



Associate Vice President of Corporate Engagement

Leadership Profile

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WittKieffer

Executive Summary

The Georgia Institute of Technology seeks a strategic, entrepreneurial, and relationship-oriented leader to serve as its next Associate Vice President of Corporate Engagement (AVP). Applications, inquiries, and nominations are invited.

The Georgia Institute of Technology ("Georgia Tech," "The Institute," or "Institute") is a top-ranked public research university situated in the heart of Atlanta, a diverse and vibrant city with numerous economic and cultural strengths. Georgia Tech has instructional sites in Metz, France, and Savannah, Georgia, and has facilitated research collaborations across the globe. The Institute serves more than 56,700 students through top-ranked undergraduate, graduate, and executive programs in engineering, computing, science, business, design, liberal arts, and lifetime learning. It has been the nation's fastest-growing public university over the past decade and is the largest in the state.

Georgia Tech is uniquely positioned at the intersection of research excellence, innovation, entrepreneurship, and industry partnership. With more than \$1.5 billion in annual research activity, top-ranked academic programs, a rapidly growing innovation ecosystem, and deep connections across Atlanta's vibrant corporate community, the Institute is poised to redefine what corporate engagement can achieve at a leading public research university. Industry partnerships play a critical role in advancing Georgia Tech's mission, supporting research, talent development, commercialization, workforce preparation, economic growth, and societal impact.

Reporting to the Executive Vice President for Research and serving as a key partner to academic, research, advancement, innovation, and administrative leaders across the Institute, the Associate Vice President of Corporate Engagement will provide vision, strategy, and leadership for a comprehensive corporate engagement enterprise. The next AVP will build upon a strong foundation established in recent years and capitalize on significant opportunities to expand industry-sponsored research, strengthen strategic partnerships, advance commercialization and entrepreneurship, enhance workforce and talent development initiatives, and increase corporate investment across the Institute.

The Institute seeks a leader who will help Georgia Tech operate cohesively and strategically in an increasingly competitive environment for corporate partnerships. The next AVP will serve as a connector across Georgia Tech's broad and distributed ecosystem, bringing together colleges, schools, interdisciplinary research institutes, commercialization and innovation programs, career services, athletics and development, to create a seamless experience for corporate partners. The successful candidate will champion collaboration, transparency, and communication while maintaining a service-oriented approach that empowers faculty, staff, and students to engage effectively with industry.

A significant opportunity exists to accelerate industry-sponsored research and innovation while reducing barriers that can impede engagement. Stakeholders envision a leader who will help advance a responsive, efficient, and business-friendly environment by strengthening processes, advancing the use of technology and data, championing improvements to contracting and partnership structures, and fostering a culture of proactive engagement. The AVP will work closely with institutional leaders to ensure Georgia Tech remains competitive in attracting corporate investment and translating research discoveries into real-world impact.

The next AVP will also help amplify Georgia Tech's strengths in entrepreneurship, commercialization, and talent development. The Institute is home to one of the nation's most dynamic innovation ecosystems, generating hundreds of inventions, patents, and startup companies annually. The successful candidate will create stronger connections between industry, faculty innovators, student entrepreneurs, and emerging technologies while helping companies engage more deeply with Georgia Tech's world-class talent and capabilities.

The ideal candidate will bring a demonstrated record of success in building complex partnerships among industry, higher education, research, and innovation organizations. Equally important will be the ability to navigate a large, complex, and highly collaborative institution; inspire trust across diverse stakeholder groups; leverage data and technology to drive decision-making; and communicate a compelling vision for corporate engagement that advances Georgia Tech's mission and strategic priorities.

To submit a nomination or express personal interest in this position, please see the Procedure for Candidacy at the end of this document.



Opportunities and Expectations for Leadership

Georgia Tech seeks an experienced executive to serve as Associate Vice President of Corporate Engagement (AVP) to provide leadership, strategic direction, and management oversight for the Office of Corporate Engagement. This role will report to the Executive Vice President for Research, with a dotted line to the Vice President of Development; a structure that represents Georgia Tech's emphasis on a coordinated and collaborative approach to engagement with businesses and industry.

Success for the AVP will be defined by the ability to educate and collaborate with members of the Georgia Tech community, senior administrators, faculty, staff, students, and alumni in coordinating corporate engagement efforts. The AVP will provide campus-wide leadership, expertise, and coordination for strategic corporate engagement activities, working intentionally and collaboratively with units that have established responsibilities for research, philanthropy, talent development, commercialization, professional education, extension, external relations, and economic development. The AVP will lead a team of 21 business development and relationship management professionals to determine appropriate strategies and define mutually acceptable annual and multi-year performance goals.

