

The image features a blue rectangular box at the top center containing the text "UC Berkeley" in a yellow, serif font. Below this box is a detailed architectural rendering of a modern university building. The building has a curved, multi-story facade with a grid of vertical white panels and large glass windows. It is surrounded by greenery, including trees and a landscaped courtyard. In the foreground, there is a paved area with a crosswalk, a small white canopy, and several people walking or riding bicycles. In the background, a tall, historic clock tower is visible against a blue sky with light clouds.

**UC Berkeley**

**Chief Development Officer**  
College of Computing, Data Science, and Society

## THE SEARCH

The University of California, Berkeley (UC Berkeley) seeks an experienced, collaborative, and entrepreneurial fundraising professional to serve as the next Chief Development Officer (CDO) of the College of Computing, Data Science, and Society (CDSS), a college that stands at the cutting edge of education and research. CDSS is unique for the scale and scope of its data science programs, and for its vision of integrating computing and data with societal issues and real-world impact. At its core, CDSS exemplifies UC Berkeley's broader mission: using knowledge to serve the public good and build a more just, informed, and connected society.

As a critical member of Dean Jennifer Chayes' executive team, the CDO will lead and scale the development program for CDSS, partnering closely with Dean Chayes and University Development and Alumni Relations (UDAR) colleagues to identify philanthropic priorities; develop fundraising strategy; and secure significant philanthropic investments, including those interdisciplinary in nature. The CDO will build upon the campus's remarkable momentum and philanthropic success, including the recently concluded *Light the Way: The Campaign for Berkeley*, which raised more than \$7.37 billion, the largest total in history for any public university and for any university without a medical school, and the [announcement](#) of Julie Lucas as UC Berkeley's incoming vice chancellor for UDAR.

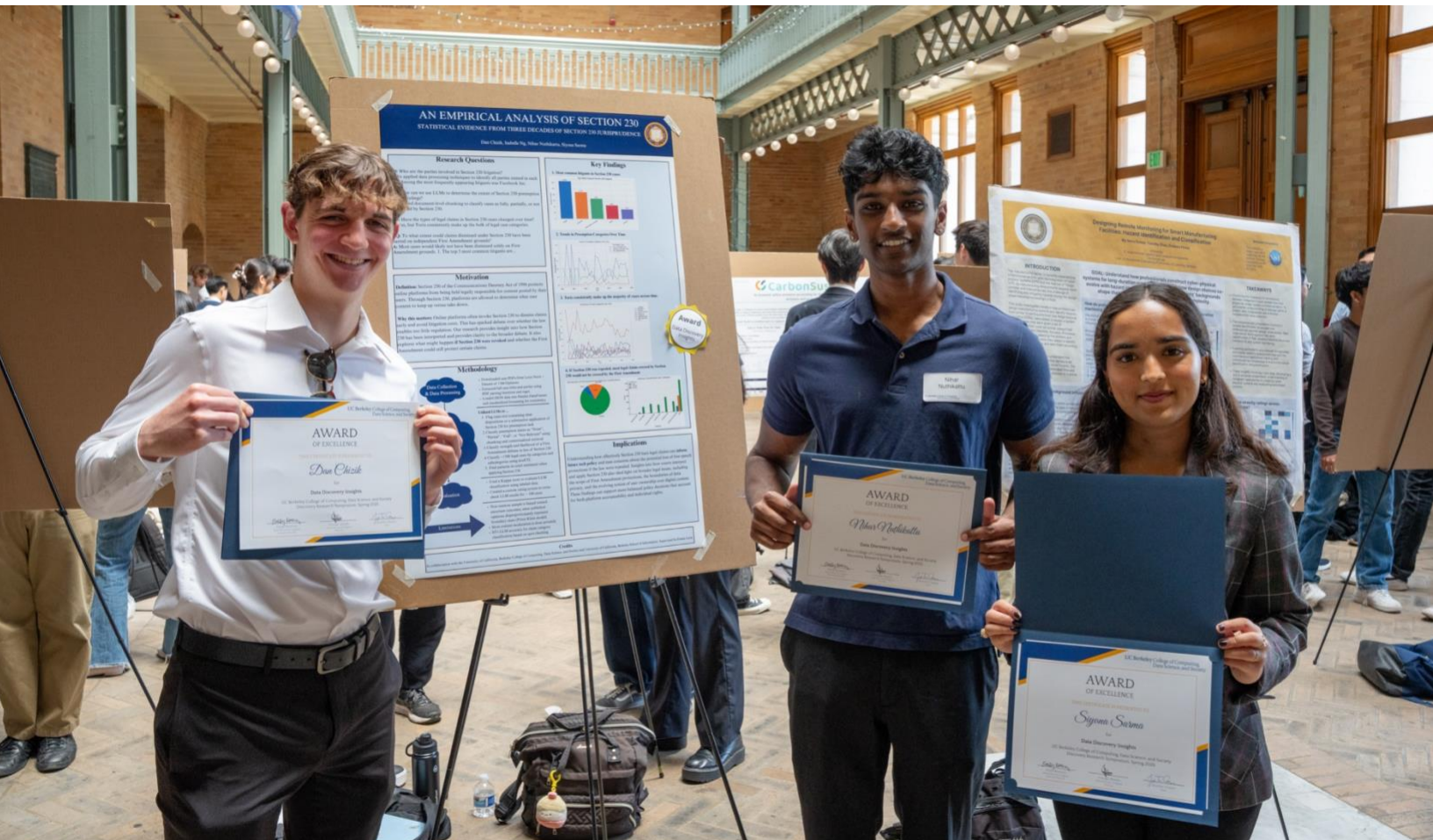
Reporting directly to the Dean of CDSS, and with a dotted line to the Associate Vice Chancellor of Constituent Programs within UDAR, the CDO will establish strategy and foundational infrastructure to secure significant and sustainable philanthropic investments to CDSS. The CDO will assess current operations, systems, and processes, and set a bold vision for advancement that further elevates giving at all levels.

