



SENIOR DIRECTOR OF DEVELOPMENT, COLLEGE OF THE ARTS
[CALIFORNIA STATE UNIVERSITY LONG BEACH](#)
HYBRID LOCATION — SOUTHERN CALIFORNIA



Aspen Leadership Group is proud to partner with California State University Long Beach in the search for a Senior Director of Development, College of the Arts.

The Senior Director of Development, College of the Arts will secure philanthropic funds in support of programs and activities of the College of the Arts (COTA). The Senior Director of Development will provide leadership and day-to-day management of an integrated program of development activities for COTA's six academic units, as well as the Richard and Karen Carpenter Performing Arts Center and the Carolyn Campagna Kleefeld Contemporary Art Museum. The Senior Director of Development will work closely with department chairs, school directors, and faculty members, and partner with the Dean and Associate Vice President, Development on the development and implementation of a comprehensive fundraising strategy for the College of the Arts.

For 75 years, California State University Long Beach (CSULB) has championed personal transformation and professional triumph. That's why *Go Beach* is much more than a catchphrase—it's the spark that empowers and emboldens students and the community. The Beach enriches students' lives through globally informed, high-impact educational experiences with superior teaching, research, creative activity, and action for the public good.

On September 28, 1949, what was then known as Los Angeles-Orange County State College began its first day of classes. One hundred and sixty students were enrolled for the first semester with thirteen full-time faculty. Classes convened in a converted apartment building at 5401 E. Anaheim where the foundation of CSULB pride and traditions began. Early classes focused on teacher education, business education, and the liberal arts.

Since then, the institution has found a permanent home on a 320-acre tract of land in the City of Long Beach and changed its name to honor that permanent home. California State University Long Beach is now a public research university classified among R2: Doctoral Universities. It is home to nearly 40,000 students—almost 33,000 undergraduates and more than 5,500 graduate students who study in one of eight colleges.

California State University Long Beach is home to one of the largest publicly funded art schools in the country. The College of Arts at California State University Long Beach is a community. More than 3,000 majors and minors students study within the College of the Arts, working with faculty, staff, and guest artists in the School of Art, the Bob Cole Conservatory of Music, and the departments of Dance, Design, Film and Electronic Arts, and Theatre Arts. Additionally, the Richard and Karen Carpenter Performing Arts Center and the Carolyn Campagna Kleefeld Contemporary Art Museum are valuable resources for the campus and Greater Long Beach region and are proudly part of the College of the Arts.

Academically, COTA has more than 100 full-time and 150 part-time faculty members, allowing the college to offer nationally recognized, accredited degree programs that include Bachelor of Art, Bachelor of Fine Arts, Bachelor of Science, Bachelor of Music, Master of Fine Arts, Master of Arts, and Master of Music degrees, as well as post-baccalaureate art certificates.

Learning opportunities within the college reflect its commitment to the arts in all its forms. For students seeking a degree in the arts, COTA provides an environment designed for individual achievement in the context of a diverse, engaged community. Curriculum and classroom experiences are strategically crafted to honor and acknowledge tradition, history, and the evolution of art forms while also encouraging unique, singular voices, disruption of norms, and innovative creativity. At the core of COTA's mission is an appreciation of all cultures and art forms, and acknowledgment of their lasting value to the quality of life.

The Carolyn Campagna Kleefeld Contemporary Art Museum and the Richard and Karen Carpenter Performing Arts Center are vital and important campus and community partners—allowing students as well as the larger campus and Greater Long Beach communities access to world class arts experiences. The college is a regional resource for arts and cultural events, showcases, guest lectures, and accessible, innovative artistic expression.

Each year the CSULB College of the Arts presents and produces more than 500 arts events open to the public. From weekly rotating art exhibitions showcased in more than seven gallery spaces dedicated to student work to world class performers appearing on the Carpenter Performing Arts Center stage, from innovative and informative lectures, screenings, and artists talks to classic and contemporary music, dance, and theatre performances—arts lovers and supporters can find something for every taste and sensibility within the wide variety of offerings in any given week during the academic year.

California State University Long Beach is the number one most-applied-to campus in the CSU system and was ranked third in the U.S. for advancing social mobility by *U.S. News & World Report*. The *Wall Street Journal/Times Higher Education* named CSULB eighth in the nation for campus diversity and it was listed in the top 10% of schools nationwide for return on investment by *Georgetown University's Center on Education and the Workforce*.

REPORTING RELATIONSHIPS

The Senior Director of Development, College of the Arts will report to the Associate Vice President, Development, Kevin Crowe. The Senior Director of Development will supervise a college-based Development Associate.

