

BAKER AND ASSOCIATES LLC

THE OHIO STATE UNIVERSITY

CHIEF ADVANCEMENT OFFICER COLLEGE OF VETERINARY MEDICINE

The Ohio State University invites nominations and applications for the position of Chief Advancement Officer (CAO) for the College of Veterinary Medicine (COVM). The University is seeking a high-level, strategic leader to join the College's administrative team.

The CAO will be charged with meeting the COVM's fundraising goals to help fulfill the strategic goals of the College that includes leading the COVM advancement team toward their \$92 million campaign goal as part of The Ohio State University's \$2.5 billion campaign. In addition, the CAO is responsible to coordinate fundraising with alumni activities and communication strategies for the college.

Reporting Relationships

This position has a dual reporting relationship to the Dean, College of Veterinary Medicine and the Assistant Vice President of Development, Health Sciences.

Key Responsibilities

The CAO will provide leadership, direction, coordination, management and supervision of the advancement staff including fundraising, alumni and external constituency relations, and communication strategies for the College of Veterinary Medicine's development, communications and marketing, and alumni team. Specific responsibilities will include

- overseeing and coordinating the College's overall campaign planning and implementation;
- implementing long term and short term plans to secure gifts from alumni, friends, grateful clients, volunteers, corporations and foundations in support of the college's and university's missions, strategic plan, and priorities as set by the dean;
- managing a portfolio of major gift prospects and oversee the internal operations of the advancement office;
- serving as the lead College liaison to the OSU Foundation, Alumni Association, and University Communications;
- working collaboratively with Veterinary Medical Center Marketing and Communications;
- personally managing a portfolio of major gift prospects; and
- supervising the coordination of alumni events and serving as liaison to the CVM Alumni Society.

Key Qualifications, Competencies and Attributes

The ideal candidate will have passion for fundraising (or sales and marketing) and demonstrate a sophisticated approach to leading the office. This leader will demonstrate confidence, emotional maturity, a collaborative spirit and a level of professionalism that inspires and motivates donors, prospective donors, alumni and college staff and faculty. An active listener and strategic fundraiser, the CAO will naturally discern alignment of the donor desires with the optimal options for supporting COVM. The CAO should have experience in managing, mentoring, and leading teams.

- Undergraduate degree required; advanced degree preferred.
- An interest in and dedication to the mission of the COVM.
- 10 years of experience in corporations, university, or non-profit organizations with proven success in fundraising, building client relationships, or strategic marketing.
- Knowledge and understanding of a higher education environment and critical mission areas.
- Experience in identifying, recruiting, and managing volunteers.
- High integrity with desire to do what is right for the COVM as well as the University-at-large.
- Ability to influence and engage a wide range of donors, alumni and foster long-term relationships.
- Skilled collaborator who enjoys cultivating trusted relationships with peers at the University and with external stakeholders.
- Proactive approach to donor identification and relationship management.
- Timely and fair decision-maker who utilizes sound and accurate judgment.
- Innovator with initiative to enhance thought processes and leveraging legacy practices.
- Strong interpersonal and communication skills.
- Professional demeanor with successful presentation and negotiation skills.

The Ohio State University

The Ohio State University is a world-class public research university and the leading comprehensive teaching and research institution in the state of Ohio. With nearly 62,000 students enrolled at its main Columbus campus and four regional campuses, Ohio State has 18 colleges, 11 schools, and 170 majors, providing exceptional breadth and depth of opportunity in the sciences, liberal arts, and professional schools. Ohio State is currently ranked by *U.S. News & World Report* among the top 60 universities in the United States, among the nation's top 20 public universities, and as the best public university in Ohio. Ohio State ranks 7th among public U.S. universities in federally-funded research expenditures and second in industry-sponsored research expenditures. Located in Columbus, Ohio, and serving as the state's land-grant national research institution, The Ohio State University is governed by a Board of Trustees appointed by Ohio's governor.

The University's 3,500 faculty include members of the National Academy of Sciences, the National Academy of Engineering, the Institute of Medicine, the American Academy of Arts and Sciences; Sloan, Guggenheim, and Fulbright scholars; and distinguished fellows from

numerous learned societies. Ohio State is a member of the Association of American Universities, and is the only public university in Ohio to which the Carnegie Foundation for the Advancement of Teaching has given both its highest overall classification of *Research University Very High* and highest undergraduate admissions classification of *High Undergraduate*.

Additional information about The Ohio State University may be obtained from its website, www.osu.edu

The College of Veterinary Medicine

Ohio State's College of Veterinary Medicine was established in 1885. Since the first class graduated in 1887, the College has established itself as one of the top five colleges of veterinary medicine in the country. The College of Veterinary Medicine currently has 700 professional and graduate students enrolled in three departments, as well as more than 7,000 graduates throughout the world.

The three departments that comprise the College are: Veterinary Biosciences, Veterinary Clinical Sciences, and Veterinary Preventive Medicine. There are 130 faculty members in the College of Veterinary Medicine who receive approximately \$10 million in externally funded research annually.

The mission of the College of Veterinary Medicine is to benefit society through the education of veterinarians and the protection of animal and public health. This includes the diagnosis, treatment, prevention and understanding of animal diseases and zoonotic diseases; the conservation of livestock resources and biodiversity; the promotion of public health; and the advancement of medical knowledge through professional and graduate education, research and service in the broad discipline of veterinary medicine. The college is a leader in promoting One Health that integrates work in animal, human and environmental health.

The College's strategic plan can be viewed at <http://vet.osu.edu/cvm/strategic-plan>

Confidential inquiries, nominations, and application materials should be directed to the University's executive recruitment consultant:

Martin M. Baker, Vice President
Baker and Associates LLC
4799 Olde Towne Parkway – Suite 202
Marietta, GA 30068
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The Ohio State University is an equal opportunity, affirmative action employer. Qualified women, minorities, veterans and individuals with disabilities are encouraged to apply.