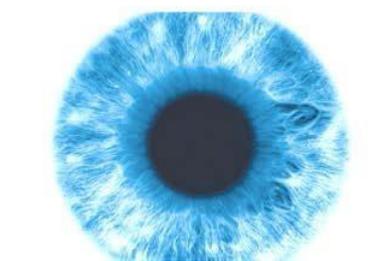
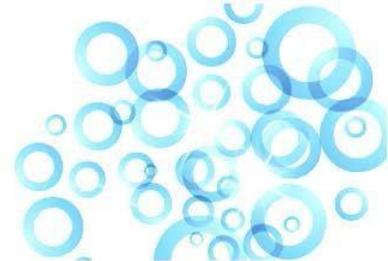
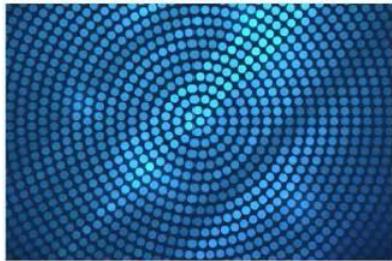


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Position Brief

Vice President of
Advancement

Kyiv School of Economics



Our Client

The Kyiv School of Economics (KSE) is a prominent educational and research institution in Ukraine, specializing in economics, management, and public policy. KSE has played a pivotal role in shaping the economic and public policy landscape in Ukraine. Its graduates are highly regarded and often occupy influential positions in academia, government, and the private sector.

The organization has several business directions: KSE University - Master's programs, KSE Business School - MBA programs, the KSE Institute - Think Tank, KSE ProfTech - unit focused on vocational/technical education, and a charity fund - the KSE Foundation.

The KSE Foundation is dedicated to the development of Ukraine and Ukrainian society through the support of education and science.

Currently, in addition to its educational programs, KSE raises funds for charitable assistance to the people and defenders of Ukraine.

Working directly with the government of Ukraine, as well as other foundations, volunteer organizations and private donors, KSE has established itself as one of the largest humanitarian aid funds, providing life-saving medicines and protective kits for volunteers and ordinary citizens.

According to Forbes, the KSE Foundation is one of the top 5 fundraisers that raised the most money for Ukrainians and the army during the war.

Since 2025, the KSE Foundation has been included in the CAF America registry — the Foundation has received official confirmation of its compliance with international standards of transparency and integrity.

Since 2022 KSE donors have contributed over 150 million USD toward humanitarian, defense, educational, and infrastructure initiatives.

Due to KSE's progress and striving for ambitious growth and development on international scale the company is looking for a Vice President of Advancement to systematize the fundraising process, elevate donor engagement to a more professional and structured level, and to build an effective department focused on donor acquisition, development, and retention.

The Position

Vice President of Advancement

The key goal for the person will be to lead global fundraising and donor relations strategy. Reporting to the President of KSE, this role will focus on expanding and professionalizing the fundraising ecosystem with an ambitious target of raising 100 million USD per year to support academic excellence, research, innovation, humanitarian aid, and infrastructure development.

Responsibilities

Fundraising Strategy and Leadership

- Develop and execute a comprehensive, long-term fundraising strategy aligned with the organization's growth, capital, and programmatic goals.
- Work closely with Foundation team and other KSE units to build the advancement function.
- Build systems and processes for strategic donor engagement, cultivation and retention.
- Ensure transparency, ethical fundraising practices, and compliance with international donors and regulatory standards.
- Report regularly to the President on fundraising performance, strategic risks, and key opportunities.

Donor Development

- Build and nurture strong relationships with major individual donors, philanthropists, foundations, corporate partners —with a focus on North America (USA, Canada), the UK, and Europe.
- Design and lead targeted fundraising campaigns and endowment strategies.
- Oversee donor segmentation, pipeline development, and personalized outreach strategies with an emphasis on high-level international donor ecosystems.

Project Management (Supplementary Focus)

In addition to leading the fundraising strategy, the role includes a strategic coordination function across the Foundation's key programmatic areas. While not the core responsibility, project engagement is an important component of collaboration with internal teams. The Foundation runs multiple high-impact humanitarian, educational, and defense-related initiatives, many of which are in different phases – from early-stage launch and scaling to ongoing support and evaluation. The fundraising leader is expected to work closely with program leads to ensure strategic alignment, donor visibility, reporting accuracy, and overall delivery quality.

- Coordinate with program teams to shape proposals and, where needed, adjust existing initiatives to match donor priorities.
- Ensure fundraising campaigns align with donor interests and funding opportunities.
- Identify opportunities for new strategic initiatives and cross-sectoral partnerships in alignment with donor priorities and interests.
- Collaborate on reporting, budgeting, and evaluation frameworks to ensure donor accountability and transparency.

Key Requirements

- Proven ability to raise \$50M+ annually in international philanthropic settings.
- Demonstrated strategic fundraising leadership across major gifts, campaigns, and endowments.
- Deep knowledge of donor landscapes in the US, Canada, UK, and Europe.
- Strong experience building high-performing advancement teams.
- Fluency in engaging high-net-worth individuals, foundations, corporate and public-sector donors.
- Ability to translate institutional goals into compelling donor proposals.
- Skilled in pipeline strategy, segmentation, and high-level international outreach.
- Experience aligning donor interest with program development and funding models.
- Hands-on leadership in cross-functional collaboration with internal teams.
- Diplomatic communicator with strong presence in international environments.
- Master's degree preferred; business education (e.g., MBA/ExecEd) is a plus.
- Deep personal commitment to Ukraine's recovery, resilience, and future.

Boyden Team

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Boyden is a premier leadership and talent advisory firm with 75 offices in 45 countries. Founded in 1946, Boyden was the very first executive search firm. We connect great companies with great leaders, so that together they can achieve exceptional results. The Right Leadership. Worldwide. www.boyden.com

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