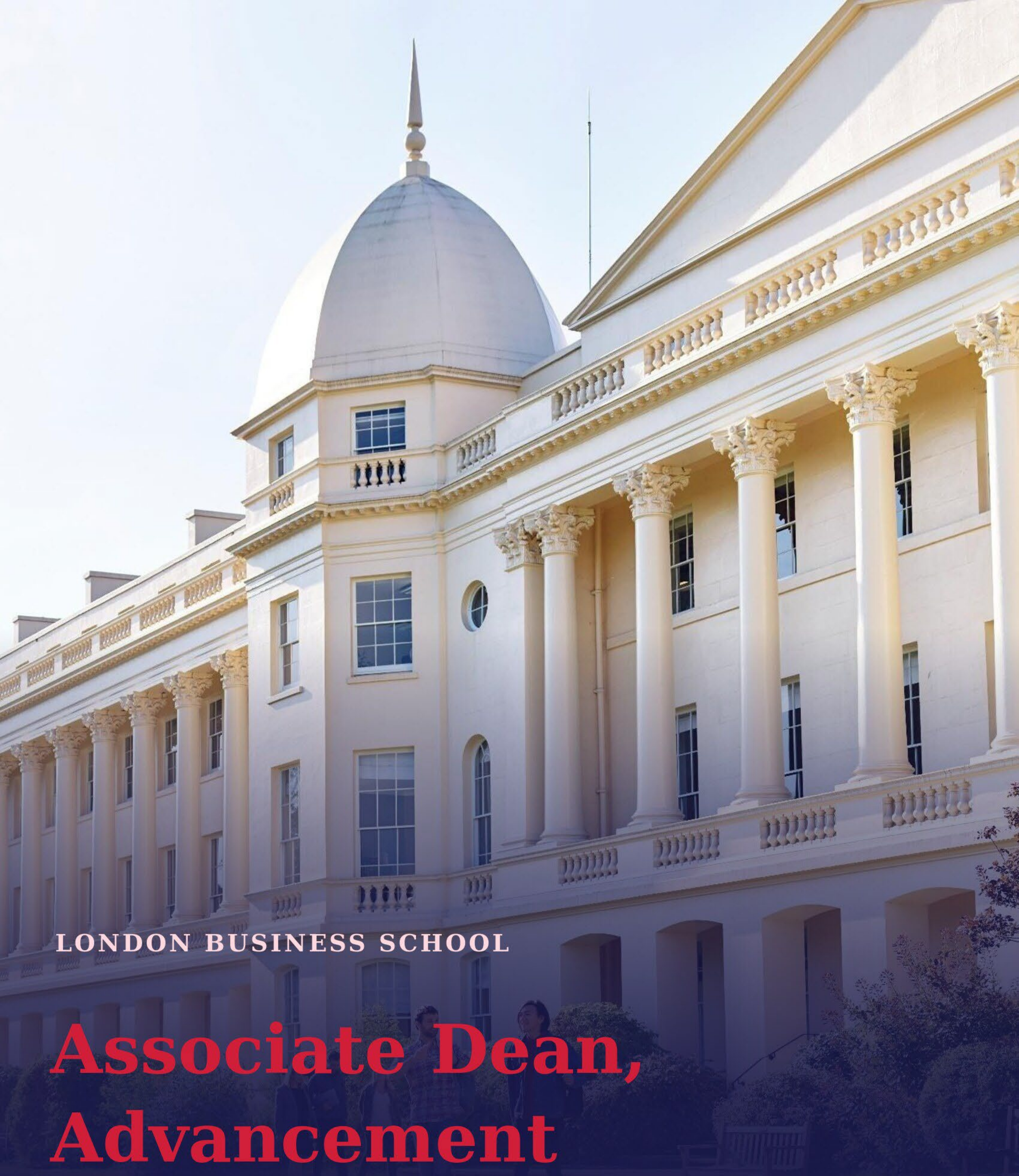

LONDON BUSINESS SCHOOL

Associate Dean, Advancement

Position Specification

THE SEARCH

London Business School (LBS) seeks an outstanding advancement leader to serve as its next **Associate Dean, Advancement** — a strategic partner to the Dean and the senior leader responsible for the School's philanthropic ambition and its lifelong relationships with a global community of 60,000 alumni, donors, and supporters.

