



SAN FRANCISCO
STATE UNIVERSITY

UNIVERSITY DEVELOPMENT OPPORTUNITY

Senior Director of Development, Lam Family College of Business



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Reporting to one of two Executive Directors of Development, the Senior Director of Development of the College of Business supervises the Associate Director of Development and plans, organizes, and implements the College's major and principal gifts fundraising program. The Senior Director works closely with the Executive Director, the Associate Vice President for Development, and the Dean of the College to increase philanthropic support for key fundraising priorities in both undergraduate and graduate programs and affiliated centers and institutes. S/He builds relationships with prominent alumni and other potential funders to secure gifts of \$25,000 to \$1 million and above.

The Senior Director will have the opportunity to secure support for scholarships, endowed chairs, and programmatic initiatives, including the Lam-Larsen Initiatives and Centers, an innovative set of programs, research projects, workshops, speaker events, and other activities designed to have a transformational impact on the thousands of students, faculty, and staff of the Lam Family College of Business and across San Francisco State University. Many of these activities are interdisciplinary and are developed in partnership with businesses, industry/professional associations, nonprofits, and local, state, or federal government organizations.

The Senior Director of Development will be a motivated, self-directed individual who works without close supervision to successfully meet the fundraising goals of the College. S/He will collaborate with stakeholders to develop a three-year strategy to expand the current donor base and increase private support. The Senior Director qualifies and engages individuals as potential major gift donors and moves them through the cultivation cycle.

Another major focus of the Senior Director will be to steward donors and strengthen the donor's relationship to the College and the University.

Qualifications:

- Seven or more years of proven experience in successful fundraising, preferably in a university setting.
- Demonstrated track record of success in personal face-to-face solicitations, cultivation, and closing of major gifts.
- Demonstrated experience and effectiveness in prospect identification and outreach, and an ability to build relationships with major gift prospects and donors.



- Proven experience in successfully developing and implementing cultivation and solicitation strategies for major gifts, including the preparation of proposals and related materials.
- Ability to handle fundraising and stewardship activities simultaneously and to do so with creativity and independence.
- Ability to manage time and priorities to respond to and meet deadlines, as well as to adapt to changing priorities.
- Outstanding organizational and analytical skills.
- Excellent oral, presentation, writing, and editing skills.
- Ability to communicate with an ethnically and culturally diverse campus community.
- Ability to interact effectively with a broad range of constituents, inspiring donors, faculty, and others to take action and ensure a rewarding experience.
- Deep appreciation and understanding of SF State and passion for its mission.
- Bachelor's degree required; master's degree preferred.

About the Lam Family College of Business



The Lam Family College of Business is one of the largest business schools in the country with a proud history and great tradition; it is also one of the most diverse. Since 1964, it has been accredited by AACSB International and is a leading institution of business education in the San Francisco Bay Area, with an emphasis on preparing students to succeed in an economy that is global in nature. The College is comprised of ten academic departments and programs offering over 44 graduate and undergraduate degrees, minors, and certificate programs. Its graduate business programs, conveniently located at the San Francisco State University Downtown Campus in the heart of San Francisco, prepare leaders for careers in the growing innovative industries of the dynamic Bay Area and the global marketplace.

The Lam Family College of Business was renamed in 2019 following a generous \$25 million gift from alumnus Chris Larsen (B.S., '84), his wife Lyna Lam, and Rippleworks Foundation. One of the largest gifts in the history of San Francisco State, The Lam Family College of Business is named in honor of Lyna Lam's father, Quang Lam.

The College of Business is led by Dean Eugene Sivadas, Ph.D. Prior to joining SF State in 2020, Dean Sivadas was a faculty member at the University of Washington Tacoma for 15 years, where he also held several administrative positions, including Associate Dean and Director of the MBA program. He held several faculty governance positions there as well, including a seat in the three-

campus faculty senate and chair of the campus-wide tenure and promotion committees. Earlier, Dean Sivadas held faculty appointments at Rutgers Business School, the University of Cincinnati, and Emerson College. Dean Sivadas earned a Ph.D. in marketing from the University of Cincinnati, a master's degree in marketing communications from Emerson College, and a B.A. in economics from the University of Delhi in India.

The College's Business Advisory Council supports the Lam Family College of Business and its Dean with fundraising, corporate engagement opportunities, and general support of the mission of the College. The Council enables effective partnerships between the business community and the College in integrating business education with real-world innovations, developing a pipeline for student careers and faculty research, as well as sources of investment to support the College's goals.

University Advancement

The primary objective of the Office of University Development is to foster strong relationships with internal and external partners in order to secure funding for University-identified priorities that advance SF State's academic, research, and public service mission. The office is responsible for helping to build a culture of philanthropy and support for SF State among alumni, students, parents, foundations, corporations, and friends.

University Advancement establishes and implements an overall advancement program, including coordinating fundraising, communications, events, marketing, and alumni programs.

Over the past five years, SF State has reported over \$145 million in private support. Fundraising has ranged from \$18 million to \$59.9 million annually, with a couple of years reflecting large campaign gifts. In 2020-21, SF State recorded \$16.6 million in support and \$18 million in 2021-2022. The University's endowment is currently valued at approximately \$185 million.