As the Institute pursues ambitious goals related to research growth, innovation, entrepreneurship, talent development, and economic impact, the next Associate Vice President of Corporate Engagement will have an extraordinary opportunity to expand Georgia Tech's corporate partnerships and position the Institute as the partner of choice for industry. Working across a large, multifaceted, and rapidly evolving environment, the AVP will strengthen collaboration, reduce barriers to engagement, and build the systems, relationships, and strategies needed to translate Georgia Tech's world-class capabilities into greater impact and investment.

The following are key priorities for the next Associate Vice President:

Expand Strategic Corporate Partnerships and Revenue Opportunities

- Develop and deepen high-impact relationships with corporations and corporate foundations that advance Georgia Tech's priorities across research, workforce development, philanthropy, entrepreneurship, executive education, sponsorships, and talent recruitment.
- Grow engagement in sectors where Georgia Tech has significant untapped potential, particularly life sciences, biotechnology, health innovation, AI, advanced computing, energy, transportation, and national security.
- Establish and execute a proactive business development strategy that identifies new corporate partners while expanding engagement and investment from existing institutional relationships.
- Create differentiated partnership models that leverage the full breadth of Georgia Tech's capabilities and opportunities, including research expertise, student talent, innovation assets, athletics, and continuing education programs, among others.

Create a Seamless and Responsive Experience for Corporate Partners

- Partner with university leadership, legal counsel, sponsored programs, commercialization, and other key offices to reduce barriers to accelerate corporate engagement and stimulate partnership growth.
- Advance the use of master agreements, streamlined contracting processes, flexible partnership structures, and technology-enabled tools that accelerate engagement while appropriately managing institutional risk.
- Champion a culture of responsiveness and customer service that enhances Georgia Tech's reputation as an accessible, collaborative, and solutions-oriented partner.
- Identify and address operational bottlenecks that impede research partnerships, technology licensing, consulting relationships, and other forms of corporate collaboration.

Connect and Coordinate Georgia Tech's Corporate Engagement Ecosystem

- Serve as the institution's campus coordinator for corporate engagement, bringing together leaders from colleges, schools, interdisciplinary research institutes, commercialization, career services, development and athletics, to achieve broad strategic goals.
- Strengthen communication, transparency, and coordination across units to ensure corporate opportunities are identified, shared, and advanced effectively.
- Build scalable processes that move Georgia Tech beyond relationship-dependent engagement and create more consistent institutional approaches to partnership development.
- Ensure that faculty, deans, center directors, and other stakeholders understand how to engage with the Office of Corporate Engagement and derive value from its services and resources.

Accelerate Industry-Sponsored Research, Innovation, and Commercialization

- Increase corporate investment in research by aligning industry needs with Georgia Tech's research strengths and facilitating productive connections between faculty and companies.
- In partnership with commercialization leaders, help expand pathways that move discoveries, intellectual property, startups, and emerging technologies from Georgia Tech into commercial applications.
- Build stronger alignment among corporate engagement, commercialization, entrepreneurship, and innovation initiatives to create a more integrated ecosystem.

- Help translate Georgia Tech's leadership in invention disclosures, patents, startups, and research excellence into stronger industry partnerships and greater impact.

Advance Faculty and Student Engagement with Industry

- Create programs and mechanisms that connect faculty and students more directly with industry through research collaborations, consulting, internships, capstone projects, mentorship, executive education, and experiential learning opportunities.
- Help faculty better understand industry needs, partnership opportunities, and engagement pathways that can advance both research and teaching missions.
- Increase corporate exposure to Georgia Tech's exceptional student talent and strengthen relationships that support recruitment and workforce development.
- Support efforts that connect corporate partners with Georgia Tech's startup ecosystem, research centers, and innovation programs to create long-term, mutually beneficial relationships.

Leverage Data, Technology, and Analytics to Drive Institutional Impact

- Strengthen the utilization of enterprise management platforms (e.g. Salesforce) to create a comprehensive, institution-wide view of corporate engagement activity.
- Establish metrics, dashboards, and reporting mechanisms that enable leadership to evaluate performance, identify opportunities, and allocate resources strategically.
- Use data and market intelligence to prioritize corporate prospects, coordinate engagement efforts, and measure outcomes across multiple channels of engagement.
- Deploy emerging technologies, including AI-enabled tools, to improve efficiency, enhance decision-making, and support a more proactive approach to relationship management.