LBS strives to have a profound impact on the way the world does business and the way business impacts the world. With world-class faculty and dynamic learning solutions, the School delivers a transformational learning experience through graduate degree programs and open and custom executive education. Anchored in London — a global financial, entrepreneurial, and cultural hub — LBS attracts a diverse community of students, faculty, and alumni from around the world.

This is a moment of significant momentum. In November 2022 the School launched the *Forever Forward* campaign, with a goal to raise £200 million while building a broader prospect pipeline, more diverse funding streams, and a stronger culture of giving. As of June 2026, more than £170 million has been raised, including multiple eight-figure gifts in the last twelve months. The Associate Dean will be accountable for bringing this campaign to a successful close and shaping the one that follows.

£200m	60,000	70
FOREVER FORWARD GOAL	ALUMNI WORLDWIDE	ADVANCEMENT STAFF

LONDON BUSINESS SCHOOL

Established in 1964, LBS is a stand-alone, world-leading graduate business school based in central London (Regent's Park), with a second campus in Dubai (opened 2007) and a new Executive Education office in Riyadh (opened November 2025). LBS is one of only a small number of business schools to sit consistently in the very top tier globally, alongside the leading US M7 schools and INSEAD.

Scale and Reach (2025/26)

- 2,500 degree students across 11 academic programs including the flagship two-year MBA.
- 14,500 Executive Education participants per year, plus 17,00 online learners.
- 60,000 alumni across 180 nationalities, with 27 sector clubs and 96 geographical clubs in 63 countries.
- 100 tenured and tenure-track faculty across seven disciplines (Accounting, Economics, Finance, Management Science and Operations, Marketing, Organizational Behavior, Strategy and Entrepreneurship), spanning 28 nationalities.
- Four research centers: Data Science and AI Initiative, Institute of Entrepreneurship and Private Capital, SARI Foundation Institute for Work, Careers, and Longevity and the Wheeler Institute for Business and Development.
- Corporate community: In September 2025, the School launched the LBS Corporate 100 alliance, an exclusive invitation-only community of leading global companies — founding members include Deutsche Bank, Mitsui, Nestlé, Rolls-Royce, and VEON.
- Unique international diversity: 94% of students and 93% of faculty are international (non-British). The nine-member top leadership team represents eight nationalities.
- Triple accreditation: AACSB, AMBA, EQUIS.
- Annual revenue ~£250/$330 million, net assets ~£325/$430 million (including £100/$132 million endowment).
- Tuition fees (£124,000 for the two-year MBA program) are highest outside the US and comparable to those of M7 business schools in the US. Across its degree programs, LBS awards 12.5 percent of its tuition revenues in partial and full-fee scholarships to attract talented and motivated students from diverse geographies and socio-economic backgrounds.

ABOUT THE DEAN

Dean Sergei Guriev is a globally renowned academic economist who has published in the leading journals in economics and political science with his research spanning many fields, including development economics, economic history, contract theory, corporate finance, and, most recently, political economy of social media, populism, and autocracy. His 2022 book *Spin Dictators: The Changing Face of Tyranny in the 21st Century* (Princeton University Press) has been translated into 13 languages, received multiple prizes and was named the Book of the Year by *The Atlantic*, *Financial Times, Foreign Affairs*, and *The New Yorker*.

Before joining LBS as Dean and Professor of Economics, he was the first Provost of Sciences Po (2022-24), where he has been a tenured professor of economics since 2013. In 2016-19, he was on leave from Sciences Po serving as the Chief Economist of the European Bank for

Reconstruction and Development. In 2004-13, he was the Rector of the New Economic School in Moscow. In 2006, he was selected a Young Global Leader by the World Economic Forum.

Dean Guriev is a member of the Group of Thirty and a Global Member of the Trilateral Commission. He is a Senior Member of the Institut Universitaire de France, an Ordinary Member of Academia Europeae, and an Honorary Foreign Member of the American Economic Association.

