

SHAW

UNIVERSITY

1865

RALEIGH, NORTH CAROLINA

An Invitation to Apply for

**EXECUTIVE DIRECTOR OF STRATEGIC REAL ESTATE PLANNING, NEW
BUSINESS DEVELOPMENT, AND EXTERNAL RELATIONS**

Shaw University (“Shaw” or “the University”), founded in 1865, is the first historically Black institution of higher education in the South and among the oldest in the nation. Since its founding, Shaw has provided generations of African American women and men—and particularly those from rural areas, from vulnerable populations, or with limited options—with a high-quality education. Its graduates have gone on to distinction in a wide variety of fields and are prominent civic leaders. An anchor in the Raleigh community, Shaw remains a beacon of hope for those who understand the power that education has in transforming lives.

From large corporations to local startups, innovation is in Raleigh’s DNA. In the last decade, Raleigh has become a model for the country in the world of real estate development. As an ambitious city, it requires ambitious colleges and universities. For this very reason, at this urgent moment in higher education, Shaw seeks a motivated, entrepreneurial, and business savvy individual to join the president’s cabinet as the inaugural Executive Director for Strategic Real Estate Planning, New Business Development, and External Relations (EDRE). This person will fully dedicate their time to unlocking the liquidity potential of Shaw’s significant real estate holdings.

As Raleigh has developed into one of the fastest growing as well as economically and culturally vibrant cities in the country, Shaw’s real estate has gained value, exponentially. The financial realities for Shaw, not unlike any other small tuition



dependent college, requires strategic capitalization. The EDRE will bring immediate expertise and a lengthy track record of successfully convening private industry and local government to launch significant joint ventures on and near Shaw’s downtown campus. President Paulette

Dillard and the Board of Trustees have already conducted a close examination of the University's real estate assets and its development possibilities. To date, the full commercial potential of its 27-acre downtown core campus is estimated between 160 to 270 million dollars.

In addition to architecting a strategic plan for real estate and land capitalization, the EDRE, in partnership with the Vice President of Institutional Advancement, will take center stage as an externally focused spokesperson and new business developer. This person will celebrate and acclaim the Shaw story, while leveraging all engines of modern communication, the inroads of its alumni, the dedication of its faculty, and the resilience of its students; and, in so doing, inspire a broad coalition of local, regional, and global entities to join Shaw University as partners and invest generously and purposefully in its future.

Shaw seeks both a self-starter and an outcomes-oriented thinker who will lead from the front and execute tenaciously, with minimal oversight. The overarching mandate is to fortify the University's financial position. This will be the judgment of success or failure. To that end, the EDRE will bring unimpeachable bona fides in the realms of real estate development and public private partnerships. She or he will be an inspiring relationship builder, thoughtful strategist, collaborative problem-solver, and a hands-on project manager, and a persuasive and sought-after speaker. An awareness of the opportunities and challenges facing private colleges and universities and a passion for their purposes are also essential.

Shaw University has retained the Diversified Search Group to partner in this recruitment. All inquiries, nominations, and applications should be directed to ShawEDRealEstate@divsearch.com.