Professional Qualifications and Personal Qualities

The ideal candidate for this role is a strategic, relationship-oriented executive with significant experience building partnerships across academia, industry, and research enterprises. The successful candidate will combine vision, execution, collaboration, and business acumen with the leadership presence and interpersonal sophistication needed to drive institution-wide impact within a complex organization comprised of multiple stakeholders and engagement points. Candidates should possess many of the following qualifications and characteristics:

- **Education and experience:** A bachelor's degree is required, with an advanced degree preferred. The successful candidate will bring a minimum of 10 years of progressively responsible leadership experience. Viable candidates may come from several complementary backgrounds, including: (1) corporate engagement, sponsored research, or university-industry partnership leadership within a complex academic environment; (2) fundraising, corporate philanthropy, or foundation relations, with success securing and structuring major institutional investments; or (3) industry or academic leadership, including senior faculty leaders with a strong record of industry engagement. The position may be appointed as either a faculty or staff role, depending on the credentials and experience of the selected candidate.
- **Corporate Partnership and Business Development Experience:** Demonstrated success developing, growing, and sustaining strategic corporate partnerships that create long-term value for both institutions and external partners. Experience designing and executing enterprise-wide engagement strategies is essential, as is a track record of advancing research collaborations, workforce partnerships, commercialization efforts, philanthropy, and other forms of corporate investment. The successful candidate will bring a proactive, results-oriented approach to business development and partnership growth.

- **Team Leadership:** Proven ability to lead, inspire, and develop high-performing teams within a collaborative, cross-functional environment. Experience navigating complex, matrixed organizations and fostering a culture of accountability, trust, and continuous improvement is highly desirable.
- **Connector and Collaborative Leadership:** Demonstrated ability to serve as a connector and coordinator across complex organizations, fostering collaboration, building coalitions, and aligning stakeholders around shared goals. Skilled at breaking down silos, facilitating productive relationships, and creating environments in which faculty, staff, students, administrators, and external partners can work effectively together.
- **Data, Technology, and Innovation Mindset:** Demonstrated ability to leverage data, analytics, technology platforms, and emerging tools, including artificial intelligence, to inform decision-making, measure outcomes, improve operational effectiveness, and support strategic growth.
- **Change Leadership and Process Improvement:** Experience leading organizational improvement initiatives and advancing efficient, customer-focused processes. Able to balance innovation, institutional stewardship, and risk management while championing thoughtful change that improves the experience of both internal and external stakeholders.
- **Service Orientation:** Possesses a strong commitment to serving faculty, students, administrators, and external partners through effective corporate engagement. Recognized as an accessible, responsive, and trusted partner who facilitates success and creates value for others.
- **Mission Alignment:** A clear commitment to the mission of higher education and a passion for advancing research, innovation, workforce development, entrepreneurship, and educational impact through external partnerships.
- **Communication and Interpersonal Skills:** Exceptional written, verbal, and interpersonal communication skills, with the ability to engage effectively across academic, corporate, governmental, and philanthropic audiences. A persuasive communicator and active listener who builds credibility, trust, and lasting relationships while effectively translating complex concepts for diverse stakeholders.
- **Personal Attributes:** An enterprise-minded, strategic, and entrepreneurial leader with integrity, sound judgment, and humility. Brings exceptional energy, resilience, initiative, and tenacity, coupled with the adaptability and emotional intelligence required to lead in a complex and evolving environment. The successful candidate will inspire confidence, build rapport quickly, and motivate others around a compelling vision for Georgia Tech's future.



About Georgia Institute of Technology

Overview

Georgia Tech prides itself on its technological resources, collaborations, high-quality student body, and commitment to building an outstanding community of learning, discovery, and creation. [Georgia Tech's core values](#) place students at the center of its mission and emphasize excellence, diversity, collaboration, innovation, freedom of inquiry and expression, community well-being, ethical conduct, and responsible stewardship. These values guide the Institute's commitment to fostering an inclusive and dynamic environment for learning, discovery, and impact.

About Georgia Tech

Georgia Tech is a top-ranked public research university situated in the heart of Atlanta, a diverse and vibrant city with numerous economic and cultural strengths. The Institute serves more than 50,000 students through top-ranked undergraduate, graduate, and executive programs in engineering, computing, science, business, design, liberal arts, and lifetime learning. Georgia Tech's faculty attracted \$1.54 billion in research awards this past year in fields ranging from biomedical technology to artificial intelligence, energy, sustainability, semiconductors, neuroscience, and national security. Georgia Tech ranks among the nation's top 20 universities for research and development spending and No. 1 among institutions without a medical school.