The successful candidate will bring a broad institutional perspective to the role, and, through open and proactive channels of communication across CDSS and campus, will forge strong partnerships in UDAR and among UC Berkeley's colleges and schools to leverage philanthropic engagement opportunities, particularly those at the principal and transformational gift levels, to the benefit of both CDSS and the university. In addition to leading a small but growing team, the CDO will collaborate with the dean, department/unit heads, and faculty members to articulate the funding priorities and aspirations of the college to potential individual and institutional donors, as well as key colleagues within UDAR. The CDO will travel to visit prospects, often in tandem with the dean and other key partners, and work proactively to bring prospective donors to campus for substantive visits and engagement opportunities. Serving as Dr. Chayes' chief strategist on all fundraising matters, the CDO will be an active partner with the dean and other constituents in generating and evaluating the fundability of new ideas, effectively operationalizing those most promising.

With at least ten years of successful experience in development and fundraising programs, preferably within higher education, the CDO 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 of similar complexity. 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 an advisory board and leadership volunteers. The CDO 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 environment will be essential to success. Furthermore, the CDO must be driven, aspirational, and collaborative, with the desire to grow and develop a best-practice advancement program. In addition to leading fundraising efforts, the successful candidate will be responsible for formalizing and building the development team. As such, CDSS seeks someone with a strong track record of fostering a collaborative team environment and intentionally shaping a positive and inclusive team culture. The candidate must also demonstrate a deep appreciation for, and an ability to articulate, the educational and research mission and aspirations of UC Berkeley and CDSS.

UC Berkeley 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.



## COLLEGE OF COMPUTING, DATA SCIENCE, AND SOCIETY

The [College of Computing, Data Science, and Society](#) at UC Berkeley is one of the most innovative academic units in the world. It is designed to address the profound transformations brought by computing and data across every field of inquiry and sector of society. Established in 2023, it is UC Berkeley's first new college in over 50 years, reflecting the university's recognition of data and computing as foundational pillars of modern education, research, and societal impact.

CDSS is structured to dissolve boundaries between disciplines. Unlike traditional colleges that may operate in silos, CDSS unites computer science, statistics, and data science in collaboration with domain sciences (such as biology, economics, and sociology), professional schools (such as law and journalism) and the humanities. This allows students and faculty to tackle complex, real-world problems that require both technical expertise and contextual understanding — such as ethical AI, climate modeling, public health data, and algorithmic fairness.

CDSS offers quality undergraduate and graduate [education programs](#), with thousands of students enrolled annually. As one example of its innovative programs, the Data Science B.A. includes a flexible curriculum that lets students pair data science with a “domain emphasis” in fields such as economics, neuroscience, or linguistics — encouraging both breadth and depth.

