UCI
University of California, Irvine

<div align="center">

Executive Director of Development
Samueli School of Engineering
The University of California, Irvine
Irvine, California

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THE SEARCH

Since its founding in 1965, the University of California, Irvine (UC Irvine) has quickly become one of the nation's top-ranked public universities and one of the most dynamic campuses in the world-renowned University of California system. For nearly 60 years, UC Irvine has advanced its mission to catalyze the community and enhance lives through rigorous academics, cutting-edge research, dedicated public service, and exceptional patient care. As the university further cements its prominence and expands its impact in Orange County and beyond, it seeks a driven and collaborative fundraising professional to serve as the Executive Director of Development (EDoD) for the Samueli School of Engineering (Samueli or SSoE). As a critical member of Dean Magnus Egerstedt's executive team, the EDoD will lead the development program for Samueli, partnering closely with Dean Egerstedt and University Advancement & Alumni Relations (UAAR) colleagues to identify philanthropic priorities; develop fundraising strategy; and secure significant philanthropic investments, including those interdisciplinary in nature. The EDoD will join at an exciting time of growth and momentum as the university nears the successful completion of *Brilliant Future: The Campaign for UC Irvine*. The greatest philanthropic effort in Orange County's history, the *Brilliant Future* campaign has already surpassed its $2 billion goal, of which SSoE has secured $173 million. This includes a recent $50 million gift to establish three new multidisciplinary research institutes for Samueli. Building on this success, the EDoD will partner closely with Dean Egerstedt to define and implement an ambitious philanthropic vision for the school.

Reporting to the Vice Chancellor for University Advancement & Alumni Relations, and with a dotted line to the dean of SSoE, the EDoD will lead the development program at Samueli and establish vision and strategy to secure significant philanthropic investments. Partnering with a dynamic and visionary dean with bold aspirations for philanthropy at Samueli, the EDoD will have the unique opportunity to hire and lead a team of three to further elevate and enhance the school's advancement program. With a strong external focus, the EDoD will develop and implement funding priorities, secure private philanthropic support, establish strategic relationships with external organizations, and promote SSoE's research and

educational mission in the broader community. The EDoD will develop a multi-year strategy to significantly expand the donor pipeline, with a particular focus on growing individual giving at the principal and transformational gift levels; forging new philanthropic relationships; and enhancing donor stewardship and engagement. In close partnership with Dean Egerstedt and the Samueli executive team, the EDoD will help advance key priorities for the school, including an office of experiential learning, professorships, research and educational lab infrastructure, and programs enhancing the student experience.

With at least seven years of successful experience in development and fundraising programs, preferably within higher education, the EDoD must possess knowledge of principles and best practices of fundraising for a comprehensive research university, including the ability to direct and enhance a comprehensive fundraising program for a school or unit. The ideal candidate will possess the credibility, maturity, and sophistication to effectively engage with senior leaders and diverse groups of internal and external constituents, including advisory councils and volunteers. The EDoD must have a proven track record of success in personally cultivating, soliciting, and stewarding major and principal gifts from individual and institutional donors, as well as a high level of comfort and effectiveness in working with high-net-worth individuals and organizational leaders. Exceptional communication and negotiation skills, political savvy, flexibility, and cultural agility to navigate a complex academic community will be essential to success. Furthermore, the EDoD must be driven, aspirational, and collaborative with the desire to grow and develop a best practiced advancement program. In addition, the successful candidate must demonstrate a deep appreciation for and an ability to articulate the educational mission and aspirations of UC Irvine and the Samueli School of Engineering. A bachelor's degree is required and/or equivalent experience and training.

UC Irvine has retained Rachel Ellenport of the executive search firm Isaacson, Miller to conduct this important recruitment. Confidential inquiries, nominations, and applications may be directed to the search firm as indicated at the end of this document.

SAMUELI SCHOOL OF ENGINEERING

Founded in 1965, the Samueli School of Engineering at the University of California, Irvine educates more than 4,600 students (more than 3,725 undergraduates and 960 graduates) with an integrative approach that blends fundamentals, research, and hands-on experience. The school's aim is to unleash innovation, create opportunities, and inspire ingenuity. Samueli's 200 faculty members are leaders in their disciplines who have achieved worldwide recognition for their research and dedicated teaching. SSoE encompasses six academic departments: Biomedical Engineering; Chemical and Biomolecular Engineering; Civil and Environmental Engineering; Electrical Engineering and Computer Science; Materials Science and Engineering; and Mechanical and Aerospace Engineering. Under the leadership of Dean Egerstedt, SSoE pursues research that is timely, socially responsible, and cutting edge, and works in partnership with industry, state, and federal agencies to promote the transfer of research to applications that benefit society. Current research foci include Communications and Information Technology, Energy and Sustainability, Human Health, and Advanced Manufacturing and Materials.