Georgia Tech's Mission and Vision

Georgia Tech's mission is *to develop leaders who advance technology and improve the human condition*.

Over the next decade, Georgia Tech will become an example of inclusive innovation, a leading technological research university of unmatched scale, relentlessly committed to serving the public good; breaking new ground in addressing the biggest local, national, and global challenges and opportunities of our time; making technology broadly accessible; and developing exceptional, principled leaders from all backgrounds ready to produce novel ideas and create solutions with real human impact.

The University System of Georgia Core Values Statement

The University System of Georgia (USG) comprises our 25 institutions of higher education and learning, as well as the System Office. Our USG Statement of Core Values are Integrity, Excellence, Accountability, and Respect. These values serve as the foundation for all that we do as an organization, and each USG community member is responsible for demonstrating and upholding these standards. More details on the USG Statement of Core Values and Code of Conduct are available in USG Board Policy 8.2.18.1.2 and can be found [here](#).

Additionally, USG supports Freedom of Expression as stated in Board Policy 6.5 Freedom of Expression and Academic Freedom, found [here](#).

About Corporate Engagement

Georgia Tech's [Office of Corporate Engagement](#) serves as a central gateway for companies seeking to connect with the Institute's broad ecosystem of faculty, staff, students, expertise, and innovation. The office is positioned as a strategic guide to Georgia Tech, helping external partners navigate the institution and identify meaningful opportunities for collaboration across research, talent, ideas, and solutions. Its work is grounded in the Institute's commitment to addressing complex, high-impact challenges at local, national, and global scales.

Through a collaborative and solutions-oriented approach, Corporate Engagement partners with companies to design, implement, and sustain mutually beneficial relationships aligned with corporate goals and objectives. The office emphasizes both impact and scale, leveraging Georgia Tech's academic and research strengths to help organizations access expertise, advance innovation, and generate outcomes that support long-term strategic priorities.

The office also plays an important role in connecting [corporate partners](#) with Georgia Tech's internal community, serving as a bridge between industry and academia. By fostering relationships among companies, faculty, staff, and students, Corporate Engagement helps translate institutional strengths into actionable partnerships and innovative results. Its work reflects a strong understanding of both corporate needs and the academic environment, enabling the team to identify opportunities, structure engagements, and support effective stewardship.

Corporate Engagement's value is further reflected in its ability to support targeted initiatives, including efforts that strengthen the STEM K-12 pipeline and connect potential sponsors with programs aligned to their interests. Internal partners rely on the office for guidance in identifying corporations, shaping engagement strategies, approaching sponsors, and stewarding resources once secured. This combination of strategic insight, relationship-building, and operational follow-through makes the office a critical partner in advancing Georgia Tech's corporate engagement priorities.

Leadership



Tim Lieuwen, Executive Vice President for Research

Dr. Tim Lieuwen is the Executive Vice President for Research (EVPR) at the Georgia Institute of Technology. In this role, he oversees the Institute's \$1.5 billion portfolio of research, commercialization, economic development, and sponsored activities. This includes leadership of the Georgia Tech Research Institute (GTRI), the Enterprise Innovation Institute, nine interdisciplinary research institutes (IRIs), and related research administrative support units.

In his 25-plus years at Georgia Tech Lieuwen has held multiple leadership positions. He has been the executive director of the Strategic Energy Institute (SEI) and served as the interim chair of the Daniel Guggenheim School of Aerospace Engineering. He has served on governing or advisory boards of 3 DOE national labs (ORNL, PNNL, and NLR). He has authored or edited four books and more than 400 other publications. He has also received nine patents, all licensed to industry, and founded TurbineLogic, an industrial AI firm working in the energy industry.

Lieuwen has received numerous honors and recognition for his work in energy and aerospace systems and policy, national security, and regional economic development. Additionally, he has been awarded the titles of Regents' Professor and the David S. Lewis, Jr. Chair in AE. He is also a member of the National Academy of Engineering, a foreign fellow of The Royal Academy of Engineering, and is a fellow of the American Society of Mechanical Engineers and the American Institute of Aeronautics and Astronautics.



Jim Hall, Vice President for Development

Jim Hall serves as Vice President for Development at Georgia Tech, a role he assumed on January 1, 2025. A longtime member of the Georgia Tech community, Hall has been with the Institute since 1998 and brings deep experience in advancement, major gifts, athletics fundraising, and institutional campaign leadership.

