



EXECUTIVE DIRECTOR FOR ADVANCEMENT, GIFT PLANNING

[UNIVERSITY OF MISSOURI](#)

Columbia, Missouri



Mizzou
University of Missouri

The Aspen Leadership Group is proud to partner with University of Missouri in the search for an Executive Director for Advancement, Gift Planning.

The Executive Director for Advancement, Gift Planning will direct and oversee a comprehensive program for planned giving that identifies, cultivates, solicits, and stewards prospects with the capacity for an estate gift or other planned vehicle. Using a donor-first approach, the Executive Director will bring together a comprehensive approach to fundraising and inspirational opportunities to give in support of the University of Missouri.

Since 1839, and as Missouri's only state-supported member of the Association of American Universities, the University of Missouri (MU) has been engaged in groundbreaking research and comprehensive academics that define its strength as a higher education institution. Today, MU supports 31,103 students in 300+ degree programs, including 97 undergraduate majors, 96 master's degrees, 69 doctoral degrees, and over 70 certificates. Students work side by side with some of the world's best faculty to advance the arts and humanities, the sciences, and the professions. At MU, scholarship and teaching are driven daily by a commitment to public service—the obligation to produce and disseminate knowledge that will improve the quality of life in the state, the nation, and the world. MU's NCAA Division I Athletics program in the Southeastern Conference (SEC) has 550 student-athletes across 20 sports. There are 344,000 MU alumni living around the world, 185,000 of which remain in the state of Missouri, maintaining MU's positive impact globally and locally.

MU commits to acting ethically, welcoming differences, and exchanging ideas openly. University leaders demonstrate commitment to diversity, equity, and inclusion by ensuring each individual, regardless of background, experiences, and perspectives, is supported at MU. In the past eight years, the university created the Division of Inclusion, Diversity and Equity, hired a Chief Diversity Officer to lead the new division, and established mandatory diversity training for those responsible for hiring. As part of its student accessibility efforts, in 2021, MU invested over \$167 million in student scholarships and awards, allowing nearly half of all MU students to graduate without debt.

University of Missouri takes pride in driving innovation and the state of Missouri economy through its extensive research and outreach programs which support local families, business owners, farmers, firefighters and police, and healthcare providers. In 2021, the university secured \$389 million on total research via the National Science Foundation. It boasts about 100 new inventions each year and infuses the Missouri economy with approximately \$5B on an annual basis. Overall, the University of Missouri positively impacts 1 million Missouri residents through its offerings.

On the heels of record retention and enrollment growth amidst unprecedented challenges facing higher education in 2020, the University of Missouri jumped 15 spots in the *U.S. News & World Report* list of top national universities, rising to 124 in the publication's newest rankings of more than 380 public and private institutions. MU also moved up five spots, from No. 90 in 2020 to No. 85, among the Best Value Schools—a measure of colleges that offer the best value for students getting need-based financial aid. Additionally, the university climbed 13 spots to No. 86 among the Best Colleges for Veterans.

Mizzou Advancement emphasizes talent acquisition and professional development in service to its overall mission of enhancing private support of the University of Missouri. As a result, the division continues to attract top talent from around the country. Comprising 180 staff members with a presence across the United States and around the world, Mizzou Advancement announced the \$1.3 billion *Mizzou: Our Time to Lead* campaign in October 2015. At its conclusion in 2020, it was the most successful philanthropic campaign in the university's history, at over \$1.4 billion.

REPORTING RELATIONSHIPS

The Executive Director for Advancement, Gift Planning will report to the Assistant Vice Chancellor for University Programs, Meichele Foster. The Executive Director will manage two Senior Directors and an Advancement Associate who support the Gift Planning team.