FROM THE ASSOCIATE VICE PRESIDENT

If you've ever seen Star Wars: The Force Awakens, The Hunger Games, or Black Panther; taken a spin on Disneyland's Splash Mountain or Indiana Jones™ Adventure; gotten a warm and wistful feeling when you heard the Carpenters' holiday classic "Merry Christmas, Darling," or admired the distinctive mid-century style of one of the world's most popular modern artists in the SHAG galleries in West Hollywood and Palm Springs—or at exhibitions around the globe—then you already have a sense of the pervasive impact the CSULB College of the Arts has had on arts education and practice over the past few decades.

With six outstanding degree programs—in art, dance, design, film and electronic arts, music, and theatre arts—and more than 500 exhibitions, performances, and community-service programs that draw tens of thousands of people to campus each year, COTA is one of the largest and most comprehensive public arts colleges west of the Mississippi River.

Cal State Long Beach was the first campus in the CSU system to offer professional arts degrees, and this bold tradition of innovation has propelled COTA through the ranks of the West's premier arts schools. Today, COTA serves 3,000 majors and minors, talented students from all walks of life, who are attracted to our combination of quality and affordability and opportunity-rich location at the border of Los Angeles and Orange counties.

Personally, I'm proud that our vibrant, student-centered university is a top performer on social mobility— #3 in the nation, in fact—and draws students, staff, and faculty who mirror the extraordinary diversity of our region, state, and world. We are home to a large population of first-generation college students and have the distinction of being both an AANAPISI- and a Hispanic-Serving institution. If the quality of a great public university is measured more by the kind of students it turns out than by the kind it takes in, Cal State Long Beach clearly stands at the forefront of today's public higher-education landscape.

As CSULB welcomes a new arts Dean, approaches its landmark 75th anniversary, and begins wrapping up a historic fundraising campaign, this is an especially exciting time to be joining us as the Senior Director of Development for the College of the Arts. Not only will you have the chance to build on a decades-long tradition of academic and artistic achievement, and work with a committed, collaborative, creative, and collegial advancement team with an outstanding track record of fundraising success and career longevity—but you'll get to do it all at The Beach! Are you ready to take the leap to center stage? If you share our passion for, in the words of COTA Dean Royce W. Smith, "preparing some of the world's finest creatives to share their voice and vision with the world," then we have the role of a lifetime for you.

—Kevin Crowe, Associate Vice President, Development

CALIFORNIA STATE UNIVERSITY LONG BEACH'S COMMITMENT TO DIVERSITY, EQUITY, INCLUSION, AND ACCESS

The California State University Long Beach community of students, faculty, and staff is highly diverse in terms of race, ethnicity, gender, age, ability, sexual orientation, socio-economic background, belief, affiliation, and identity. In the College of the Arts, additional diversities of talents and skills, prior training and exposure, approaches to teaching and learning, professional aspirations, scholarly inquiry, and creative endeavor are embraced.

The College of the Arts community draws upon this great diversity as a source of strength, wealth, depth, and breadth. It recognizes that respect, openness, and inclusiveness are essential to creating a productive and constructive place for its students, faculty, and staff to teach, learn, study, create, and expand their fields.

PRIMARY RESPONSIBILITIES

Development and Fundraising

The Senior Director of Development, College of the Arts will

- in collaboration with the Dean, identify, cultivate, and solicit gifts of \$25,000+, with a focus on gifts of \$100K+, from individuals, corporations, and foundations;
- in concert with the Dean's priorities, liaise with COTA faculty and staff to build upon established partnerships, stewarding and expanding donor activities in alignment with area-specific and college-wide needs;

- working with the Dean, liaise with Richard and Karen Carpenter Performing Arts Center and Carolyn Campagna Kleefled Contemporary Art Museum directors to address fundraising needs specific to those areas while simultaneously fostering integration with the larger college development plan.

Collaboration and Strategy

The Senior Director of Development, College of the Arts will

- work with the Dean, Associate Vice President, Development, and the college’s chairs and directors to identify philanthropic priorities and opportunities, create successful development strategies, and develop and manage stewardship activities.

Community Building

The Senior Director of Development, College of the Arts will

- work with various constituents, including businesses, community organizations, and community leaders to develop strategic objectives that result in philanthropic partnerships benefiting the College of the Arts.

Diversity, Equity, Inclusion, and Access

The Senior Director of Development, College of the Arts will

- demonstrate a commitment to diversity, equity, and inclusion through continuous skills development and implementation, modeling inclusive behaviors, and actively managing bias; and
- support the college leadership team in ensuring equitable development experiences, strengthening inclusion, and promoting a culture of inclusivity and belonging that embraces the contributions of all community members.

