



### Boyden Executive Search Contact

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#### Position Summary

The Executive Director of Law Advancement works collaboratively to develop and implement a goal-oriented and budget-conscious plan for increasing private support for the School of Law programs /initiatives, including scholarship support. Reporting to the Dean of the School of Law, the Executive Director will lead a small team, including professionals in major gifts, marketing/communications, alumni relations, and an administrative assistant. The Executive Director will have a portfolio of major/planned/principal gift prospects. The Executive Director is directly involved in the qualification, cultivation, solicitation, and stewardship of major/planned/principal gift prospects. The Executive Director effectively communicates the mission and values of the University. The Executive Director has a working knowledge of current best practices in all aspects of fundraising and collaborates with colleagues in University Advancement and across all campuses, including serving as the Law School lead point of contact for the Division of University Advancement.

The Executive Director will bring 7+ years of experience in advancement or a related field, preferably in higher education and be passionate about building relationships with donors, alumni, parents, and friends. The Executive Director will have a track record of solid fundraising results and demonstrated success soliciting and closing major gifts, especially in collaboration with senior leaders of an organization. The Executive Director will have experience leading volunteer boards or committees comprising of key volunteers and alumni who are being cultivated for major/principal gift support.

#### Position Accountabilities

- Develop and execute effective fundraising strategies for engaging and soliciting major/planned/principal gift prospects to support Seton Hall's programmatic and philanthropic priorities. Work in partnership with the VP to establish annual qualitative and quantitative goals, objectives, and key accountabilities in order to increase donors and dollars raised for the University.
- In consultation with the VP of Advancement, AVP-Development, the Dean of the School of Law, and other university leadership, lead the development and execution of fundraising plans for law school and university projects and initiatives, including (but not limited to) scholarships and endowed professorships. Manage a personal portfolio of prospects by qualifying, cultivating, soliciting, and stewarding major/planned/principal gift prospects for university priorities.
- Manage the advancement budget within the School of Law structures and in compliance with University policies.

- Serve as a valued source of fundraising expertise and guidance to Dean of the School of Law, faculty, volunteer board and committee members and partners in the UA division.

### **Qualifications and Characteristics**

- Bachelor's Degree required
- Demonstrated success guiding teams to achieving fundraising goals, including a history of being a strategic thinker, a details planner, an effective delegator and motivator, and a positive, optimistic leader
- Demonstrated understanding of and success in fundraising, its best practices and in raising financial support for a variety of causes and capital campaigns
- A high level of integrity, trustworthiness, a record of working collaboratively across organizations to meet shared goals
- An ability to inspire staff and volunteers to achieve and surpass fundraising goals and other objectives
- Excellence in written and verbal communication
- Social intelligence and cultural awareness
- Emotional and interpersonal intelligence
- Ability to learn and adapt to new concepts/ideas
- Inclusiveness and a commitment to inclusion
- Integrity and ethical decision-making
- An understanding of conflict and change management
- Patience balanced with persistence

**Boyden Contacts****Lisa Vuona**

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**About Boyden**

Founded in 1946, Boyden global executive search was the first firm to focus entirely on retained executive search. Others would soon follow, using many of the basic tenets and principles that Sidney Boyden put in place: maintaining a strict code of ethics and standards; establishing a global presence; creating uniform processes; and working with highly experienced business partners. These aspects of Sidney Boyden's vision are still in use today.

Boyden continues to be a leader in the executive search industry. Through the ever-expanding use of cutting-edge technology, while always adhering to strict ethical standards, we remain true to our rich heritage as the founders of retained executive search. We cover the globe with over 70 offices in more than 40 countries, led by resident professionals adept at working in a global economy. We are poised to help our clients find the people who will lead them today and into the future. In addition to retained executive search, Boyden works with clients seeking advice regarding their Boards. We also assist clients with interim management and leadership assessment.

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