Dean Guriev has a strong track record in advancement. While leading the New Economic School in 2004-13, he completed formal training in fundraising and created one of the first and the largest university endowments in Russia. Since his arrival at London Business School in August 2024, Dean Guriev, working closely with the School's Associate Dean for Advancement and the whole Advancement team, has raised £90/$120 million including two of the largest gifts in LBS history. In these two years, LBS has doubled the number of its named buildings and has increased its endowment by 50 percent. Once all currently committed endowment gifts have been fully paid, LBS's endowment is projected to double relative to its 2024 level.

GOVERNANCE AND LEADERSHIP

LBS is a stand-alone non-profit institution and charity under Royal Charter in the United Kingdom. The School's Chief Executive is Dean Sergei Guriev. The Dean reports to the Governing Body, currently chaired by David Pyott, an alumnus and renowned business executive and philanthropist. The full Governing Body meets five times a year. In addition, the Governing Body's committees, including Audit and Risk, Finance, Governance and Nominations, and Remuneration, meet multiple times throughout the year.

The Dean chairs the School's Management Board that meets monthly and includes Deputy Deans for Faculty and for Degree Programs (both senior faculty members); Associate Deans for Advancement, Degree Education, and Executive Education; Chief Communications Officer; Chief Financial Officer; and Chief Operating Officer, as well as the faculty chairs of the School's seven academic departments. The Dean also convenes weekly meetings of the Executive Committee (Dean, Deputy Deans, Associate Deans, CCO, CFO, COO).

ADVANCEMENT AT LONDON BUSINESS SCHOOL

The Advancement team mobilizes and connects resources — teams, partners across the School, and relationships with external stakeholders — to shape, amplify and advance the School's purpose and vision. As a revenue-generating department of nearly 70 staff, Advancement secures philanthropic income from a growing donor pipeline and nurtures lifelong relationships with the School's global community of alumni, donors, and supporters.

Advancement works across LBS to understand and advocate for the School's overall ambition and strategy, its programs, and its impact on the world. The *Forever Forward* campaign is building not only philanthropic revenue but a more diverse base of support and a deeper, more durable culture of giving that will define the School's next decade.

The Forever Forward Campaign

In November 2022, the School launched the *Forever Forward* campaign, with a goal to raise £200 million. *Forever Forward* is only the second comprehensive campaign in the School's history. The first campaign – *Cause and Effect* – was historic for UK higher education, including the largest ever gifts to a UK business school at the time — the £25M gift from Idan and Batia Ofer in 2013 and the £25M gift from Sir Jim Ratcliffe in 2016. That campaign also raised £20.5 million toward the endowment. Initially projected to raise £100M, the *Cause and Effect* campaign secured £125M and closed two years ahead of schedule.

Forever Forward builds on that foundation, with the ambition of transforming the scale and reach of philanthropy at LBS. The largest *Forever Forward* gifts include:

- £25M/$33M gift from an anonymous alumnus to establish the SARI Foundation Institute for Work, Careers and Longevity, the School's first endowed research institute;
- £25M/$33M gift from alumnus and Chair of the School's Governing Body David and Molly Pyott to rename the School's North Building;
- £15M/$20M endowment gift from MiF alumni Anjuli and Raj Rao to rename the School's Plowden Building;
- £15M/$20M endowment gift from alumnus Kumar Birla to establish an endowed MBA scholarship program in memory of his late grandfather;
- £13.5M/$18M gift from an anonymous alumnus to establish the Walking the Learning Journey Fund to support alumni lifelong learning;
- £10M/$13M gift from alumnus Tony and Maureen Wheeler to name the Wheeler Institute for Business and Development.

The fiscal year ending July 31, 2026 has been a record year for the Campaign and the School's fundraising overall, with £55M/$73M raised within the year and progress to more than £170M/$225M raised against the *Forever Forward* goal.

The Campaign is supported by the Campaign Leadership Board (CLB) that meets twice a year and is chaired by alumnus and Governor Savio Kwan. CLB is comprised of 31 members (including nine Vice-Chairs and five Faculty Vice-Chairs) and eight CLB Ambassadors. The Associate Dean and the Dean work closely with the Campaign Chair and Vice-Chairs.