University Advancement Leadership

Jeff Jackanicz, Ph.D., Vice President of University Advancement



Dr. Jackanicz also serves as President of the SF State Foundation, the University's organization of extraordinary and dynamic volunteers dedicated to raising funds for and advocating on behalf of SF State. Before joining SF State in 2020, he served as Vice President of Institutional Advancement at Mills College and at UC Berkeley for over a decade in a range of advancement leadership positions. He earned a B.A. in English from the University of Chicago and a Ph.D. in English from the University of Texas at Austin.

Anjali Billa, MBA, CFRE, Associate Vice President of University Development

Ms. Billa joined SF State in 2020 after serving for three years as Director of Development for the West Coast region of Jumpstart, the nationally recognized education organization. Previously, she served as Development Director at the YMCA of San Francisco and for 10 years with Citibank NA, India. Ms. Billa earned an MBA in finance from Delhi University and a B.A. in economics from Jodhpur University.



San Francisco State Alumni

The San Francisco State University alumni network is vast. Its 275,000 former students are especially well-represented as leaders in city, state, and national government. They also have a significant presence in and have made important contributions to the arts, science, journalism, business, teaching, and more. The largest concentration of “Gators” are the 150,000 alumni who reside in the Bay Area; others are impacting their communities throughout the country and around the world.



The SF State Alumni Association engages with the University’s alumni to encourage their lifelong interest and support, which in turn are essential to advancing SF State’s mission. The Association and its staff are important partners for their colleagues working in development in both the

central office and the individual colleges. All advancement professionals are committed to helping SF State alumni maintain relationships with their alma mater and with one another. Graduates are encouraged to join the SF State Alumni Association as formal members.

About San Francisco State University

A component of the California State University system, San Francisco State University is a major public urban university located in one of the world's most scenic, vibrant, and inspiring cities. Building on its 123-year commitment to quality teaching and broad access to undergraduate and graduate education, SF State offers comprehensive, rigorous, and integrated academic programs that require students to engage in open-minded inquiry and reflection. SF State urges its students, faculty, and staff to participate fully with the greater San Francisco community and to share their skills, talents, and time.



Academics: At SF State, bachelor's degrees are awarded in 79 academic areas and master's degrees in 62 more. At the doctoral level, degrees are granted for the Doctor of Education (Ed.D.) in Educational Leadership, the Doctor of Philosophy in Education (Ph.D.), and the Doctor of Physical Therapy (D.P.T.) that is awarded jointly with UC-San Francisco. There are also 16 credential programs and 41 certificate programs. SF State's reach is further expanded locally and globally by its College of Extended Learning.

The University has received high honors for encouraging innovations that have placed it at the forefront of academia. As home to the nation's first and only College of Ethnic Studies, SF State



is consistently ranked among the top ten most diverse universities by *U.S. News & World Report's Best Colleges*, *Forbes*, *Priceonomics*, and several other media outlets. Both *Variety* and *The Hollywood Reporter* have cited the School of Cinema as one of the top film programs in the country. And with a nearby Estuary & Ocean Science Center, San Francisco State is the only university with a marine science laboratory on San Francisco Bay.

Commitment to Diversity: Inspired by its own diverse community—which includes many first-generation college students—and by the courage of an academic community that strives to break down traditional boundaries, SF State equips its students to meet the challenges of the 21st century. With its unwavering commitment to social justice that is central to the work of the University, SF State prepares its students to become productive, ethical, active citizens with a global perspective. SF State is a long-recognized leader in addressing issues both global and close to home.

San Francisco State was ranked #8 by *U.S. News and World Report* for upward social mobility and was ranked 3rd in the nation for diversity by the *Wall Street Journal/Times Higher Education Colleges Ranking* and is a Hispanic & Minority-Serving Institution. The vast majority of the University's students come from the Bay Area and California, with 21% of students from Alameda and Contra Costa counties (East Bay) and 18% from San Francisco. The University has 268,000 alumni. Most (83%) of the University's alumni live in California, 64% reside in the San Francisco Bay Area, and 23% live in Contra Costa and Alameda counties.

Enrollment: Current student enrollment across all SF State undergraduate and graduate programs and locations is currently 21,000. In recent years, the University has conferred approximately 7,500 degrees annually. Undergraduate programs with the highest enrollments include: business, computer science, engineering, biology, psychology, and cinema. Approximately one-third of SF State students are the first in their family to attend college, two-thirds receive financial aid, and 39% receive Pell Grants.



Campus: The main campus is located near Lake Merced in southwest San Francisco, just two miles from the Pacific Ocean. Some SF State programs are based in additional locations, including the Downtown Campus (MBA and Executive MBA programs, the College of Extended Learning, and the Master's of Public Administration program), and the Paul F. Romberg Center for Environmental Studies across the Bay in Tiburon.

SF State Hybrid Work Arrangement

SF State is committed to a flexible working arrangement that allows for a hybrid structure of 3 days of in-person work on campus combined with 2 days of remote work.

