



# AMERICAN UNIVERSITY OF BEIRUT

<https://www.aub.edu.lb/>

New York, NY

Open to Hybrid Employment

## DIRECTOR OF INSTITUTIONAL GIVING

### THE OPPORTUNITY



The American University of Beirut (AUB) is a private, independent, non-sectarian institution of higher learning, functioning under a charter from the State of New York. Since it was founded in 1866, AUB has provided academic excellence and service to the people of the Middle East and beyond. AUB is seeking an experienced Director of Institutional Giving.

AUB has retained [Freeman Philanthropic Services, LLC](#) to assist on this important recruitment.

### ABOUT AMERICAN UNIVERSITY OF BEIRUT

Since its founding, AUB has set standards in higher education worldwide. The University provides a rigorous curriculum in the American liberal arts tradition. The language of instruction is English. Academic programs are offered in undergraduate, graduate, medical, and professional education. The University stresses high academic standards and is committed to the ideals of critical thinking, open debate, and diversity. AUB is a coeducational institution that is open to all qualified students without regards to race, religion, economic status, or political affiliation. The University places a high premium on developing a student's appreciation of, and responsibility to, his/her respective society and culture.

**The Mission:** AUB is an institution of higher learning founded to provide excellence in education, to participate in the advancement of knowledge through research, and to serve the peoples of the Middle East

and beyond. Chartered in New York State in 1863, the University bases its educational philosophy, standards, and practices on the American liberal arts model of higher education. The University believes deeply in and encourages freedom of thought and expression and seeks to foster tolerance and respect for diversity and dialogue. Graduates will be individuals committed to creative and critical thinking, life-long learning, personal integrity and civic responsibility, and leadership.

**The Vision:** AUB aspires to be a unique global institution of higher education that which prepares ethical leaders for just, peaceful, resilient, and relevant societies. The University serves the peoples of the Middle East and beyond by sharing its common values of freedom of thought and expression, tolerance, honesty, and respect for diversity and dialogue, and by providing opportunities for all of its community members, including those less fortunate. AUB strives to improve all aspects and stages of the human condition through teaching, service, and research, and by preparing students as impactful and empowered citizens who play a transformative role in addressing the challenges that communities and individuals face at a global, regional, and local level.

**Locations:** AUB’s campus is in Ras Beirut and is comprised of 64 buildings, including a medical center, the Charles Hostler Student Center, four libraries, three museums, and seven dormitories, as well as athletic fields. With views of the Mediterranean Sea, the campus location is unique in all of Beirut. The Advancing Research Enabling Communities Center (AREC), a 244.8-acre research farm and educational facility, is located in the Beqa’a Valley.

AUB’s Debs Center–New York Office is the University’s administrative and cultural headquarters in North America. Located in the heart of midtown Manhattan, the Debs Center is named in honor of the late Dr. Richard A. Debs, former chairman emeritus of the AUB Board of Trustees, who was instrumental in facilitating the growing presence of the University in North America.

**Faculties and programs:** AUB offers more than 140 undergraduate/graduate programs taught by 987 full-time and 229 part-time faculty in seven academic faculties: Agricultural and Food Sciences; Arts and Sciences; Suliman S. Olayan School of Business; Maroun Semaan Faculty of Engineering and Architecture; Health Sciences; Medicine; Rafic Hariri School of Nursing; in addition to interfaculty programs. AUB also offers 36 certificate and diploma programs.

**Enrollment:** AUB students are nearly evenly divided by gender with female students approximating 53 percent and male students making up some 47 percent, respectively. Nearly 80 percent of students who apply for financial aid at AUB receive such assistance. In fact, more than \$121.2 million was granted in financial assistance between 2022 and 2023. While most are Lebanese, students from some 90 countries attend AUB today. The majority of students are undergraduates—more than 6,000—and graduate students’ number more than 2,000.

**Accreditation and Classification:** AUB, a 501(c)(3) organization, has been registered with and recognized by the Department of Education of New York State since 1863. The Middle States Commission on Higher Education accorded AUB accreditation on June 25, 2004, after an extensive institutional self-study. It reaffirmed the University’s accreditation on June 27, 2019. On August 28, 2022, the commission approved the American University of Beirut – Mediterraneo in Pafos, Cyprus as the University’s first branch campus outside Lebanon.

## HISTORY OF THE AMERICAN UNIVERSITY OF BEIRUT

The American University of Beirut was founded in 1866 as a private, independent, non-sectarian institution of higher learning, functioning under a charter from the State of New York. AUB has grown from 16 students in a rented house to a major University with more than 8,000 students located on a 61.2-acre campus overlooking the Mediterranean Sea. The University is governed by an autonomous Board of Trustees comprised of international leaders in business, education, diplomacy, engineering, philanthropy, science, and medicine.