LBS Endowment

LBS's endowment currently stands at £100/$132 million — a fraction of peer institutions (Harvard Business School $5B; Stanford GSB $2B; Chicago Booth $1.5B; Wharton $1.2M; INSEAD $460M). This gap is one of the most significant strategic opportunities — and responsibilities — facing the next Associate Dean, and a central driver of *Forever Forward*.

The endowment investment strategy is determined by the Endowment Investment Committee that is chaired by a member of the Governing Body and includes senior members of alumni community, senior finance faculty, the Dean, CFO and Associate Dean for Advancement. The Endowment Investment Committee is a subcommittee of the Finance Committee of the Governing Body.

Alumni Community

The Associate Dean leads engagement with a global alumni community of 60,000 alumni across 180 nationalities — 66% degree-program alumni, 34% graduates of Executive Education programs with alumni status. London Business School has 96 Regional Alumni Clubs, with the largest in London, Mumbai, New York, Japan and Singapore as well as 27 special interest clubs, including Sustainability, Founders & Investors, Healthcare and Women in Business.

LBS in the UK Fundraising Ecosystem

The Associate Dean operates at the center of the UK higher-education fundraising community, with the role and the wider Advancement leadership team holding senior positions across the sector's key professional bodies:

- Ross Group — The Associate Dean is a member of the Ross Group, an invitation-only professional group of chief development officers in UK and Irish higher education. Membership is drawn from the top 25 fundraising institutions as measured by the CASE Insights on Philanthropy (UK & Ireland) survey.
- CASE Europe leadership — the Executive Director, Operations and Donor Relations is a Trustee of the CASE Europe Trust; the Executive Director, Proposition Development and Campaign is a faculty member of the CASE Spring Institute in Educational Fundraising; and the current Associate Dean has served as Faculty Chair of the CASE Spring Institute in Educational Fundraising for the past three years.

LBS in the US Business School Fundraising Ecosystem

The Associate Dean also operates within the Business School Peer Group, which includes the Chief Advancement Officers, Vice Deans, and Associate Deans leading the development and alumni relations functions at the top US business schools, including the M7 schools – Booth (Chicago), Columbia, Harvard Business School, Kellogg (Northwestern), MIT Sloan, Stanford GSB, and Wharton (Penn) – plus Tuck (Dartmouth) and Yale SOM. London Business School is the only international school included in this group which meets annually at one of the member schools to discuss common issues and concerns, benchmark, and exchange best practices.

THE ROLE

Reporting to the Dean, the Associate Dean leads the Advancement team and is responsible for setting and delivering the School’s fundraising and alumni engagement strategy. As a key partner and advisor to the Dean, the Associate Dean leads the development of philanthropic propositions and engagement priorities — running campaigns, managing principal and major gifts, inspiring regular giving, developing prospective donors, stewarding donors and engaging alumni — while ensuring operational excellence across Advancement’s activities and functions.

The Associate Dean is accountable for the successful delivery of the *Forever Forward* campaign in the short term and for the preparation and execution of the next campaign. Between campaigns, the Associate Dean is accountable for continued success in securing philanthropic revenue and for strengthening the School's fundraising model with diverse funding sources, a healthy prospect pool, and a stronger culture of giving.

The Associate Dean partners closely with the Dean, leading the Dean's engagement with principal and major donors, with the broader alumni and supporter community, and with the Campaign. The Associate Dean is a member of the Executive Committee and the Management Board and attends all meetings of the Governing Body. The role works closely with the Deputy Dean (Faculty) and the Deputy Dean (Degree Education), and with the Associate Deans for Degree Education and for Executive Education, to maintain a strong partnership with faculty and to align fundraising with teaching, learning and research.

The Associate Dean is a visible presence in the LBS community and is expected to be on campus at least four days a week (when not otherwise traveling on School business).

Key Responsibilities

Fundraising Strategy and Delivery

Set the fundraising strategy to deliver philanthropic revenue and build the donor pipelines for principal and transformational giving and for middle-of-the-pyramid major gifts, while strengthening annual and leadership giving programs to broaden the School's base of support.