FROM THE ASSISTANT VICE CHANCELLOR

I am excited to invite you to apply for the position of Executive Director for Advancement, Gift Planning at the University of Missouri. This position is the perfect opportunity for a seasoned gift planning professional to create and develop a team that will build upon our past success while expanding opportunities to help our university thrive. We are excited by the opportunity to find someone with innovative ideas, strong organizational skills, a proven record of success, and the power to motivate donors and colleagues alike. In many ways, it is the ideal situation: there is no mess to clean up, no disasters going on, just tons of opportunity.

I am looking for a leader to be the face and voice to internal and external audiences—an individual who can convey the mission and value of Mizzou and help donors write their legacy. If you are interested in growing our vision for the future and enhancing our relationships with prominent constituents, I invite you to apply. You'll be heading a great office—full of talent and drive. I look forward to meeting you!

—Meichele Foster, Assistant Vice Chancellor for University Programs

UNIVERSITY OF MISSOURI'S COMMITMENT TO DIVERSITY, EQUITY, AND INCLUSION

The University of Missouri is fully committed to achieving the goal of a diverse and inclusive academic community of faculty, staff, and students. It seeks individuals who are committed to this goal and its core campus values of respect, responsibility, discovery, and excellence.

At Mizzou Advancement, a diverse community of donors, alumni, staff, and friends is celebrated. It is committed to taking bold steps to create an inclusive culture where everyone is seen, heard, and valued. The Advancement team is continually learning and growing on its journey to embed diversity and inclusion in everything it does. Mizzou Advancement believes that diversity of views, informed by a breadth of life experiences, help it to understand its humanity more deeply and improve its service to mankind. Its efforts

to be inclusive must be intentional and thoughtful, so that it might realize the full benefit of the diversity it seeks to build within Advancement.

PRIMARY RESPONSIBILITIES

The Executive Director for Advancement, Gift Planning will

- provide leadership, vision, and guidance to the Office of Gift Planning;
- implement, in partnership with the Assistant Vice Chancellor for University Programs, a fundraising strategic plan with measurable goals for performance, professionalism, and collaboration that align with the division's strategic plan;
- serve as the division's primary expert in gift planning and blended gift options for major donors and the division's Leadership Team;
- ensure best practices in gift planning and major gift fundraising;
- assist staff in developing strong relationships with deans and unit-based fundraisers;
- work with donors, their attorneys, and financial advisors to create blended gift options to achieve each donor's goals;
- manage a small portfolio of major and principal gift donors;
- oversee a multi-channel marketing plan specifically designed to reach targeted donors for various gift options;
- oversee stewardship efforts through events and other outreach efforts;
- direct Gift Planning Team culture and provide leadership, coaching, mentoring, and inspiration;
- champion a work environment to support Advancement's commitment to compassion and inclusive excellence;
- identify leadership giving prospects with a strong sphere of influence and affluence resulting in major leadership gifts (six-, seven-, and eight-figures) while actively securing \$50,000+ gifts;
- oversee the development, implementation, and management of the department's annual advancement plan; and
- strategically partner with Advancement's Marketing and Communication team to ensure consistent and effective message alignment for all stakeholders.

LEADERSHIP

Jackie Lewis

Vice Chancellor for University Engagement

Jackie Lewis is the MU Vice Chancellor for Advancement and joined the University of Missouri in August 2020. In this role, Jackie strengthens and cultivates the key partnerships that support the university's philanthropic goals and alumni relations, as well as collaborating with leaders across campus to build upon the university's ongoing fundraising efforts. She leads a team of about 180 dedicated advancement professionals committed to Mizzou's land-grant mission.

Jackie has a noted history of success in building support for academic medical centers; her experience in health care fundraising serves to guide the Mizzou Advancement team as they continue securing investments for the NextGen Precision Health Institute, the university's top capital priority.

Jackie came to Mizzou from the University of Maryland, where she spearheaded a \$1.5 billion campaign and helped secure a \$220 million gift, the largest in the university's history. Additionally, she led her team to two of the university's three highest fundraising performance years.