One of CDSS's defining features is its strong focus on the ethical and societal dimensions of technology. Through initiatives like the CDSS Data Discovery Program, undergraduate students work on high-impact research projects in partnership with government, nonprofit, and academic organizations with a deep commitment to public benefit. Courses emphasize algorithmic bias, data privacy, and social responsibility, ensuring that technical education is complemented with real-world impact.

CDSS is deeply embedded in the Bay Area's innovation ecosystem, with strong ties to industry leaders in Silicon Valley as well as community organizations. Faculty in the college are leaders in open science, open data, and reproducible research, and actively work to make technological advances available to public constituents and communities. The college furthers innovative efforts by faculty, students, and staff to develop and share broadly curricula and connect research and applications across disciplines. The college's units include the Department of Statistics, the Department of Electrical Engineering and Computer Sciences (jointly with the College of Engineering), the Data Science Undergraduate Studies program, the Center for Computational Biology, the Computational Precision Health program (jointly with UCSF), the Center for Healthcare Marketplace Innovation (jointly with Haas School of Business), the Bakar Institute of Digital Materials for the Planet, the Schmidt Center for Data Science and Environment (jointly with Rausser College of Natural Resources), the Berkeley Institute for Data Science, and D-Lab – the Social Science Data Lab (jointly with the Social Sciences Division).

In 2020, a \$252 million gift from an anonymous donor — then the largest gift in UC Berkeley's history — catalyzed the design and planning for [The Gateway](#), a dynamic hub for innovation, collaboration, and interdisciplinary discovery. In Spring 2026, The Gateway building will become the new home of the College

of Computing, Data Science, and Society, and serve as a dynamic environment designed to inspire new ideas and foster innovative solutions to the world's most pressing challenges. It will bring together faculty, students, and partners from across disciplines to collaborate at the intersection of computing, data science, and society, and will include research laboratories, classrooms, seminar and conference rooms, and social kitchens. This state-of-the-art building, to be located on Hearst Avenue at Arch Street at a prominent access point for the campus, will serve as a vibrant collaboration hub for more than 1,300 faculty, students, staff, and researchers.



## UNIVERSITY DEVELOPMENT AND ALUMNI RELATIONS

UC Berkeley's development and alumni relations program, consisting of 270 staff members, has emerged as a blended model with centralized and decentralized components. Central development in UDAR provides leadership, direction, infrastructure, and strategic planning in support of the campus-wide fundraising priorities. Many of UC Berkeley's schools, colleges, and divisions have strong development programs, building relationships with their constituencies and major gift support for their own priorities. UC Berkeley has established a dotted line reporting structure between UDAR and campus units. Central development offers support in principal gifts, gift planning, annual gifts, international development, major gifts/regional programs, foundation relations and corporate philanthropy, as well as services in such areas as events, communications, research, gift administration, stewardship, and information systems.

UDAR encompasses the [UC Berkeley Foundation](#) (UCBF), a California nonprofit public benefit corporation established to secure support for the university. The UCBF is also Berkeley's primary vehicle for enlisting fundraising volunteers from the private sector. The UCBF is staffed by UDAR leadership and also provides governance for the [Berkeley Endowment Management Company](#) (BEMCO).

In February 2020, the university publicly launched [Light the Way: The Campaign for Berkeley](#). With a goal to raise \$6 billion by December 31, 2023 to strengthen its students, faculty, and facilities and to reach greater heights as the research university of the future, *Light the Way* was the most ambitious campaign in UC Berkeley's history and one of the largest campaigns ever mounted by a university. UC Berkeley exceeded its \$6 billion goal 14 months early and ultimately raised \$7.37 billion (\$500 million of which was raised by CDSS) from over 225,000 donors. In Fiscal Year 2024, Berkeley raised an impressive \$1.31 billion in philanthropic support, marking the highest annual fundraising total in university history.

## ROLE OF THE CHIEF DEVELOPMENT OFFICER

The Chief Development Officer will lead all aspects of the development program at CDSS, taking the program to new levels of achievement and strengthening the culture of philanthropy across the college. The next CDO will implement best practices, build donor capacity and commitment, bring fresh ideas that respond to the evolving nature of philanthropy, and apply data-informed outreach and fundraising strategies that increase the impact and effectiveness of the philanthropic enterprise.