Applications and Nominations

AGB Search is pleased to manage the recruitment process. Applications will be reviewed as they are received, and the positions will remain open until filled. Candidates are requested to submit the following application materials:

1. Resume;
2. Letter of interest; and
3. Contact information for five professional references (who will only be contacted with the candidate's permission at a later date).

Please submit your application materials (PDF) electronically to: <http://bit.ly/4ciJ800>

Questions regarding the application process should be directed to:
SFSUSrDoDBusiness@agbsearch.com

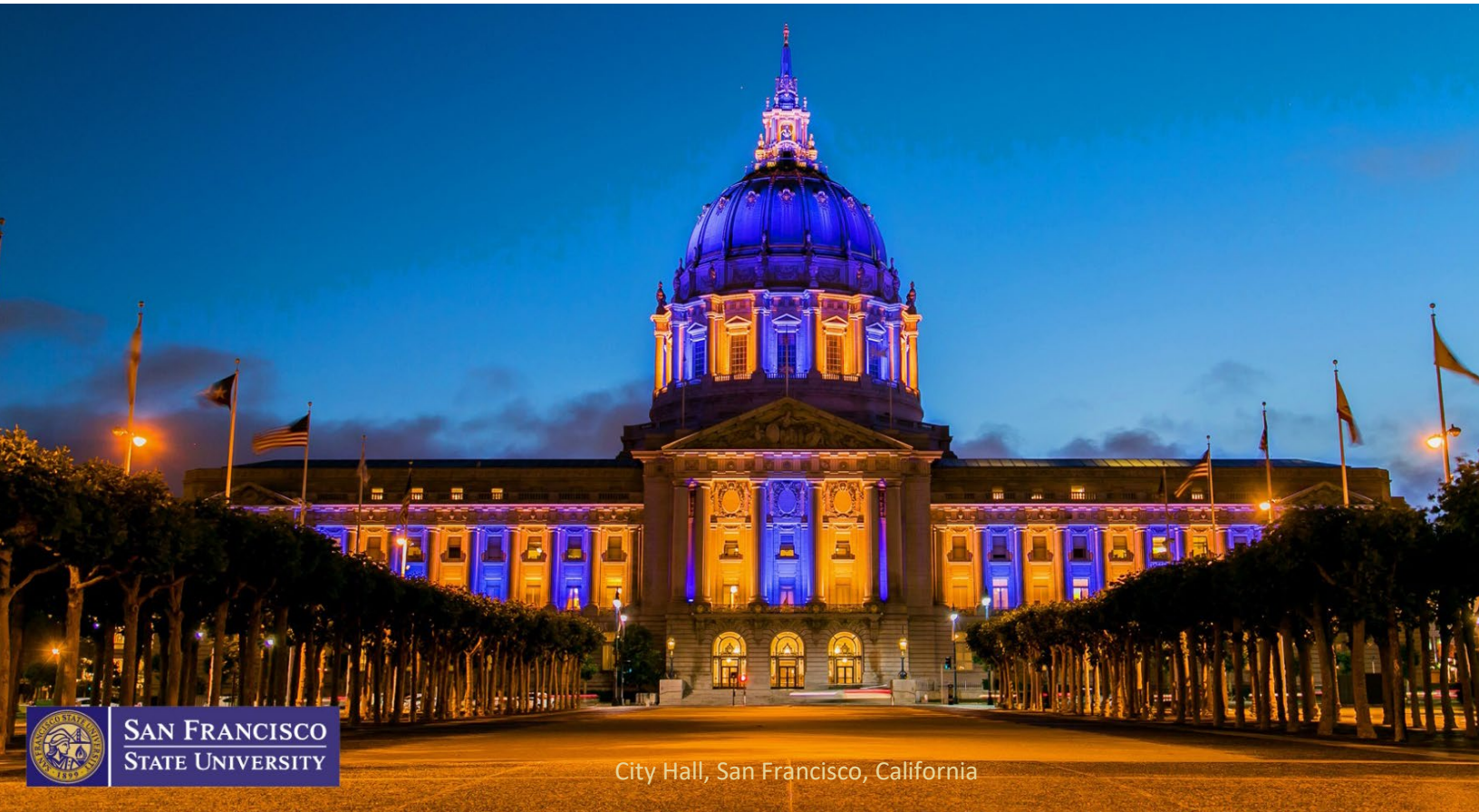
Please direct your nominations and expressions of interest to one of AGB Search's consultants:

Joy Yablonsky, Senior Executive Search Consultant, AGB Search
joy.yablonsky@agbsearch.com / (202) 776-0856

Lynn DellaPietra, Ph.D., Executive Search Associate, AGB Search
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Advancing Higher Education Leadership



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The California State University complies with the requirements of Title IV of the Civil Rights Act of 1964 and the Americans with Disabilities Act and the regulations adopted thereunder. No person shall, on the grounds of race, color, national origin, sexual orientation, or disability be excluded from participation in, be denied the benefits of, or be otherwise subjected to discrimination, including harassment, under any program of The California State University. Under Title VI, San Francisco State University is obligated to investigate all discrimination complaints, including harassment in an unbiased, thorough manner.