

Executive Director, Advancement

Rotman School of Management, University of Toronto

Ranked as the number one MBA program in Canada by the *Financial Times*, Rotman is a world leader in scholarship and impact, operating on a globally competitive scale with a brand that represents innovative leadership in management education. In the last 15 years, the Rotman School of Management has experienced remarkable growth in the size and scope of its programs, the innovation and depth of its research and teaching, and the impact of its initiatives.

An exciting opportunity exists to lead the Advancement function at a crucial time of growth and transformation for the Rotman School of Management. This position requires professional, senior-level expertise in corporate and alumni-driven fundraising activities, and a proven track record of successfully leading organizations to realize their short and longer-term fundraising objectives. This role requires proactive leadership and team building skills, outstanding communication and interpersonal skills. Diplomacy, tact, and an ability to work collaboratively with other teams are also critical to success.

Under the general direction of the Dean, the Executive Director has overall responsibility for leading Advancement including the development and implementation of an overall advancement strategy, while ensuring the achievement of annual goals and objectives. This role provides leadership and professional advice to faculty and directors with respect to advancement strategies and approaches. As part of the Advancement portfolio, the Executive Director has responsibility and accountability for the overall development, design, implementation and oversight of the major gifts program, alumni relations and donor relations including annual fund campaigns. They also oversee the marketing and communications function as it supports fundraising and advancement activities. They will be responsible for the development and delivery of an annual business plan with the Dean and the University's Advancement office.

The Executive Director manages the Directors of Development, Stewardship, Alumni Network and Communications, ensuring that their portfolios are aligned and working in unison to reach annual and longer-range strategic advancement goals and objectives. This position reports jointly to the Dean and the Vice President, Advancement (or designate). Details on the joint reporting relationship can be found here: <https://www.provost.utoronto.ca/wp-content/uploads/sites/155/2019/07/Provosts-Guideline-on-Joint-Reporting-May-1-2019.pdf>.

Consideration of candidates will begin in January 2020 and will continue until the position is filled. Further information, including details of how to apply, can be downloaded at <http://www.perrettlaver.com/candidates>, quoting reference **4453**. For informal inquiries, please contact Ben Crase at benjamin.crase@perrettlaver.com.

The University of Toronto is consistently ranked among the top 25 universities in the world for innovation, teaching and research impact. In 2017, U of T was ranked 13th in the world for graduate employability, and U of T's alumni include distinguished researchers, teachers, decision-makers, prominent politicians, global business leaders and eminent philanthropists. The University supports a renowned commercialization program through an innovative network of entrepreneurial accelerators, and is located in Toronto, one of the most diverse, vibrant and inviting cities in the world. U of T is also recognized as one of Canada's Top 100 Employers and one of Canada's Best Diversity Employers.

The University of Toronto is strongly committed to diversity within its community and especially welcomes applications from racialized persons / persons of colour, women, Indigenous Aboriginal People of North America, persons with disabilities, LGBTQ persons, and others who may contribute to the further diversification of ideas. In accordance with the AODA, accommodation will be provided to individuals with disabilities throughout the recruitment process.

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