To learn more about the Samueli School of Engineering, please visit: https://engineering.uci.edu/

UNIVERSITY ADVANCEMENT

University Advancement & Alumni Relations (UAAR) at UC Irvine employs more than 200 full-time staff, including the UC Irvine Foundation, strategic philanthropy, health advancement, and alumni relations, as well as external relations and support staff for its fundraising efforts. UAAR operates with a federated model; in addition to the central services and principal fundraising, embedded fundraising teams lead 20 school and unit-based development and alumni engagement efforts. UC Irvine recently closed its most successful fundraising year on record, raising $343 million in Fiscal Year 2024.

Current fundraising priorities are aligned with UC Irvine's strategic plan and *Brilliant Future: The Campaign for UC Irvine*, which include garnering resources for research, faculty support, student scholarships, and graduate fellowships; enhancing the student experience; and capital projects. Given that UC Irvine is just 60 years into its existence, there is significant opportunity to enhance the philanthropic engagement of the university's approximately 265,000 alumni, affectionately referred to as Anteaters.

Brilliant Future: The Campaign for UC Irvine

With the successful conclusion in 2015 of the *Shaping the Future Campaign*, UC Irvine became the youngest university in the country and the only institution in Orange County ever to complete a $1 billion fundraising campaign. Building on this success, UC Irvine publicly launched *Brilliant Future: The Campaign for UC Irvine* in October 2019 with unprecedented fundraising sights of at least $2 billion. The university surpassed its fundraising goal ahead of schedule in January 2025, along with its engagement target to foster connections with more than 75,000 alumni. With the *Brilliant Future* campaign scheduled to conclude on October 4, 2025, UC Irvine is focused on sustaining its momentum, thanks to the steadfast support of dedicated partners who have driven its success.

The *Brilliant Future* campaign has already transformed the university and the communities it serves via:

- $2 billion raised, with 70 percent of the gifts under $100, demonstrating the power of collective generosity
- More than 113,000 donors, 80 percent of whom contributed for the first time
- Over 75,000 alumni engaged, fostering a vibrant network for Anteaters worldwide
- More than $180 million dedicated to student support, creating over 250 new scholarship, fellowship, and student award funds
- More than $1.4 billion raised for research and departmental support, fueling breakthroughs in medicine, engineering, humanities, and more
- Five state-of-the-art buildings funded, with more innovative spaces underway
- 111 percent growth in alumni chapters/networks across the world

In 2017, the campaign's largest gift to date – $200 million from Susan and Henry Samueli – established the Susan & Henry Samueli College of Health Sciences, the nation's first university-based health sciences enterprise to integrate holistic and integrative approaches in research, teaching, and patient care.

While UC Irvine celebrates the campaign's current success, leaders emphasize that the journey continues. Key priorities moving forward include:

- **Supporting Students**: Increasing scholarships and fellowships to ensure access and success for all.
- **Advancing Healthcare Innovation**: Completing the UCI Health – Irvine medical campus, which includes a state-of-the-art, 144-bed hospital and emergency department set to open in late 2025. The campus will also feature leading-edge facilities such as the Chao Family Comprehensive Cancer Center & Ambulatory Care and the Joe C. Wen & Family Center for Advanced Care – redefining healthcare for coastal and south Orange County.
- **Driving Innovation for Global Solutions**: Ensuring capacity to lead advancements in sustainability, artificial intelligence, health equity, and other pressing priorities.

In the final months of the *Brilliant Future* campaign, UC Irvine invites alumni, friends, and supporters to seize the unique opportunity to be part of a historical moment and help shape a legacy that will inspire generations to come.

ROLE OF THE EXECUTIVE DIRECTOR OF DEVELOPMENT

The Executive Director of Development for the Samueli School of Engineering will partner collaboratively with Dean Magnus Egerstedt and University Advancement & Alumni Relations colleagues to lead the development program and secure significant philanthropic investments for SSoE. The EDoD will lead the strategy to secure private philanthropic support and will cultivate, solicit, and steward a portfolio of the highest-rated prospects and donors. The EDoD reports directly to the Vice Chancellor for University Advancement & Alumni Relations, with a dotted line to the dean of SSoE. The EDoD will serve as a critical member of the dean's executive team and will hire and build the advancement team for SSoE. The EDoD will also be a highly collaborative colleague with fellow development officers across campus, engaging collaboratively with peers to advance school and university philanthropic priorities.

