because of its diverse and inclusive global student body. Thunderbird is now known worldwide for its vast and engaged alumni network of more than 45,000 graduates in nearly 150 nations around the globe. Thunderbird has more than 170 alumni chapters that meet regularly in 70 countries.

In 2014, Thunderbird became a part of the Arizona State University enterprise, combining Thunderbird's multi-decade heritage of developing global leaders with ASU's expansive resources. The school relocated to ASU's

vibrant downtown Phoenix (Arizona, USA) campus in 2018. The move brought the world's No. 1 ranked master's in management (WSJ/THE) under the umbrella of the nation's No. 1 ranked school for innovation (U.S. News & World Report).

In the first-ever rankings of their kind, Thunderbird was recently named No. 1 in the world for international trade by Quacquarelli Symonds (QS), the premier global higher education analyst organization. This places Thunderbird ahead of Harvard, MIT, and Stanford domestically, and Victoria University of Wellington in New Zealand, Nanyang Technological University in Singapore, and the University of Cambridge in the United Kingdom, internationally.

The vision of Thunderbird School of Global Management is bold – to advance inclusive, sustainable prosperity, and peace worldwide. The focus is clear – to educate, empower, and influence global leaders and managers who maximize the benefits of the Fourth Industrial Revolution for business, government, society, and the environment.

For more on Thunderbird, please visit <https://thunderbird.asu.edu/about>



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GLOBAL TALENT

THE OPPORTUNITY

A Global Network of Alumni

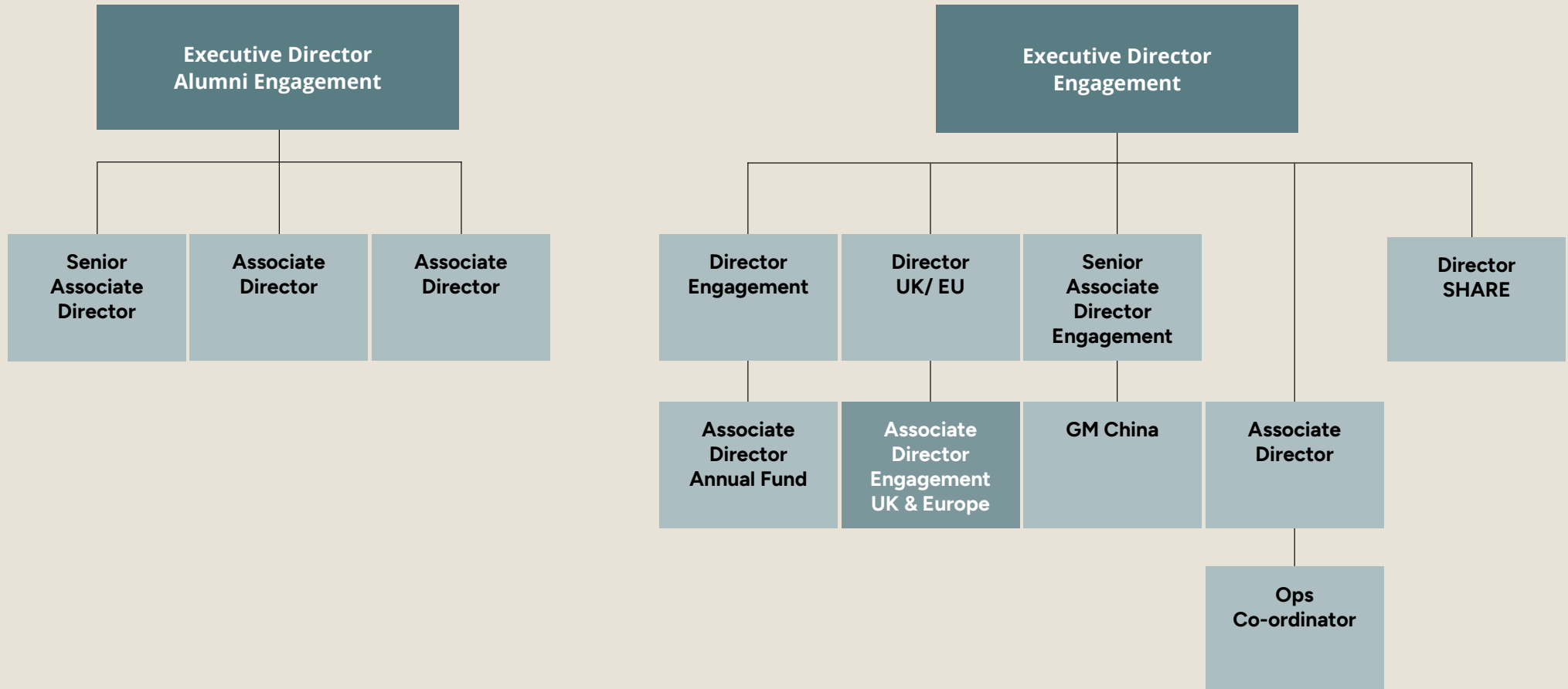
The mystique of the Thunderbird School of Global Management alumni network revolves around a deep-seated sense of global camaraderie and professional excellence that transcends traditional educational bonds. Graduates of Thunderbird are renowned for their international business acumen, cultural intelligence, and a shared ethos of fostering global prosperity and understanding. This network is not just a professional fraternity, but a vibrant, supportive community characterized by lifelong friendships, collaborative ventures, and a commitment to making a positive impact worldwide. The mystique lies in its ability to connect alumni across diverse industries and geographies, creating a unique and influential global tribe dedicated to driving change and innovation on an international scale.