## CORE FUNCTIONS AND RESPONSIBILITIES

### Vision, Strategic Leadership, and Executive Engagement

- Assess current advancement operations, systems, and processes, and implement the necessary infrastructure to support a comprehensive program.
- Develop and execute a fundraising strategy for CDSS, including the planning and execution of large-scale, complex fundraising campaigns in close partnership with the dean and UDAR.
- Guide and support the dean in her role as chief spokesperson and fundraiser, serving as coach, advisor, and co-strategist in cultivating and soliciting transformative gifts; utilize the dean's time efficiently and effectively.
- Ensure the dean, chancellor, executive vice chancellor and provost, vice chancellor, and other key leaders are appropriately engaged and effectively leveraged in key fundraising initiatives and donor engagement efforts. Research and prepare background information, draft high-level strategy briefings, and prepare correspondence or other communications as needed.



- Recognizing time constraints, engage faculty members in the fundraising process, ensuring their time is highly productive, meaningful, and personally rewarding; build strong and mutually beneficial relationships between faculty and external audiences such as donors, alumni, and corporate and foundation leaders.
- Manage and staff the college's advisory board in support of the dean's priorities, including developing agendas, materials, and logistical plans for the semi-annual meetings. Assist in the identification, recruitment, and cultivation of new advisory board members, identifying key leaders with an affinity for the mission of the college. Support advisory board members' involvement in philanthropic strategy and implementation.

### **Programmatic Elevation and Fundraising**

- Provide dynamic and innovative leadership for fundraising efforts and a comprehensive advancement program, building an infrastructure that supports both short- and long-term goals to expand philanthropic support for CDSS.
- Formulate a keen understanding of the education and research initiatives within the college, the vision of the dean, and the aspirations of key faculty members and leaders; identify stories that will elevate awareness and understanding of funding priorities; communicate those stories in clear and compelling terms with multiple internal and external audiences.

- Foster strong collaborative working relationships with academic and administrative leaders across campus, especially with development colleagues in UDAR and in the colleges and schools; UC Berkeley Foundation; and the CDSS Assistant Dean for Communications; as well as other offices across the college and university.
- As the college's lead fundraiser, personally manage a portfolio of major and principal gift prospects; devise cultivation plans and solicitation strategies that lead to gifts in support of the college; collaborate with colleagues throughout the university on shared prospect strategies; and leverage the network of existing donors and launch systematic initiatives that will identify new individual and institutional prospects, including unaffiliated donors, capable of making significant contributions in support of the college.
- Plan and implement a multi-faceted fund development program, including principal and major gifts, annual giving and direct response programs, foundation and corporate relations, legacy giving, events, and alumni relations.
- Lead ongoing fundraising efforts for the Gateway Building to house the college, and manage ongoing stewardship of Gateway donors.
- Design and implement a comprehensive and coordinated stewardship program for engagement of current donors; ensure that stewardship of donors makes supporting the college and university a personally fulfilling experience; convey to donors the impact their contributions have on the mission of the college.
- Work collaboratively to strategize and plan donor cultivation, recognition, and stewardship events and opportunities for the college to spotlight the dean and associated college faculty.
- Establish and carefully manage the fundraising budget, including travel, events, general operation expenses, and related expenditures; review and approve all expenditures and assume full responsibility and accountability; ensure that resources are deployed efficiently and effectively in support of the college's goals and objectives.
- Attend key events throughout the year, staffing the dean and faculty in their roles as philanthropic partners.
- Travel with the dean for select donor and prospect visits.

### **Team Building and Management**

- Train, mentor, guide, and direct a high-performing team across fundraising, external relations, and administrative functions; promote excellence through well-defined goals and accountability



measures; inspire, empower, and motivate staff through active, transparent communication and delegation.

- Review existing roles and explore opportunities to maximize coordination and productivity, enhance communication, and promote staff collaboration and professional satisfaction.
- Foster a professional environment that recognizes and rewards risk-taking and creativity, strives for excellence through mastery of best practices and implementation of new ideas, and ensures the continued collaborative and collegial nature of the team.