Prior to that, Jackie was Senior Vice President for Development at the University of Iowa Foundation in Iowa City, where she successfully led the campaign *For Iowa. Forever More*, a \$1.7 billion comprehensive campaign that raised more than \$1.97 billion. Her team secured the largest gift to the campaign, a \$45 million commitment in support of the creation of a neuroscience institute and a \$25 million gift to name a new children's hospital.

At The Ohio State University, Jackie served as Assistant Vice President of Medical Center Development and Alumni Affairs, serving on the team that successfully executed the \$475 million *Power to Change Lives* campaign to support research, clinical care and education for the medical center and college of medicine.

Prior, Jackie served as Senior Vice President of University Initiatives and Vice President of Constituent Development at the Arizona State University Foundation in Tempe.

She has a B.S. in journalism and mass communications from Iowa State University and grew up in Osceola, Iowa.

Meichele Foster

Assistant Vice Chancellor for University Programs

Meichele Foster leads fundraising efforts for university programs, as well as the Chancellor's Student Success Initiative, a priority of the *Mizzou: Our Time to Lead* campaign. When she rejoined MU in 2018, she brought more than 20 years of higher education experience, spanning fundraising, strategic planning, business administration, and public relations.

Most recently, Meichele served as Vice President of Institutional Advancement and initiatives at Stephens College, after nearly 15 years serving the MU School of Health Professions.

PREFERRED COMPETENCIES AND QUALIFICATIONS

University of Missouri seeks an Executive Director for Advancement, Gift Planning with

- a commitment to the mission of University of Missouri—to provide all Missourians the benefits of a world-class research university;
- experience working with bequests, trusts, taxes, and planned giving vehicles;
- a strong working knowledge of tax, trust, and other laws affecting charitable planning;
- comprehensive knowledge of fundraising principles, methods, and standards in a college or research university setting;
- outstanding collaborative skills and an ability to serve as a member of a team while working independently across diverse constituencies;
- strong time management, organizational, strategic thinking, and planning skills;
- exemplary interpersonal and written communication skills, and an ability to favorably affect volunteers and donors;
- a strong work ethic, self motivation, discipline, and personal integrity;
- fluency and comfort with technology;
- outstanding customer service skills including an ability to build consensus, resolve conflict, and leverage integrity; and
- an ability to analyze needs, propose solutions, and motivate and inspire others to action.

A bachelor's degree or an equivalent combination of education and experience and at least seven years of experience from which comparable knowledge and skills can be acquired is necessary.

SALARY & BENEFITS

The salary range for this position is \$115,000 to \$150,000 annually. University of Missouri offers a comprehensive [benefits package](#).

LOCATION

This position is located in Columbia, Missouri, the home of University of Missouri. Ranked by the American Institute for Economic Research as one of the nation's top 10 college towns, Columbia combines small-town comforts, community spirit, and a low cost of living with big-city culture, activities, and resources. The city of about 120,000 people lies midway between Missouri's largest metro areas: St. Louis and Kansas City. It is home to nationally recognized public schools including two top-ranked high schools and other colleges and educational centers. It is packed with restaurants and entertainment venues; home to multiple parks and outdoor recreation sites such as Rock Bridge State Park and the MKT Trail; and hosts more than a dozen annual cultural festivals. *Money* magazine, *Fortune* magazine, *U.S. News & World Report*, *Men's Journal*, MSN.com, among others have named Columbia one of the best places in the country to live.

APPLICATION INSTRUCTIONS

All applications must be accompanied by a cover letter and résumé. ***Cover letters should be responsive to mission of University of Missouri as well as the responsibilities and qualifications presented in the prospectus.***

To apply for this position, visit:

[Executive Director for Advancement, Gift Planning, University of Missouri.](#)

To nominate a candidate, please contact Felicia Garcia-Hartstein:

feliciagh@aspenleadershipgroup.com.

All inquiries will be held in confidence.