Thunderbird's philanthropic support has grown steadily since joining ASU with support to a diverse number of initiatives including scholarships, faculty positions and academic centers, innovation and Thunderbird's unique student experience. A successful capital campaign was implemented in 2020 in support of the development of the \$75M global headquarters building in Phoenix, and since its completion, Thunderbird has received transformational alumni donations for scholarships and to support global access to education through the Najafi 100 Million Global Learners Initiative.

Thunderbird's advancement model integrates sophisticated alumni engagement and volunteering, supported by a network of 80+ chapters worldwide, with robust annual giving and major gift fundraising activity.



THE OPPORTUNITY



JOB DESCRIPTION

Overview

The Associate Director, Engagement (Major Gifts), UK & Europe is a seasoned development professional with a global mindset. The Associate Director will work with leadership at Thunderbird and Arizona State University Foundation (ASUF) and the Director of Engagement, UK & Europe, to execute a comprehensive advancement strategy as it relates to the 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. The Associate Director will be involved in the full range of funding sources from high-net-worth individuals and trusts to corporations and foundations. They will work collaboratively and in coordination with colleagues on the Thunderbird and ASU Alumni Engagement teams and will be fully conversant in all aspects of programs and strategic objectives and represent the University and School at a high level with donors, alumni, and other key stakeholders, as well as with foundation leadership.

Reports to – Director of Engagement, UK & Europe

Essential Functions:

- Develops and executes strategic support and engagement efforts on behalf of Thunderbird and ASU specifically in the UK and Europe, by designing, implementing, evaluating, and refining development activities to drive retention, reactivation, acquisition, and pipeline growth
- Collaborates with the Director of Engagement, UK & Europe, the engagement team, unit leaders and academic leaders to assist and direct the implementation and coordination of engagement opportunities in cooperation with the objectives of Thunderbird and ASUF
- Guided by the direction and scope of a prospect's interest, collaborates with various faculty, institute/centre directors, and unit-based and foundation-based fundraisers to leverage philanthropic potential
- Develops and submits written proposals, budgets, and other collateral materials as needed for securing significant (\$50,000+) investments and support
- Collaborates with the efforts of Thunderbird and ASU/ASUF in the UK with various ASU offices and functions to advance prospect strategies (i.e., alumni engagement, annual giving, corporate and foundation relations, development, donor relations, estate and gift planning, financial services, research and prospect management)
- Specifically in the UK and Europe, proactively manages a personal portfolio of prospects (\$50,000+), develops and executes strategic prospect strategies leading to solicitation and investment
- Uses the ASUF prospect management and tracking system (i.e., Salesforce) to record and coordinate contacts and proposals
- Assumes responsibility for core metrics including face-to-face visits with prospects, identification of new prospects, growth in cumulative giving from the prospect portfolio, major proposals submitted, dollars raised
- Ensures proper stewardship and recognition of individuals in portfolio
- Participates as a member of the ASUF development team and serves as a resource to development colleagues regarding investment opportunities
- Sustains strong working relationships with deans, chairs, directors, and faculty members across the University
- Assists Thunderbird development team with campaign planning and implementation
- Through alumni engagement, identifies and reaches out to target companies to establish new relationships for Thunderbird Executive Education