## QUALIFICATIONS AND EXPERIENCE

- A minimum of ten years of progressively responsible fundraising and managerial experience in development, preferably with experience fundraising for interdisciplinary initiatives within higher education. Depth of knowledge of best practices in all key areas of development with a particular emphasis on major and principal gift fundraising; a demonstrated ability to plan, manage, and close a comprehensive and large-scale capital campaign.

- Experience supervising staff, setting goals, and managing performance and budgets required. The ability to implement a focused strategic plan while building and managing a fundraising team.
- Exceptional communication skills with the intellectual depth and curiosity necessary to understand and translate academic, technical, and research information for all audiences; clarity, crispness, and persuasiveness in written and oral presentations.
- Superior interpersonal and listening skills with the ability to engage comfortably and effectively with faculty, leadership, professional and administrative staff, donors, alumni, and other external constituents.
- Ability to adapt to and lead through changing circumstances in an environment where working across boundaries and leveraging strengths are necessary; ability to operate effectively, flexibly, and collegially in a complex organizational environment, and a new college within that environment.
- The credibility, emotional maturity, authenticity, and sound judgement required to effectively engage and leverage university leadership in the cultivation and solicitation of high-net-worth individuals.
- A highly motivated self-starter with the ability to function independently yet relate comfortably to a multifaceted fundraising environment, participating in and contributing to a total team effort.
- A calculated risk-taker who is comfortable working with ambiguity.
- A self-assured problem solver who can anticipate challenges and obstacles and has the intelligence, creativity, and tenacity to provide and execute strategic and effective solutions.
- A convener with the ability to build bridges and strong, productive, collaborative relationships across complex institutions, as well as the ability to influence and engage peers.
- Experience working closely with and engaging a senior leader in an organization's development efforts.
- Demonstrated ability to work effectively with volunteer leadership, providing strong support, inspiring them to productive action.
- Bachelor's degree required.

## COMPENSATION AND LOCATION

The budgeted salary range that UC Berkeley reasonably expects to pay for this position is between \$265,000 and \$300,000. The actual base salary will depend on an individual's relevant skills, experience, and qualifications. UC Berkeley offers excellent benefits, including medical, dental, vision, and retirement plans as well as moving, relocation, and housing assistance.

With a population of about 117,000, the city of Berkeley is a culturally rich community located across San Francisco Bay from San Francisco. Berkeley is a leading center for theater, music, the arts, intellectual life, and dining. While rooted in the urban core, UC Berkeley's 1,200-acre campus is full of natural beauty, including creeks, meadows, and numerous groves of trees. The campus also enjoys easy access to several state parks and other popular recreational areas. Please see [Visit Berkeley](#) to learn more.

## 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/university-california-berkeley/chief-development-officer-college-computing-data>

Rachel Ellenport, Partner  
Nicole Poe, Managing Associate  
Megan Gorman, Managing Search Coordinator

*The University of California, Berkeley 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. For the complete University of California nondiscrimination and affirmative action policy see:*

<http://policy.ucop.edu/doc/4000376/NondiscrimAffirmAct>

## ADDENDUM A: LEADERSHIP

### **Jennifer Chayes**

#### **Dean, College of Computing, Data Science, and Society**

Jennifer Tour Chayes is Dean of the College of Computing, Data Science, and Society at UC Berkeley. Chayes led the establishment of this college – the first new college at Berkeley in more than 50 years. She is also Professor of Electrical Engineering and Computer Sciences, Information, Mathematics, and Statistics. Before joining UC Berkeley in 2020, Chayes was Technical Fellow at Microsoft, where she led research programs for more than 20 years and was founder and managing director of three interdisciplinary labs: Microsoft Research New England, New York City, and Montreal. These labs were focused on core computing and AI and the interface of computing with many other fields, including mathematics, physics, biomedicine, economics, and social sciences. Before joining Microsoft, she was Professor of Mathematics at UCLA.

Chayes is a member of the National Academy of Sciences and the American Academy of Arts and Sciences and received the 2015 John von Neumann Prize from the Society of Industrial and Applied Mathematics. She has authored more than 150 scientific papers in mathematics, physics, computer science, economics, biology, and chemistry and is the co-inventor of 30 patents. She earned her Ph.D. in mathematical physics at Princeton University and was awarded an honorary doctorate from Leiden University in the Netherlands.

