



## Boyden Executive Search Contact

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### Position Summary

We believe in the cause. We believe people matter. We believe in selfless service. We believe in the future. The *Vice President for Development* drives production, facilitates collaboration, ignites innovation, and fuels the purpose of the Texas A&M Foundation by providing strategic and people focused leadership. The Vice President for Development is a coach and a strategist, that invests in the talents of the fundraising teams, coaches the Foundation system and builds momentum through gratifying gift experience for donors and prospects. The Vice President for Development is a key point of connection for Texas A&M University academic and program leaders and builds trust as the strategic partner for the university. Reporting to the Senior Vice President, this accomplished fundraiser provides operational leadership to a variety of teams and functions at the Texas A&M Foundation. The Vice President for Development drives gift officer performance with a commitment to data, analytics, the Foundation fundraising system, and individualized development and coaching of all team members. The Vice President of Development has adopted a growth mindset and embodies the Aggie core values and the Texas A&M Foundation's mission, vision, and culture.

### Responsibilities

- Provide direct leadership to the teams:
  - Principal Gifts
  - Stewardship and Donor Success
  - Charitable and Philanthropic Planning
  - Real Estate Gifts
  - Corporate Philanthropy
  - Foundation Relations
  - New Business Development
  
- Model fundraising and coaching:
  - Take an active approach in gift acquisition, strategy and development officer coaching
  - Adopt and adapt the Texas A&M Foundation fundraising system
  - Coach with consistency and high expectations

- Demonstrate strategic development and project management skills applying the understanding to cross-collaborative efforts
- Serve as content expert and contact, addressing inquiries regarding fund-raising policies and procedures
- Build and maintain strategic partnerships
- Serve as the key connection to assigned academic and university leadership
- Model a trust-based approach to donor engagement
- Invest in the growth of every team member

### Qualifications

- Bachelor's degree
- Fundraising or other related experience with demonstrated history of success in relationship-driven or high external outreach industry
- Strong written, verbal and interpersonal communication skills including excellent listening, relationship-building, and customer service including the ability to respond to internal and external constituents with tact, diplomacy and discretion
- Ability to maintain confidentiality across a variety of situations and involving a variety of constituents (including Foundation leadership, team members, prospects, donors, and University leadership)
- Flexibility to travel extensively including evenings, overnight and weekends and the ability to visit donors in offices, residences, or other agreed locations
- A valid Texas driver license and good driving record must be maintained as a requirement of the position

### Desired Skills, Experience and Attributes

- Accomplished advancement professional
- Commitment to a constant improvement culture
- Ability to communicate effectively and persuasively to diverse audiences
- Displayed curiosity and problem-solving capabilities
- Experience in complex teams and enterprises
- Commitment to collaboration
- Passion and enthusiasm for Texas A&M and the Texas A&M Foundation
- Executive presence and unquestionable integrity
- Personal drive and strong work ethic
- Joy in teaming with others to accomplish objectives
- Talent to support and encourage teams
- Leads by example with purpose, strengths and values

**Boyden Contacts****Wendy Wilsker**

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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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