



## VICE PRESIDENT, ASCM FOUNDATION POSITION GUIDE

### ABOUT THE ASSOCIATION FOR SUPPLY CHAIN MANAGEMENT (ASCM)

Supply chain is a prime enabler of our ever-changing, interconnected global economy. Supply chains shape the world we live in, ensuring food, medicine, and other life essentials reach people around the world. Supply chains also provide increased prosperity and economic opportunity. Over a decade ago, supply chain professionals were not fully recognized by corporations for their essential value. Then, the global recession propelled supply chain into the industry spotlight. How well a business weathered the storm depended on how effectively its supply chain structure functioned. No longer considered a back-office function, supply chain is now recognized as a strategic asset by Fortune 1000 corporations and global foundations. Several prominent companies have tapped people with supply chain experience to lead the enterprise. Apple’s Tim Cook and GM’s Mary Barra are two examples. Walmart, America’s largest employer, has committed to fund college degrees in business or supply chain management for employees. With the rise of the strategic Chief Supply Chain Officer (CSCO), CSCOs in corporations are being viewed as logical successors to CEOs.

For over 60 years, APICS has been an industry leader in supply chain excellence, providing world-class supply chain training, certification, and networking to foster supply chain talent and improved end-to-end performance. APICS is now under the umbrella of the new Association for Supply Chain Management. With headquarters in Chicago, the Association for Supply Chain Management is the global leader in supply chain organizational transformation, innovation, and leadership. As the world’s leading association for supply chain, ASCM serves as an unbiased partner, connecting global companies and organizations to groundbreaking technology, research, and innovation on all aspects of supply chain. Built on APICS certification and training, ASCM is now driving innovation with new products, services, and partnerships that enable companies to further optimize their supply chains, secure their competitive advantages, and positively impact their bottom lines. ASCM will focus on three core areas: learning and development, corporate transformation, and making an impact.

At a time of great change and great potential, ASCM is preparing bold, mission-driven strategic initiatives that draw on the power of supply chains to address pressing global challenges. ASCM will launch the ASCM Foundation, the philanthropic investment arm of ASCM, as an essential component of the new organization’s mission of making an impact. ASCM has identified a range of potential programs and funding priorities for the new foundation. These programs and initiatives include strengthening public health and humanitarian supply chains; empowering the potential of women in supply chain leadership; engaging K-12 students in STEM and

#### ASCM AT A GLANCE

*Vision: The world’s leading community for end-to-end supply chain excellence.*

*Mission: Fostering the advancement of end-to-end supply chain management through a body of knowledge, innovative research, systems, and methods to create value for customers, members and organizations.*

*Members: 46,000+*

*Global presence: 100+ countries reached*

*Certified professionals: 124,000+ in over 100 countries*

*Chapters and international partners: 290+*

*Budget: \$37 million (2018)*

*Staff: 107 (2018)*

*Named a [Great Place to Work](#) in Chicago in 2018.*

*Visit [ASCM](#) and [APICS](#): [ascm.org](#) [apics.org](#)*



supply chain education; increasing workforce development for established professionals, including veterans; and investing in transformative research and innovation opportunities in supply chain.

The Association for Supply Chain Management is already being recognized by leading institutions as a global authority and resource for supply chain. ASCM secured a multi-year grant from the Bill & Melinda Gates Foundation to launch a \$5 million initiative to support professional and organizational capability building in sub-Saharan Africa. The initial scope includes three countries in Africa: Senegal, Nigeria, and Kenya. There are a number of ancillary opportunities from the Global Fund and USAID supporting an expanded scope. To continue this funding success, ASCM seeks an innovative and dynamic Vice President to lead the ASCM Foundation to develop and implement effective funding partnerships that will transform the world through the power of supply chains.

## THE POSITION

The Vice President of the ASCM Foundation provides overall leadership and strategic direction for the Foundation's impact investment and philanthropy programs. This position reports directly to ASCM's Chief Executive Officer. The Vice President serves as an essential member of the executive leadership team and works and collaborates closely with the Executive Vice President of Corporate Development who leads ASCM's efforts growing large scale direct relationships in both the corporate and humanitarian institutional spaces. The Vice President will be expected to plan, develop and lead the Foundation's global impact funding strategy of building new corporate, foundation, and investor partnerships. In order to be successful, the Vice President, a driven, collaborative and results-oriented leader, will need to focus on transforming many of ASCM's existing, transactional relationships into collaborative, long-term investment partnerships for sustained impact.