Chayes's research areas include phase transitions in computer science and structural and dynamical properties of networks, including modeling and graph algorithms. She is one of the inventors of the field of graphons, which are widely used for machine learning of large-scale networks. Her recent work focuses on machine learning, including both theory and applications in cancer immunotherapy, ethical decision-making, and climate change. Most recently, she has been focusing on the use of generative AI in the creation of materials for carbon capture.

### **Michelle McClellan**

#### **Associate Vice Chancellor of Constituent Programs**

Michelle McClellan serves as Associate Vice Chancellor of Constituent Programs within University Development and Alumni Relations at UC Berkeley. In this role, McClellan partners with and leads – through a shared-dotted reporting line with the deans – the chief development officers of the campus fundraising units. She serves as a thought partner to the deans, program directors, and unit fundraising leads on issues related to planning, resource allocation, organizational performance, and development (best practices, options assessment, resource allocation, etc.). Prior to this role, McClellan served as assistant dean for development and alumni relations at the Haas School of Business from 2009-2017 where she successfully led the capital project campaign for Chou Hall.

McClellan has a long history at UC Berkeley. She served as director of development for the College of Engineering from 1997-2004 before a five-year stint as chief development officer at the California Academy of Sciences where she led a successful \$500 million campaign. She holds a bachelor's degree from UC Irvine.

## ADDENDUM B: ABOUT THE UNIVERSITY OF CALIFORNIA SYSTEM

The University of California, Berkeley is part of the [University of California](#) (UC) system, a public land-grant research university system that comprises 10 campuses across the state. The University of California system is one of the largest and most renowned centers of higher education in the world. All campuses adhere to the same admission guidelines and high academic standards, yet each has its own distinct character and academic individuality. Among the campuses are six medical schools and four law schools, as well as schools of architecture, business administration, education, engineering, and many others.

The UC campuses have a combined enrollment exceeding 295,500 students, over 75 percent of them California residents. About one-fifth study at the graduate level. Some 150 laboratories, extension centers, and research and field stations strengthen teaching and research while supplying public service to California and the nation. The collections of over 100 UC libraries on the 10 campuses are surpassed in size in North America only by the U.S. Library of Congress collection. The UC faculty is internationally known for its distinguished academic achievements. On its 10 campuses, the University of California has 28 living Nobel laureates, and it has the largest membership in the National Academy of Sciences of any university in the country.

The UC system is governed by a [Board of Regents](#) whose regular members are appointed by the Governor of California. In addition to setting general policy and making budgetary decisions for the UC system, the Regents appoint the president of the University of California, the 10 chancellors, and the directors and deans who administer the affairs of the individual campuses and divisions.

The Regents delegate authority in academic matters to the [Academic Senate](#), which determines academic policy for the University of California as a whole. The Senate determines conditions for admission and granting of degrees, authorizes and supervises courses and curricula, and advises UC administrators on budgets and faculty appointments and promotions. Local divisions of the university-wide Academic Senate determine academic policy for each campus. Students also participate in policymaking at campus and system levels.

## ADDENDUM C: ABOUT THE UNIVERSITY OF CALIFORNIA, BERKELEY

The [University of California, Berkeley](#) is one of the leading public universities in the world – a center of innovation and destination for thought leaders in politics, science, the arts, and all areas of human achievement – where serious thought and lively conversation spill out of classrooms into outdoor cafés and every corner of campus.

Founded in 1868, UC Berkeley is now home to over 33,000 undergraduates and more than 12,500 graduate students. Berkeley is internationally renowned for excellence and pioneering achievements across all disciplines. At the heart of its preeminence are approximately 1,550 ladder-rank faculty across 15 schools and colleges. UC Berkeley’s professors are highly distinguished researchers, scholars, and leading experts in their fields, as attested by their many Nobel Prizes, other distinguished awards, and memberships in the most prestigious learned societies. The campus is supported by over 9,000 talented and diverse staff. The work of the campus is supported by an annual operating budget of \$3.8 billion and an endowment of \$7.39 billion.

UC Berkeley’s [seven principles of community](#) are rooted in its mission of teaching, research, and public service. They reflect a passion for critical inquiry, debate, discovery, and innovation, and the university’s deep commitment to contributing to a better world. Every member of the Berkeley community has a role in sustaining a safe, caring, and humane environment in which these values can thrive.