LEADERSHIP

Kevin Crowe

Associate Vice President, Development

Kevin Crowe, born and raised in Southern California, graduated from the University of Redlands with a B.A. in Business Administration and Psychology, and went on to attain the Certified Specialist in Planned Giving designation from the American Institute for Philanthropic Studies.

Crowe has worked in higher education fundraising throughout his career, first at the University of Southern California, where he served as Assistant Director for Development and Alumni Relations for five years, and later at Occidental College, where he served as Associate Director for Major Gifts for five years.

In 2006, Crowe's interest in strategic development and in working with high-level donors to create social impact led him to California State University Long Beach. Starting out as the Director of Development for the College of Liberal Arts, Crowe has served in leadership roles of increasing responsibility throughout his CSULB career, rising to Executive Director of Development, Assistant Vice President of Major and Principal Gifts, and Associate Vice President for Development.

In his current role as Associated Vice President, Development, Crowe is focused on building and maintaining a strong team of professional fundraisers who support institutional excellence by working closely and collaboratively with deans, faculty, and peers to develop and execute programs, initiatives, and activities that increase private giving, volunteer involvement, and constituency engagement. He also serves as the Chief Operating Officer of the CSULB 49er Foundation.

Royce W. Smith, PhD
Dean, College of the Arts

Dr. Royce W. Smith's appointment as Dean, College of the Arts began July 1, 2023. Prior to arriving at CSULB, Smith served for seven years as Dean of the College of the Arts and Architecture and professor of contemporary art history at Montana State University. Before that, he was Director of the School of Art, Design, and Creative Industries at Wichita State University in Kansas.

His expertise with college programs and collaboration with diverse faculty and staff has made Smith a respected speaker, having given lectures and presentations around the country. He also secured numerous grants and awards, curated exhibitions and international biennials, and has been published extensively. At Montana State, Smith was an executive member for the International Council of Fine Arts Deans and a representative to the school's diversity council. He also helped design a new interdisciplinary center for the several colleges and departments, including film, animation, and music technology. Smith earned a B.A. from Wabash College in Indiana and a master's in English from Purdue University and received another master's and his doctorate in contemporary art history and theory from the University of Queensland in Brisbane, Australia.

COMPETENCIES AND QUALIFICATIONS

California State University Long Beach seeks a Senior Director of Development, College of the Arts with

- a commitment to the mission of California State University Long Beach—to enrich the lives of its students and its surrounding community through globally informed, high impact educational experiences with superior teaching, research, creative activity, and action for the public good;
- an appreciation of all cultures and art forms, and acknowledgment of their lasting value to the quality of life;
- an understanding of the solicitation process in an educational environment;
- excellent donor, alumni relations, or similar constituent based-relationship skills including superior working knowledge of the principles and practices of university development and alumni relations;
- effective and compelling verbal communication skills and an ability to make persuasive oral presentations to senior management and internal and external constituencies, conduct participatory meetings, gain acceptance of decisions, and advise and collaborate with others;
- proficiency in identifying and building a pipeline of donors;
- an ability to develop major gift philanthropic priorities with college leadership and create development strategies for success;
- excellent planning, organizing, and problem-solving skills;
- strong oral and written communication skills;
- supervisory experience and an ability to manage a development office and staff;
- an ability to work independently without close supervision including self-direction in the initiation, coordination, and completion of tasks;
- a commitment to diversity, equity, and inclusion through continuous skills development and implementation, the modeling of inclusive behaviors, and actively managing bias;
- an ability to communicate with an ethnically and culturally diverse campus community; and
- an ability to follow university policies, procedures, and guidelines including but not limited to safety, civility, information security, and non-discrimination policies and procedures.

California State University Long Beach will consider candidates with a broad range of backgrounds. A bachelor's degree or an equivalent combination of education and experience and at least five years of demonstrated major gift fundraising experience, including donor identification, cultivation, and solicitation within a higher education environment, is preferred.

SALARY AND BENEFITS

The salary range for this position is \$115,000 to \$140,000 annually. The California State University system offers a [comprehensive benefits package](#).

LOCATION

This is a hybrid position. The Senior Director of Development is expected to be on campus at least two days per week. For the first three to six months of employment, the Senior Director of Development is expected to be on campus four to five days per week. The Senior Director of Development must reside in California with a strong preference for Southern California.

APPLICATION INSTRUCTIONS

All applications must be accompanied by a cover letter and resume. ***Cover letters should be responsive to the mission of California State University Long Beach as well as the responsibilities and qualifications stated in the position prospectus.*** Review of applications will begin immediately and continue until the successful candidate has been selected.

To apply for this position, visit:

[Senior Director of Development, College of the Arts, California State University Long Beach.](#)

To nominate a candidate, please contact:

Tonya Malik-Carson, tonyamc@aspenleadershipgroup.com.

All inquiries will be held in confidence.