In 1862, American missionaries in Lebanon and Syria, under the American Board of Commissioners for Foreign Missions, asked Dr. Daniel Bliss to withdraw from the evangelistic work of the mission in Lebanon to found a college of higher learning that would include medical training. It was felt that this college should have an American educational character, should be administered independently from the mission, and should be maintained by its own funds.

Dr. Bliss traveled to the United States in the summer of 1862 to solicit funds for this new enterprise. By August 1864 he had raised \$100,000, but because of inflation during the Civil War it was decided that he should raise a sterling fund in England to start the operations of the college, leaving the dollar fund to appreciate. After collecting 4,000 sterling in England, he traveled to Beirut in March 1866. On April 24, 1863, while Dr. Bliss was raising money for the new school, the State of New York, granted a charter under the name of the Syrian Protestant College. The college opened with its first class of 16 students on December 3, 1866.

## LEADERSHIP



### **Fadlo R. Khuri, MD, President**

Fadlo R. Khuri, MD, is the 16th president of AUB. He has provided enlightened leadership under sustained pressure caused by the third worst national economic collapse since the mid-19th century, the devastating August 4, 2020, explosion in the Beirut port, and the pandemic. Since assuming the presidency in 2015, Khuri has negotiated a new faculty contract, restored tenure, tripled financial assistance awarded to AUB students, and diversified the student body by attracting outstanding students from across Africa and Asia.

Khuri has recruited and empowered inclusive and brave senior leadership teams, 50 percent of whom are women, and has driven a values-based, research-intensive strategy for AUB, enhancing healthcare delivery and education. He is leading BOLDLY AUB: The Campaign to Lead, Innovate, and Serve, the largest capital campaign in MENA; established an independent nursing school; developed the VITAL 2030 strategic plan; and launched the American University of Beirut – Mediterraneo in Pafos, Cyprus, AUB's first twin campus outside Lebanon.

During his tenure as president, AUB has risen dramatically in global rankings: from 801 (in 2015) to 472 (in 2023) in the *US News* list of Best Global Universities. AUB's academic and research reputation has also grown and is reflected in its dramatic rise in the QS World University Rankings, from 268 (in 2016) to 226 (in 2024). Khuri, an accomplished aerodigestive oncologist who served as editor-in-chief of *Cancer* from 2011-21, has published more than 750 papers and chapters. He is the recipient of numerous academic awards including the Middle East Medical Assembly's 2006 Nagi Sahyoun Award and the 2013 Richard and Hinda Rosenthal Award from the American Association for Cancer Research. Khuri is a fellow of the American College of Physicians and the American Association for the Advancement of Science and currently serves as vice president of the Lebanese Academy of Sciences.



## **Dr. Imad B. Baalbaki, Senior Vice President for Advancement and Business Development**



Dr. Imad B. Baalbaki is senior vice president for advancement and business development at AUB. He works closely with trustees, the president, and senior leadership in support of AUB's academic and healthcare mission. He also played a leading role in the establishment of AUB's first twin campus outside Lebanon: the American University of Beirut – Mediterraneo in Pafos, Cyprus. He is currently leading BOLDLY AUB: The Campaign to Lead, Innovate, and Serve for which AUB has so far received \$777 million (as of February 15, 2024) that has been used to fund scholarships, support research, invest in facilities on campus and at the medical center, and build AUB's endowment. Baalbaki is an AUB alumnus (BBA '85,

MBA '87) and holds a doctoral degree in marketing from Georgia Institute of Technology.

A faculty member at AUB's Suliman S. Olayan School of Business since 1993, and a former director of the business school (1997-2001), Baalbaki is the author of numerous publications in marketing and co-author of two leading English-language marketing textbooks for the Arab world. In 2020, he was the recipient of the prestigious CASE Asia-Pacific Distinguished Service Award, which is awarded to "inspirational advancement professionals ... whose life and character have earned the respect and admiration of fellow colleagues."

## **Patrick O'Connell, Associate Vice President for Advancement – North America**



Patrick O'Connell is the associate vice president of advancement at AUB. In this capacity, he leads the North American development efforts of BOLDLY AUB: The Campaign to Lead, Innovate, and Serve. BOLDLY AUB is the largest fundraising campaign in the region's history.

O'Connell has more than 20 years of fundraising experience at Columbia University, the University of Oxford, and WNET (PBS). As head of development for the Mathematical, Physical and Life Sciences Division at Oxford, he led development efforts for 10 academic departments during the university's £3 billion Oxford Thinking campaign. His experience extends to the \$6 billion Columbia Campaign as well as the \$150 million Campaign for Thirteen, the largest campaign in the

history of public television.