CORE FUNCTIONS AND RESPONSIBILITIES

- Oversee the development program for SSoE, including fundraising, donor relations and stewardship, and volunteer coordination and management. Ensure coordination and compliance with UC Irvine policies and procedures, including solicitation and acceptance of gifts, prospect management, alumni and support groups, and naming gifts.
- Develop and execute fundraising strategy for SSoE, including the planning and execution of large-scale, complex fundraising campaigns in close partnership with the dean and UAAR.

- Identify, assess, and prioritize fundraising opportunities within the school in collaboration with the dean, department chairs, faculty, and center directors.
- Staff and prepare the dean and other academic leaders to participate in development activities and donor engagements. Collaborate routinely with academic leadership, key faculty and staff, and advancement colleagues to support the dean's fundraising priorities.
- Hire, develop, and lead a team of three and provide vision and oversight for the team's performance. Establish clear responsibilities, define metrics, create opportunities for professional development, and foster a collaborative, aspirational team culture. Develop vision and strategy to ensure SSoE fundraising goals are met.
- As the lead fundraiser for SSoE, personally manage a portfolio of high-capacity donors and conduct at least 15 meaningful contacts per month, qualify 60 new major gift prospects annually, and secure $3 million annually in new gifts and commitments for SSoE.
- Develop, implement, and evaluate individualized, innovative marketing plans, proposals, and strategies for the cultivation and solicitation of major gifts, gift planning, and corporate and foundation prospects.
- Create, implement, and evaluate a strategy for building and maintaining prospect and volunteer constituencies. Identify, recruit, and direct the activities of high-level volunteers and the advisory board. Review, refine, and implement advisory board structure and policy as needed.
- Serve as a resource and subject matter expert for SSoE and the school's related programs and priorities.
- Collaborate with UAAR offices and functions, including stewardship, research and prospect management, financial services, annual giving, and development.
- Collaborate with advancement communication and events staff to advance and align SSoE and UC Irvine's image and reputation with its philanthropic constituencies.
- Participate in development activities across campus and serve as a resource to other unit-based development colleagues.

QUALIFICATIONS AND EXPERIENCE

- Seven to ten years of successful professional development and/or fundraising-related experience, preferably in higher education, or any equivalent combinations of education and/or experience from which comparable knowledge, skills, and abilities have been achieved.
- Experience-based knowledge of principles and practices of fundraising for a comprehensive research university, including knowledge of applicable laws, rules, regulations, policies, etc.
- A proven track record of success in personally cultivating, soliciting, and stewarding major and principal gifts from individual and institutional donors; a high level of comfort and effectiveness working with high-net-worth individuals and organizational leaders. Proven ability to develop complex, detailed proposals and related materials.
- Excellent skills in meeting predetermined goals and objectives, including securing gifts and meeting fundraising goals. Documented success personally implementing sophisticated multi-

year cultivation strategies that leverage a relationship-building, moves management approach leading to successful gift closure and securing philanthropic investments.

- Demonstrated experience utilizing data and metrics to inform strategy and as a foundation for development programs; impeccable attention to detail and superb follow-through.
- Expert organizational, analytical, and critical thinking skills. Demonstrated project and program management and expertise, including setting and meeting program and project goals and objectives within budget and time constraints.
- Excellent written and interpersonal communication skills, including political acumen, to establish and maintain good working relationships throughout the organization and with external constituencies. Expertise in developing and presenting persuasive and compelling presentations of unit and institution goals and objectives in order to secure gifts.
- Proven ability to develop and implement stewardship plans leading to additional investments.
- Demonstrated experience engaging advisory board members and volunteers in philanthropy.
- Proven track record of managing multiple complex projects with competing deadlines and ability to work independently with both school and institutional goals in mind.
- Working knowledge of Microsoft Office, Salesforce, or a comparable donor/prospect database system.
- The ability to maintain confidentiality and discretion.
- Knowledge and experience in managing a team of professionals and the ability to establish a team and goal-oriented environment through the use of data, best practice methodologies, strategic guidance, and mentorship are preferred.
- Deep appreciation for the educational mission and aspirations of UC Irvine and the Samueli School of Engineering. Preferred demonstrated knowledge of SSoE, its achievements, vision, mission, goals, objectives, and current issues of concern for higher education, generally.
- Bachelor's degree is required, and/or equivalent experience and training.