THE PERSON – KNOWLEDGE, SKILLS AND EXPERIENCE NEEDED

Education and Essential Experience

- Undergraduate degree or equivalent experience, or alternatively currently enrolled as an undergraduate and/or willingness to enrol in an undergraduate degree
- Significant experience and demonstrated fundraising success in professional higher education advancement or the not-for-profit sector
- Demonstrated ability in securing major gifts from individuals, corporations, foundations, and other private funding sources
- Demonstrated organisational skills and experience in managing events and other complex activities in support of development objectives
- On-the-ground development experience in Europe and/or globally

Skills

- Exceptional interpersonal skills and the ability to interact effectively with academic leadership, faculty, prospects, donors, and/or volunteers in a wide range of roles
- Ability to work independently and maintain project momentum while working with colleagues and partners remotely in the UK, the US, and colleagues based around the world
- Ability to exercise good judgment, to demonstrate an understanding of ethics related to development activities, and to use discretion in interactions with donors, prospects, volunteers, and others
- Ability to foster effective working relationships within a team environment
- Community relations skills and the ability to communicate and work effectively within a diverse community
- Knowledge of development techniques including proposal development, prospect identification, program planning, fund solicitation, database management, investor tracking, and social networking and marketing tools
- Highly developed verbal and written communication skills and the ability to present effectively to small and large groups
- Ability to maintain a high degree of confidentiality and responsibility regarding information related to ASU's and Thunderbird's relationships, donor base, and finances and the Foundation and University's business and confidential information
- Ability to develop knowledge of, respect for, and skills to engage with those of other cultures and backgrounds
- Ability to represent the institution well and possess an advocate's belief in the vision of ASU as the New American University
- Ability to conduct research, gather data, analyse information, and prepare effective, accurate, and timely reports and other documents to support development objectives
- Proficiency with Microsoft Office Suite and comfortable working in donor/prospect computer database systems
- Database management skills
- Command of English language required
- Previous experience working in Salesforce and Workday desirable
- Travel when necessary to execute strategic development plans for regional and national major donor prospects
- Ability to work early mornings, nights and weekends to attend meetings and events as needed

TERMS & CONDITIONS

Salary

£68,000 – £75,000

Contract Type

Full-time, permanent

Pension

The ASU Foundation will contribute 12% to a UK pension scheme when the Associate Director contributes 6%.

Location

UK; within commutable distance to London preferable.

Working Hours

37.5 hours per week. Travel will be necessary to execute strategic development plans for regional and international major donor prospects.

Hybrid working

This role is a remote working role, but requires travel as needed. From time to time, the role will be required to work early mornings, nights and weekends to attend meetings and events as needed. Frequent travel to London is required.

Probation period

Six months

Annual leave

28 days annual leave plus UK statutory holidays.

Diversity and Inclusivity

ASU Enterprise Partners proudly stands beside ASU and commits to building a more inclusive culture that supports diverse identities. We are working to recognize and address our shortcomings and hold ourselves accountable for setting and achieving thoughtful goals, initiatives and metrics. We are committed to fostering an inclusive environment where everyone can show up as their full selves and feel safe, respected, supported and heard. We are also committed to a workforce that is reflective of the communities we serve. Representation matters. This work matters. We've started by looking inward and recognizing where we've done well and where we can do better. For more information, visit <https://asuenterprisepartners.org/inclusion>

We welcome applications from all suitably qualified individuals and all appointments will be made on merit.

Should you require reasonable adjustments made to the recruitment process, please let us know. Additionally, please also let us know of any reasonable adjustments that we would need to make for you to attend an interview.

TERMS & CONDITIONS

How to Apply

To apply, please send your CV and cover letter no later than midnight on **2nd October, 2024** to info@weareconstellate.com

The Thunderbird School of Global Management and ASU Foundation is partnering with Joanna Logan and Erin Hall-Westfall of Constellate Global Talent on this search. If you would like to have a confidential discussion about the position, please email info@weareconstellate.com



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