



WashU

Boyden Executive Search ContactWendy Wilsker | 781.572.5703 | wwilsker@boyden.comElla Laure Hipolito | 604.602.2552 | ellah@boyden.com**Position Summary**

Washington University's University Advancement team seeks a strategic and collaborative advancement professional to lead the Philanthropic Strategy team for the Brown School in the position of Executive Director of Advancement.

University Advancement strives to advance the institution's mission by creating a culture of philanthropy among alumni, students, faculty, and friends. With the 2025 public launch of the With You Campaign, WashU is ambitiously pursuing solutions to the world's greatest challenges—to make a more promising future for all. The Brown School—with its 100 year history of improving the lives of others through research, policy, and practice—is uniquely positioned to advance these campaign themes as a national leader in social work education.

The Executive Director will serve as the chief strategist for Brown School advancement and oversee a team of advancement professionals who serve as subject matter experts with the objective of driving solicitation, cultivation, engagement, and stewardship strategies for the school's fundraising priorities. The team advises gift officers and oversees targeted strategic stewardship, engagement, and volunteer opportunities designed to build the donor pipeline.

The Executive Director will set the fundraising strategy for the Brown School, working directly with the Dean and other academic leaders within the school, as well as University Advancement leadership, to identify and develop strategic funding opportunities and goals. The Executive Director will oversee the Dean's portfolio of prospects and engage with key donors and volunteers to increase engagement with and philanthropic support for Washington University.

The Executive Director will report to the Associate Vice Chancellor of Advancement for Philanthropic Strategy, and partner closely with the School Leadership and University Advancement senior leadership team. The incumbent will sit on the Philanthropic Strategy senior team.

Location: St. Louis, MO**Department:** University Advancement**Primary Duties & Responsibilities****Lead the Comprehensive Advancement Strategy for the Brown School:**

- Act as a strategic advisor to the Dean related to all advancement activities; serve as the lead contact for school colleagues with University Advancement.
- Establish and maintain strong and effective working relationships with school colleagues and serve on the Dean's cabinet and committees, as requested.
- Oversee the school's prospect pool development and management, in collaboration with University Advancement colleagues.
- Supported by strategy officers, manage the Dean's portfolio and ensure the execution of appropriate prospect strategies.

- Direct the volunteer strategy for boards and committees, such as the school's National Council and Eliot Society Committee, and ensure engagement opportunities support annual fund goals and align to Advancement and school priorities.
- Responsible for setting appropriate goals, and overseeing gift tables and progress reporting, in collaboration with University Advancement colleagues.
- Support relationships across University Advancement for the Brown School.

Advance Brown School Funding Priorities:

- Advise and partner with Brown School leadership and faculty to identify school-specific fundraising priorities and related giving opportunities.
- Develop a deep understanding of key areas of distinction for the School, as well as the University, and corresponding campaign priorities.
- Work with school-based stakeholders to be kept informed of timely developments that may impact on Advancement activities.
- Draft and review collateral, case statements, opportunity menus, proposals, talking points and other school-specific resources for approval and alignment to School and Advancement standards.
- Understand and apply University and Advancement-wide policies that impact giving opportunities and proposals.

Develop and Execute Donor Strategies:

- Lead the development of cultivation and solicitation strategies to build support for Brown School priorities and the University's campaign initiatives.
- Oversee the management of the Dean's portfolio and the school's top prospect list and guide progress on these prospects.
- Collaborate with generalist gift officers to develop individualized strategies for prospects that align to school priorities.
- Guide gift officers through scripting, consultation, and offering curated resources tailored to specific programs or initiatives.
- Provide guidance and support to the Brown strategy officer, as needed.
- Partner with Principal Gifts to develop and execute strategies for prospects.
- Serve as a Brown School subject matter expert and/or proxy for the dean in donor meetings. Travel and attend events with the Dean or gift officers, if needed.
- Collaborate with Corporate and Foundations Relations team in executing comprehensive strategies for corporate and foundation support for the School.
- Attend and staff key academic and school events as a representative of University Advancement.

Serve as Subject Matter Leader of the Brown School for University Advancement:

- Partner with Individual Giving Executive Directors to ensure they have effective school-based strategies for gift opportunities.
- Support unit-based training for gift officers.
- Serve as liaison for principal gift activity.
- Oversee fund administration in collaboration with the Donor Relations team and supported by the Brown School stewardship officer.
- Navigate and manage the development of proposals and gift agreements in collaboration with the appropriate WashU and UA partners that support the Brown School; advise gift officers on donor stewardship expectations.

Oversee Team Operations:

- Lead the Brown School Advancement team in the Philanthropic Strategy vertical: set performance goals, provide mentorship, guidance, and regular feedback.

- Develop and manage budgets for unit activity.
- Develop and manage annual operational plans.
- Manage relationships with units across University Advancement; drive accountability for agreed-upon goals and deliverables.

Performs other duties as assigned.

Required Qualifications

- Bachelor's degree.
- Eight years of professional experience in advancement, fundraising, or a related field.
- Demonstrated record of significant achievement in major gifts fundraising, including success cultivating, soliciting, and closing transformational gifts.
- Proven ability to develop and execute sophisticated fundraising strategies for planning, implementing, and managing complex gift opportunities.
- Ability to collaborate effectively with diverse constituencies across a complex organizational environment.

Preferred Qualifications

- Master's degree.
- Ten years of leadership or management experience within advancement, higher education, or a related nonprofit environment.
- Experience managing comprehensive fundraising campaigns, campaign initiatives, and gift tables.
- Ability to develop a comprehensive understanding of the Brown School's strategic priorities and the University's philanthropic priorities to effectively align fundraising strategies and donor engagement efforts.

Skills

- Accountability.
- Analytical thinking.
- Budget management.
- Ability to maintain confidentiality.
- Cross-functional collaboration.
- Proficiency with Customer Relationship Management (CRM) systems.
- Commitment to ethical fundraising practices.
- Fundraising.
- Fundraising strategy development.
- Goal setting.
- Highly developed interpersonal skills.
- Leadership.
- Knowledge of legal and regulatory compliance requirements.
- Major gifts fundraising.
- Meeting organization and coordination.
- People management.
- Relationship building.
- Strategic planning.
- Team accountability.
- Team goal setting.
- Team leadership.
- Ability to work independently.
- Workplace productivity and organizational effectiveness.

Boyden Contacts**Wendy Wilsker**

Managing Partner

wwilsker@boyden.com

M. 781.572.5703

**Ella Laure Hipolito**

Principal

ellah@boyden.com

M. 604.602.2552

About Boyden Global Executive Search

Established in 1946, Boyden pioneered the first organized approach to executive search. Boyden has a network of more than 350 professionals in over 75 offices in 45 countries. Worldwide, the Boyden culture is based on professionalism, integrity, high personal partner involvement, and a commitment to exceed client expectations.

This document contains confidential and/or legally privileged information. Any disclosure, reproduction, or distribution without the consent of Boyden is strictly prohibited.