COMPENSATION AND LOCATION

The pay range for this position is $116,000 - $224,200 (Grade 26). The expected pay range for this recruitment is $185,000- $210,000 (Annual). In addition to the salary range listed herein, UCI offers a wealth of benefits to make working at UCI even more rewarding. These benefits may include medical insurance, sick and vacation time, retirement savings plans, and access to a number of discounts and perks. Please utilize the links listed here to learn more about compensation practices and benefits. Salary offers are determined based on final candidate qualifications and experience; the budget for the position; and in support of fair, equitable, and consistent pay practices at the university.

Irvine, California is in the heart of Orange County, with two major freeways, rail service, and its own airport – John Wayne Airport. Laguna Beach, Huntington Beach, Corona Del Mar, and Catalina Island are only a short distance away. Irvine is located less than an hour from Los Angeles International Airport and downtown Los Angeles. The city of Irvine, incorporated in 1971, is among the nation's largest planned urban communities, encompassing more than 65 square miles, and is consistently ranked as one of the

best and safest places to live in the United States. Irvine enjoys the best of what Southern California has to offer: beaches, mountains, deserts, and a broad array of cultural, entertainment, and intellectual activities. To learn more about Irvine, please visit: https://www.destinationirvine.com/

APPLICATIONS, INQUIRIES, AND NOMINATIONS

Screening of complete applications will begin immediately and continue until the completion of the search process. Inquiries, nominations, referrals, and CVs with cover letters should be sent via the Isaacson, Miller website below. Electronic submission of materials is strongly encouraged.

https://www.imsearch.com/open-searches/uc-irvine-engineering/executive-director-development

Rachel Ellenport, Partner
Bryce Ervin, Senior Associate
Megan Gorman, Managing Search Coordinator

The University of California, Irvine is an Equal Opportunity/Affirmative Action Employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability, age, or protected veteran status.

ADDENDUM I: LEADERSHIP

Brian T. Hervey, Vice Chancellor, University Advancement and Alumni Relations

Brian T. Hervey serves as the Vice Chancellor for University Advancement and Alumni Relations and the President of the UC Irvine Foundation at the University of California, Irvine. He provides leadership over all aspects of the university's fundraising programs, alumni relations, and development initiatives. Before his appointment as Vice Chancellor, Brian served as Associate Vice Chancellor for UCI Health Advancement.

Prior to joining UC Irvine, Brian led successful multi-million dollar fundraising campaigns at Scott & White Healthcare Foundation as its Vice President for Philanthropy and Communications. In this role, he supervised staff in the areas of major gift development, communications, and planned giving for the Baylor Scott & White Health Central Division, which included 14 hospitals and over 65 clinics in central Texas. Brian previously held various leadership positions at the Texas A&M Foundation and Texas A&M University System.

Brian is a Certified Fundraising Executive (CFRE) and a Certified Gift Planning Professional (CGPP). Additionally, he served as the chair for development on the institutional advancement steering committee for the Association of American Medical Colleges (AAMC), and has presented at conferences on advancement topics for the AAMC, Association for Healthcare Philanthropy (AHP), and Council for Advancement and Support of Higher Education (CASE). Brian serves on the boards of the Orange County Business Council and the Pacific Symphony. He graduated from Texas A&M University.

Magnus Egerstedt, PhD
Stacey Nicholas Dean of Engineering
Professor, Electrical Engineering and Computer Science
Professor (Joint Appointment), Mechanical and Aerospace Engineering

A highly respected robotics and control systems researcher, Dr. Magnus Egerstedt became dean of The Samueli School of Engineering at UC Irvine in July 2021. Prior to this appointment, Dr. Egerstedt had a lengthy academic career at the Georgia Institute of Technology (Georgia Tech), where he began as an Assistant Professor in 2001 after serving as a postdoctoral scholar in electrical engineering at Harvard University. His most recent role was as the Steve W. Chaddick School Chair in Georgia Tech's School of Electrical and Computer Engineering.