Leading the Executive Director for Proposition Development and Campaign, the Executive Director of Giving, the Director of Principal Gifts and the Philanthropy team, the Associate Dean will:

- Develop compelling fundraising propositions in collaboration with faculty and senior leaders
- Cultivate and solicit prospects at major, principal, and transformational gift levels
- Diversify funding by deepening appeal to trusts, foundations, and corporate donors
- Grow the School's donor base through effective annual and leadership giving programs
- Steward donors with clear reporting on the impacts and outcomes of their gifts
- Partner with the Dean on fundraising activity and support engagement of VIP donors.
- Prepare, plan, implement, and successfully deliver comprehensive campaigns — including *Forever Forward* — communicating progress regularly to the Dean, Management Board, and Governing Body.

Alumni Engagement Strategy and Delivery

Set the engagement strategy to foster meaningful lifelong connections with the School's global alumni community and to leverage LBS alumni as advocates, ambassadors, volunteers, and donors.

Managing and supporting the Executive Director, Alumni Engagement and the Alumni Engagement team, the Associate Dean will:

- Build a global alumni community contributing time, advocacy, and philanthropic support

- Support alumni volunteer structures — such as clubs and classes — to deepen connection and foster a vibrant, diverse, and self-sustaining network
- Advance alumni careers, entrepreneurial journeys, and organizations through relevant content and services
- Deliver a seamless transition from student to alumni status

Performance and Operations

Deliver operational excellence to support and drive philanthropy and alumni engagement.

Managing and supporting the Executive Director, Operations and Donor Relations and the Operations team, the Associate Dean will:

- Develop digital platforms and use data and analysis to forecast, report, and support evidence-based decisions across fundraising, campaign, and alumni engagement performance
- Deliver an annual Advancement plan and budget aligned to the School's strategy and objectives
- Conduct due diligence for gift acceptance and report on agreed impact measures to donors

Leadership

- Act as an ambassador for the School, deputizing for the Dean as appropriate
- Provide active, visible institutional leadership and take collective responsibility for the School strategy, shaping strategic direction so that alumni and donor insight informs the School's choices
- Engage, educate, and inspire faculty, School leaders, and senior volunteers to partner with Advancement and participate meaningfully in fundraising and alumni engagement
- Lead engagement of the Campaign Leadership Board and the Alumni Council, ensuring effective volunteer leadership structures that position these alumni and friends as key partners in philanthropy, engagement, and advocacy
- Act as a powerful advocate for the LBS brand and purpose, promoting a culture that values people, supports growth, and fosters collaboration and understanding across a global constituency
- Line-manage the Advancement Leadership Team to execute strategy and maintain high performance standards

QUALIFICATIONS

LBS seeks an outstanding advancement and fundraising leader and strategic partner for the Dean — skilled at developing and executing strategy and at managing and inspiring high-performing teams. While no single candidate will embody every quality in equal measure, the strongest candidates will bring many of the following experiences and attributes.

Experience

- A record of successful leadership across all major functions of advancement — fundraising, alumni engagement, and advancement operations — preferably within institutions of higher education and leading business schools
- Demonstrated success in developing and executing fundraising strategy, in planning and implementing comprehensive campaigns, and in leading and inspiring high-performing fundraising teams to deliver results
- Experience and confidence working with VIP stakeholders and ultra-high-net-worth individuals, including the successful solicitation of principal and transformational gifts, while balancing responsibilities as a department leader
- Demonstrated sensitivity and comfort within a highly global and diverse community of alumni, donors and colleagues, with the ability to incorporate cultural, legal, and financial differences into strategy
- Experience developing fundraising propositions with clear measures of impact, working closely and collaboratively with faculty and institutional leaders, including the CFO
- Demonstrated ability to operate effectively within a complex governance system, securing the alignment of senior stakeholders

