



# CONSORTIUM OF UNIVERSITIES OF THE WASHINGTON METROPOLITAN AREA

## **Chief Financial and Business Development Officer**

The Consortium of Universities of the Washington Metropolitan Area has begun a search for an innovative, forward-thinking Chief Financial and Business Development Officer.

The Consortium was founded over fifty years ago to foster innovative collaboration for higher education. Today the organization represents every major educational institution in the region – including recent additions Johns Hopkins University, University of Maryland Global Campus, and the Smithsonian Institute - as a force for access and equitable economic and workforce development.

Poised for even more transformational growth, the Consortium is led by an entrepreneurial President/CEO, who is supported by an active, engaged board comprised of the presidents of the member institutions (themselves innovative, transformational leaders). The Consortium's financial strength, reflected in its healthy balance sheet and operating statement, provides resources to explore additional partnerships and revenue streams. The opportunities range from proven initiatives, such as establishing a general purchasing organization and opportunities for shared services, to ground-breaking possibilities in health care, energy use, and housing development, just to name a few.

Reporting to the President/CEO, the newly created position of Chief Financial and Business Development Officer (CFBDO) will work closely with the President/CEO in realizing the Consortium's vision of developing un-paralleled value to members through collaboration. The CFBDO will primarily focus on evaluation and execution of business opportunities and partnerships; ensuring the long-term financial sustainability of the organization by developing, analyzing, and scaling new business operations models, non-dues revenue opportunities, and operational efficiencies and gaps.

The CFBDO will develop the capability to support expansion of services by recruiting, coaching and retaining successful staff or outsourced partners and will supplement or replace in-house capacity with consultants or subcontractors as needed.

The CFBDO will be responsible for the preparation and delivery of financial reports and projections, analyze and interpret results and trends, oversee cash forecasting and management, and oversee annual budgeting and annual audit processes.

Responsible for risk management and compliance, the CFBDO will oversee compliance in all aspects of the organization and ensure that financial controls, policies and procedures are in place and updated. The CFBDO will alert the President/CEO and the board to areas of identified risk and will provide financial perspective on prospective contracts.

The CFBDO will manage relationships with financial institutions and any investment advisors.

The McCormick Group has been engaged to handle the search. Inquiries, confidential expressions of interest or referrals should be directed to The McCormick Group at [consortiumcfbdo@tmg-dc.com](mailto:consortiumcfbdo@tmg-dc.com).