O'Connell has lectured on issues of higher education philanthropy at the University of Oxford, Universidad Católica de Chile, Università di Bologna, Nelson Mandela University, International House New York, and at numerous CASE and AFP conferences in the United States, the United Kingdom, and Europe. At Columbia, he teaches the graduate-level course, Fundraising for Large Institutions: EDs and MEDs. He has been a lecturer in the MS in Nonprofit Management Program since 2012. O'Connell has earned the following degrees; Certificate, University of Oxford (2014); MPA, Columbia University (2009); MS, Columbia University (2006 - Class Marshall); and a BS, Washington and Lee University (1999).

## **IMPORTANT RELATIONSHIPS**

The Director of Institutional Giving will report to the Associate Vice President for Advancement, Patrick O'Connell. S/he will partner with AUB development colleagues in North America and Lebanon to ensure a coordinated effort for all university-related fundraising.

The successful candidate will proactively engage and support deans, faculty, and university leadership with the cultivation, solicitation, and stewardship of corporate and foundation prospects.

## DEVELOPMENT AND FINANCIAL HIGHLIGHTS

AUB's nearly 78,000 alumni live in more than 120 countries worldwide. Its investment pool was valued at \$845 million on June 30, 2023. Revenue sources include student fees and tuition, hospital fees, private gifts and grants, endowment income, and other restricted resources. As of February 15, 2024, AUB has raised \$777 million towards the \$650 million BOLDLY AUB: The Campaign to Lead, Innovate, and Serve, a comprehensive fundraising campaign and the most ambitious in the region's history.

## KEY CHALLENGES

As a newly created position, the Director of Institutional Giving will be expected to contribute broadly to all aspects of the fulfillment of the University's mission and growth. AUB seeks an experienced, entrepreneurial development professional with the demonstrated ability to respond effectively to the following challenges:

- Develop an extensive understanding of AUB, its current needs, and emerging fundraising priorities;
- Design and implement a strategic and operational plan for institutional giving in alignment with the University's academic priorities;
- Conduct prospect research to identify new corporate and foundation prospects, and stay informed about emerging trends, funding priorities, and new funding sources;
- Build, manage, and steward strong, collaborative relationships with corporations and foundations;
- Find, cultivate, engage, solicit, and steward corporate and foundation prospects;
- Lead and manage the grant lifecycle, including research, proposal writing, reporting, and compliance, while adhering to deadlines, requirements, and stewardship practices to foster strong, enduring partnerships;
- Partner with internal departments, faculty members, and administrators to identify funding needs and opportunities across various programs and initiatives;
- Provide guidance and support to colleagues involved in fundraising efforts, ensuring alignment with institutional goals;
- Collaborate with AUB's Grants & Contracts Office in Beirut to provide prequalification documents, status reports, and renewal requests, fostering an environment of efficiency and cooperation; and
- Understand and highlight the unique value proposition presented by AUB, demonstrating resilience, integrity, and a commitment to excellence in every interaction.

## IDEAL QUALITIES AND EXPERIENCE

The ideal Director of Institutional Giving will possess the following attributes

- Commitment to AUB's mission and values with a demonstrated passion and knowledge of the Middle East;

- Ability to navigate complex institutions during periods of political volatility, leveraging diplomacy, intellectual prowess, and strategic acumen to build and cultivate strong relationships with key internal and external stakeholders;
- A minimum of 7 years of in-depth experience working with corporations and foundations;
- Demonstrated track record in corporate and foundation fundraising, preferably in higher education or other large, not-for-profit organizations;
- Proven ability to engage, support, and effectively communicate with diverse internal and external constituencies, including academic leadership, deans, faculty, volunteers, development staff, and corporate and foundation leaders;
- Established track record of leadership resulting in increased corporate and foundation giving;
- Strong communication skills, both written and verbal;
- Proactive, self-motivated, and results-oriented professional with initiative and sound judgment;
- Collaborative team player with superlative interpersonal and organizational skills;
- Strong attention to detail;
- Familiarity with, and knowledge of, the customs and culture of the Middle East preferred; and
- Bachelor's degree required.

## COMPENSATION AND BENEFITS

The compensation and benefits package will be competitive and commensurate with the successful candidate's background and experience. The compensation range for this position is \$115,000 to \$125,000.

The American University of Beirut is an affirmative action, equal opportunity employer.

## CONFIDENTIAL INQUIRIES AND HOW TO APPLY

AUB has retained Freeman Philanthropic Services, LLC (FPS) to assist in this recruitment. FPS is a national leader in recruitment for the nonprofit sector and related concerns and brings a proven track record of recruiting top talent to diverse institutions.

Please send all confidential inquiries, applications, and nominations directly to FPS via email at [AUB@glfreeman.com](mailto:AUB@glfreeman.com).

All applications must include (1) an up-to-date resume, (2) a letter of intent (addressed to FPS) that specifically cites the experiences that best prepare the applicant for this role and why this opportunity is the logical and desired next step in his/her career, and (3) a list of references. Additional materials and information will be requested during the search and interview process.