Egerstedt's research pursuits have centered on control theory and robotics. His work has resulted in innovations in remote environmental monitoring and precision agriculture, and he has recently been involved in breakthroughs in the control and coordination of complex networks, such as multirobot systems, mobile sensor networks and cyber-physical systems. Dr. Egerstedt led the creation of Georgia Tech's Robotarium, a remotely accessible swarm robotics lab used by more than 3,000 researchers around the world. He also helped develop SlothBot, a hyper-energy-efficient environmental monitoring robot.

In March 1996, Egerstedt completed a BA in philosophy and linguistics at Sweden's Stockholm University. Later that year, he was awarded an MS in engineering physics at the KTH Royal Institute of Technology in Stockholm. In 2000, he earned a PhD in applied mathematics at the same institution.

Egerstedt is a fellow of the Institute of Electrical and Electronics Engineers and the International Federation of Automatic Control as well as a member of the Royal Swedish Academy of Engineering Sciences. He has received the John R. Ragazzini Education Award from the American Automatic Control Council, the O. Hugo Schuck Best Paper Award from the American Control Conference, the Outstanding Doctoral Thesis Advisor Award, and the HKN Outstanding Teacher Award from Georgia Tech, as well as the Alumnus of the Year award from the KTH Royal Institute of Technology.

ADDENDUM II: THE UNIVERSITY OF CALIFORNIA, IRVINE

Since 1965, the University of California, Irvine has combined the strengths of a major research university with the bounty of an incomparable Southern California location. UC Irvine's unyielding commitment to rigorous academics, cutting-edge research, and distinguished leadership makes the campus a driving force for innovation and discovery that serves the local, national, and global communities in many ways. Founded as an interdisciplinary campus, UC Irvine boasts excellence across its arts and sciences core and in its professional schools. Since 2015, UC Irvine has been recognized by *The New York Times* for its impact in upward mobility for low-income and first-generation students, ranking 9th among best public university in the country by *U.S. News & World Report*, marking the 10th consecutive year UC Irvine has been ranked in the top 10 public universities.

A proud member of the Association of American Universities (AAU), UC Irvine embodies both the strengths of a major research institution and the dynamism and nimbleness of an emergent campus. With an annual operating budget of $6.7 billion and an endowment of more than $1.04 billion, the university includes 16 schools, including one of the top 50 medical schools and one of the top 25 law schools in the nation. The UC Irvine faculty has included three Nobel laureates, recipients of the National Medal of Science, a National Humanities medalist, and many members of the most important scholarly, scientific, and professional organizations. In Fiscal Year 2023-24, UC Irvine received the most research funding in campus history, amount to $668 million in grants and contracts. The university has an annual economic impact on Orange County of $7 billion —$8 billion statewide— and is the region's second-largest contributor for a talent-rich workforce.

UC Irvine experienced significant growth over the last decade and launched 20 new graduate programs in fields such as pharmaceutical sciences, data analytics, public health, and nursing science; established a school of education; opened the first new public law school in California in more than 40 years; and, with the historic $200 million naming gift from Susan and Henry Samueli, created the first-of-its-kind College of Health Sciences focused on interdisciplinary integrative health. The Samuelis continue their service to UC Irvine Health as honorary chairs of the *Brilliant Futures* campaign. The campus has also added nearly five million square feet of new space, including the 500,000-square-foot UC Irvine Douglas Hospital and the 275,000-square-foot student center, as part of a $1.8 billion effort to build out the remainder of the university's land grant. Additionally, UC Irvine plans to build a world-class, acute care hospital on the Irvine campus by 2025, broadening access to the most advanced healthcare services.

With more than 36,580 undergraduate and graduate students, more than 1,560 regular rank faculty, and 13,000 staff members, UC Irvine is among the fastest-growing campuses in the University of California system. Increasingly a first-choice campus for students, nearly 122,700 prospective students applied for first-year admission for Fall 2024, with 28.8 percent being admitted. Approximately 88 languages are spoken, and 79 countries represented within UC Irvine's student body. UC Irvine is committed to excellence through diversity and strives to enroll academically talented students who are representative of the population, including those traditionally underrepresented in various academic fields. The

university is designated as a Hispanic-serving Institution and an Asian American and Native American Pacific Islander-serving Institution, ranking first choice for first-generation, in-state students among all UC campuses for Asian American and second choice for African American and Chicanx/Latinx students. During the 2024-25 academic year, about 75 percent of UC Irvine undergraduates received financial aid and nearly 38 percent of UC Irvine enrollees received Pell Grants.

To learn more about UC Irvine, visit: www.uci.edu.