## MAJOR OBJECTIVES

Within the first 12 to 18 months, the Vice President of the ASCM Foundation will achieve the following major objectives.

- Develop and implement a comprehensive funding plan with clear goals and metrics that will secure a minimum of \$1 million annually in revenues by the third year.
- Elevate the recognition of ASCM as a qualified organization to receive significant funding and support from top corporations, foundations, and investors.
- Help advance ASCM's investments and programs in supply chain research and innovation.
- Build strong, mutually beneficial relationships among the executive team and ASCM staff and external stakeholders including corporate executives, institutional leaders, and top donors.

## RESPONSIBILITIES

The Vice President of the ASCM Foundation will have the following primary responsibilities.

- Provide leadership to create a robust funding program necessary to advance ASCM's strategic impact initiatives.
- Develop and broaden ASCM Foundation's relationships with institutional and industry funders.

- Lead the growth of the Foundation’s strategic relationship management efforts, including identifying, qualifying, cultivating, and stewarding new and existing donors and prospects.



- Plan, develop, and implement the internal systems and processes needed to fulfill the Foundation’s strategy.
  - Help develop and lead the necessary culture change both internally and externally to prioritize and solidify the impact of existing and new programs and initiatives.
  - Work closely with marketing teams to coordinate compelling marketing and communications strategies to attract new partners and donors, and magnify the Foundation’s philanthropic visibility.
  - Work closely with membership and corporate development teams to partner on a collaborative approach to engage existing partners and stakeholders to support ASCM’s global impact programs and initiatives.
- Manage the ASCM Foundation’s travel and expenses for strong return on investment.
  - Represent ASCM and the ASCM Foundation, particularly at industry events and forums.

## QUALIFICATIONS

The ideal candidate will possess most of the following qualifications.

- A passionate commitment to ASCM’s vision, mission, and strategic initiatives for global impact.
- A minimum of seven to ten years of senior-level leadership experience in managing successful revenue programs, including corporate, institutional, and individual giving.
- Proven experience in raising strategic gifts at the six-figure or seven-figure level. Familiarity with either corporate foundations, supply chain, and/or operations management would be an advantage.
- Demonstrated ability to bring strategic thinking and leadership to exceed revenue and engagement goals, ideally for rapidly evolving, mission-driven organization.
- Executive presence and confidence to project credibility to high-level investors, donors, corporate executives, and other strategic stakeholders.
- Innovative, flexible, collaborative, and humble; a strong listener and consensus-builder who thrives in a fast-paced, team-oriented environment.
- Self-motivated, results-oriented, and entrepreneurial in nature.
- Familiarity with the tenets of corporate philanthropy and sustainability, impact investing, and global development.
- Excellent interpersonal communication skills with a persuasive ability, including strong written, verbal, and presentation skills.
- High degree of technological proficiency, including experience with donor management applications.
- Ability to work with a flexible schedule and travel as needed, including evenings and weekends.
- A bachelor’s degree from an accredited college or university is required.

## APPLICATION

ASCM has retained Campbell & Company to conduct this national search. The team for this project includes Dan Nevez, Senior Consultant, and Joey Scheiber, Associate Consultant.

ASCM offers a highly competitive salary and a generous benefits package, including: coverage of approximately 90% of benefit costs for medical/prescription, dental, and vision insurance benefits; flexible spending accounts for medical expenses; a 401K match; dependent care and mass transit; tuition reimbursement; retirement counseling; a relaxed environment; and a healthy work-life balance.

To be considered for this opportunity, please send a letter of interest and resume to:

**Joey Scheiber**

Associate Consultant, Executive Search

[joey.scheiber@campbellcompany.com](mailto:joey.scheiber@campbellcompany.com)

(312) 896-8897 direct



*ASCM is an equal opportunity employer.*