Prior to his appointment, Hall served as senior associate vice president for Major Gifts and Next Generation Philanthropy, overseeing fundraising efforts across Georgia Tech's Colleges, Schools, units, and international initiatives. He has been among the Institute's leading fundraisers and previously held senior development roles within Georgia Tech Athletics, including associate vice president for development for athletics and executive associate athletics director with the Georgia Tech Athletics Association. Under his leadership, the Alexander-Tharpe Fund reached record levels of giving, and Athletics Initiative 2020—a three-year campaign to raise \$125 million—exceeded its goal by more than 40 percent.

Throughout his tenure at Georgia Tech, Hall has secured multiple seven-figure commitments in support of Tech Athletics as well as Schools and Colleges across the Institute. In 2010, he was named University Division Fundraiser of the Year by the National Association of Athletic Development Directors, and in 2022, he served as Georgia Tech's interim vice president for Development.

Before joining Georgia Tech, Hall led intercollegiate athletics fundraising and the letter winners association, the I-Club, at Indiana State University. Earlier in his career, he worked at the University of Oklahoma, where he helped launch OU's Sooner Club. Hall earned a bachelor's degree from the University of California, Berkeley, and a master's degree from the University of Oklahoma.

As vice president for Development, Hall provides leadership at a pivotal moment for Georgia Tech as the Institute advances *Transforming Tomorrow: The Campaign for Georgia Tech*, a comprehensive campaign of more than \$2 billion focused on expanding student support, advancing research and innovation, enhancing the campus and community, and extending Georgia Tech's global impact.

Atlanta, Georgia

Atlanta, Georgia, located in the geographic center of the Southeast, is the nation's 8th largest metropolitan area and has the world's most-traveled airport. Atlanta's vibrant economic growth attracts hundreds of companies and thousands of well-educated job seekers annually. The area's high employment and strong, diverse industry base will ensure its continued record-setting growth. Metro Atlanta's openness has proven to be an alluring magnet for the world's foremost companies. Metro Atlanta ranks among the top five in the nation in net new job growth for the last decade, adding nearly 460,000 new jobs. Metro Atlanta is forecasted to be the third-largest job generator over the next decade.

Atlanta is truly a world-class city with living options that include the bustling downtown to the more rural areas, a short distance away. There is something for everyone: Dining, culture, the arts, and professional, collegiate, and amateur sports. With its delightfully mild, four-season climate and forested topography, it's no wonder that people continue to move there.

Atlanta is home to a remarkable concentration of influential organizations, including global headquarters such as The Coca-Cola Company, UPS, The Home Depot, Cox Enterprises, Porsche Cars North America, and numerous other Fortune 500 companies, underscoring the region's status as a premier center for business and economic growth.

Metro Atlanta is also home to the world-renowned U.S. Centers for Disease Control & Prevention, the Arthritis Foundation, as well as several distinguished universities, including Georgia Tech, Emory University, and Morehouse School of Medicine.

<https://discoveratlanta.com/>

<https://en.wikipedia.org/wiki/Atlanta>

<https://www.exploregeorgia.org/city/atlanta>



Procedure for Candidacy

All applications, nominations, and inquiries are invited. Applications should include, as two separate documents, a CV or resume and a letter of interest addressing the themes in this profile.

WittKieffer is assisting Georgia Tech in this search. For fullest consideration, candidate materials should be received by September 23, 2026. Application materials should be submitted using WittKieffer's [candidate portal](#).

Nominations and inquiries can be directed to:

Suzanne Teer, Cathryn Davis, and Corin Edwards

GTCorporateAVP@wittkieffer.com

The Georgia Institute of Technology (Georgia Tech) is an Equal Employment Opportunity Employer. The Institute is committed to maintaining a fair and respectful environment for all. To that end, and in accordance with federal and state law, Board of Regents policy, and Institute policy, Georgia Tech provides equal opportunity to all faculty, staff, students, and all other members of the Georgia Tech community, including applicants for admission and/or employment, contractors, volunteers, and participants in institutional programs, activities, or services. Georgia Tech complies with all applicable laws and regulations governing equal opportunity in the workplace and in educational activities.

Equal opportunity and decisions based on merit are fundamental values of the University System of Georgia ("USG") and Georgia Tech. Georgia Tech prohibits discrimination, including discriminatory harassment, on the basis of an individual's race, ethnicity, ancestry, color, religion, sex (including pregnancy), national origin, age, disability, genetics, or veteran status in its programs, activities, employment, and admissions. Further, Georgia Tech prohibits citizenship status, immigration status, and national origin discrimination in hiring, firing, and recruitment, except where such restrictions are required in order to comply with law, regulation, executive order, or Attorney General directive, or where they are required by Federal, State, or local government contract.