Skills and Attributes

- Senior ambassador — communicates the School's ambition and purpose to inspire alumni, donors and senior stakeholders, and enables the Dean to do the same
- Faculty engagement — academic curiosity and a learning mindset to build mutual respect and co-develop propositions with faculty and research institutes
- Business acumen — understands the financial model of higher education institutions and the external environment (legal, regulatory, reputational, commercial)
- Data and digital — uses data, digital platforms, and tools to drive decision-making, analyse performance, engage audiences, and facilitate giving
- People leadership — manages direct reports for growth and strong performance with flexibility and empathy; an open, inclusive, and communicative team player who promotes sustainable impact
- Risk awareness — a sound understanding of fundraising and reputational risks and experience of mitigating and managing them
- A willingness to travel internationally and to participate regularly in on-campus and alumni community events, including evenings and weekends

Reporting and Resources

The Associate Dean leads an integrated 70-strong Advancement team organized around three functional pillars: Alumni Engagement, Operations, and Philanthropy, with an Advancement Leadership Team including the Associate Dean and four direct reports:

- Executive Director, Alumni Engagement
- Executive Director, Giving
- Executive Director, Operations and Donor Relations
- Executive Director, Proposition Development and Campaign

The Associate Dean also leads Principal Giving with the Director, Principal Giving, as a line report.

LIVING AND WORKING AT LBS

London Business School offers a generous and distinctive package of benefits, reflecting its conviction that every member of staff plays a part in the School's success. Highlights of the offer include:

- Pension — enrollment in the Universities Superannuation Scheme (USS), with a current employer contribution of 14.5%
- Annual leave — 27 days, rising to 28 at five years' service and 30 at ten years' service, plus a winter closure and "Summer Fridays"
- Flexibility — a smart, hybrid approach to working, balancing campus collaboration with individual needs
- Health and wellbeing — free use of the on-site Nuffield Health gym and pool, a 24/7 employee assistance program, private medical options, and life assurance
- Family support — enhanced maternity, paternity and adoption pay, fertility and pregnancy-loss leave, and shared parental leave
- Learning and development — a blended L&D offer, faculty-led modules, professional coaching and support for further study
- Complimentary access to the *Financial Times* and *The Economist*, season-ticket and cycle-to-work schemes, and federation benefits across the University of London

APPLICATIONS, INQUIRIES AND NOMINATIONS

Isaacson, Miller, an international executive search firm, has been retained to support this recruitment. Confidential inquiries, nominations, and applications — including a curriculum vitae and a letter of interest describing relevant experience — should be sent via the Isaacson, Miller website.

Jack Gorman, Managing Partner
Grace Zakim, Managing Associate
Ryan Cheung, Senior Search Coordinator

London Business School is committed to building a diverse community and warmly welcomes applications from all suitably qualified candidates, regardless of background. The School values the breadth of perspective that a global community brings and is dedicated to creating an environment in which everyone can belong and thrive.

APPENDIX

Program Portfolio and Rankings

Program	Duration	Annual intake	Average work experience	Latest Financial Times global ranking
	Degree programs			
MBA (2-year)	15-21 months	~510	~5 years	#4
Executive MBA (London Sep, London Jan, Dubai Sep, Dubai Jan)	20 months	~210	~12-15 years (≥5 yrs managerial)	#13
EMBA-Global (joint with Columbia Business School)	20 months	~50	~10–12 years	#7
Sloan Masters in Leadership and Strategy	12 months	~35	~15 years (senior executives)	Not ranked by FT
Masters in Finance Full-Time (MiF FT)	10-16 months	~130	~5 years	#1
Masters in Finance Part-Time (MiF PT)	22 months	~40	~5 years	#1
Masters in Financial Analysis (MFA)	12 months	~320	pre-experience	#9
Masters in Management (MiM)[1]	12 months	~300	pre-experience	#10
Masters in Analytics and Management (MAM)	12 months	~90	pre-experience	Not ranked by FT

[1] Includes Global Masters in Management (GMiM), joint program with Fudan School of Management (~40 students per year).

MBA (1-year) for candidates with a master's in management	12 months	~30	~6 years	Not yet ranked (launched 2025)
PhD Program	5 years	~20		Not ranked by FT
	Executive Education			
Open Executive Education		~2,000		#1
Custom Executive Education		~12,500		#2
	Research			
Faculty Research				#5

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