



EXECUTIVE DIRECTOR FOR ADVANCEMENT, REGIONAL PROGRAMS

[UNIVERSITY OF MISSOURI](#)

Columbia, Missouri



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

The Executive Director for Advancement, Regional Programs will design and execute a strategic fundraising program for the Regional Advancement Program team that meets short-term goals and sets the team up for long term sustainability. The Executive Director will cultivate and steward a portfolio of six- and seven-figure relationships and will manage and grow a team of high-caliber fundraisers who are responsible for expanding the prospect pipeline. The Executive Director will be part of a core group of chief development officers across the frontline team who are developing and executing a comprehensive fundraising strategy at a critical moment in Mizzou's fundraising campaign as part of one of the largest fundraising team at MU.

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 \$5 billion 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.

***MIZZOUFORWARD* INITIATIVE**

Over the next decade, the University of Missouri will undergo a transformation through a comprehensive strategy to enhance the university's research and education missions through a \$1.5 billion long-term investment. *MizzouForward* will use existing and new resources to recruit new tenure and tenure-track faculty, enhance staff to support the research mission, build and upgrade research facilities and instruments, augment support for student academic success, and retain faculty and staff through additional salary support.

The *MizzouForward* plan will invest in

- recruiting approximately 150 new faculty over the next 5-10 years and providing startup funds for new faculty that would be used to equip laboratory space and hire research assistants for new scientific projects;
- recruiting approximately 150 new staff to support research core facilities, proposal development, award nominations, and compliance;
- investments in new and upgraded scientific facilities and instruments;
- performance-based salary increases for faculty and staff; and
- dedicating resources that contribute to excellence in student academic success, increased graduation rates, and increased placement outcomes.

MizzouForward supports an exciting future for the University of Missouri. With this plan, expectations will be raised and needed resources will be provided that will allow the university to attain greater heights of excellence that benefit Mizzou faculty, staff, students, and the State of Missouri.

THE NEXT CAMPAIGN FOR MIZZOU

Primed for Excellence

The world today faces numerous grand challenges with far-reaching implications. Diverse areas are impacted: heightened national security, global competition for talent and resources, changes in climate that affect agriculture and sustainability, prevalence of new and persistent diseases, and deteriorating public discourse. At this crossroads, choosing innovative thinking, cross-disciplinary approaches and collaboration means tackling these challenges head on.

Mizzou is one of only a few public universities in the country that brings together a unique combination of strengths with schools or colleges of medicine, veterinary medicine, nursing, agriculture, engineering, arts and science, journalism, business, education, and law as well as a powerful research reactor and an academic health center—all on one campus. This combination of perspectives powers an anything-is-possible approach to tackling grand challenges. These strengths and *MizzouForward's* focus uniquely position University of Missouri to face what is ahead.

The university is already making great strides. New precision health discoveries and clinical treatments for cancer, neurodegenerative and cardiovascular diseases are emerging through NextGen Precision Health. In a society facing detrimental polarization, University of Missouri is reinforcing the importance of democracy through the Kinder Institute on Constitutional Democracy. Using artificial intelligence and innovative solutions, it is developing new materials for biomedical, aerospace, and building applications to reduce waste and a reliance on rare materials. The university is creating new strategies through the Missouri Prevention Center to improve the mental health of young people to enhance student success. It is training its students to become visionary and compassionate leaders through the Novak Leadership Institute. These examples highlight just a few of the transformational advancements that are already showing dramatic results. University of Missouri is ready to be bolder than ever. The next campaign will fuel the growth of an institution on the rise—creating real change for society in ways only Mizzou can.

REPORTING RELATIONSHIPS

The Executive Director for Advancement, Regional Programs will report to the Assistant Vice Chancellor for University Programs, Meichele Foster. The Executive Director will oversee five to ten fundraising staff.

FROM THE ASSISTANT VICE CHANCELLOR

I am excited to invite you to apply for the position of Executive Director for Advancement, Regional Programs at the University of Missouri. This position is the perfect opportunity for a seasoned 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 lots 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, Regional Programs will

- partner with the Assistant Vice Chancellor for University Programs to develop, implement, execute, and evaluate long-term goals and strategies for the Regional Advancement program;
- build trusted relationships with alumni, friends, and prospects in a given region to facilitate partnerships around goals, priorities, and outcomes;
- create and lead the strategy for a portfolio of annual, major gift prospects for a given region;
- establish supportive and cooperative working relationships with Senior Directors to share best practices, new ideas, and collaborate on donor cultivation;
- manage a portfolio of at least 60 six- to seven-figure prospects and develop customized cultivation, solicitation, and stewardship plans for each;
- manage and develop a team of fundraising professionals, providing guidance and strategic counsel to help advance their portfolios;
- collaborate with advancement colleagues to cultivate, solicit, and steward select high-capacity donors, including support for meeting preparation and follow up;
- represent Mizzou Advancement in external settings (conferences and gatherings) and partner with other teams across the University to help advance a culture of philanthropy;
- build a culture of data utilization to track and evaluate the team's key metrics and use meaningful data to continually improve practices and inform decisions;
- ensure the timely creation and distribution of fundraising and stewardship materials, collateral and briefings, and highly personalized proposals with support from the Donor Relations team; and
- meet fundraising targets and other key metrics.

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

As Assistant Vice Chancellor for University Programs, Meichele Foster brings more than 20 years of higher education experience spanning fundraising, strategic planning, business administration, and public relations. In this role, Meichele oversees a talented team of fundraising professionals in the areas of corporate relations; foundation relations; regional advancement; gift planning; inclusion, diversity, and equity; and campus support. Prior to joining MU, Meichele served as Vice President of Institutional Advancement and Initiatives at Stephens College, after nearly 15 years serving the MU School of Health Professions. Meichele has a track record of fundraising success. She secured the first seven-figure gift to the MU School of Health Profession, leading the unit to reach their campaign goal first among all schools and colleges during MU's first billion-dollar campaign. As Vice President at Stephens College, Meichele secured the largest gift of \$15 million in school history and led a dynamic transformation of career services and industry engagement. Since returning to Mizzou, Meichele has secured gifts totaling \$15 million for the NextGen Precision Health Institute including a \$12 million equipment gift. Additionally, she raised more than \$25 million for student success under the Missouri Compact Scholarship program. Meichele has a bachelor's degree in sociology from Columbia College and a master's in public affairs from the MU Truman School of Public Affairs.

PREFERRED COMPETENCIES AND QUALIFICATIONS

University of Missouri seeks an Executive Director for Advancement, Regional Programs with

- a commitment to the mission of University of Missouri—to provide all Missourians the benefits of a world-class research university;
- extensive professional fundraising experience, with expertise in major gift cultivation and solicitation;
- experience leading an aggressive fundraising program during a comprehensive campaign at a large institution;
- experience building, leading, and coaching dynamic, diverse, and highly competent teams of fundraisers;
- superior oral and written communication and presentation skills;

- an ability to work with donor data and analytics with accountability to metrics;
- a highly developed talent for collaboration, and an ability to interact with leaders across the advancement team and the broader University;
- experience building relationships with major gift level donors, closing gifts with significant institutional impact; and
- excellent interpersonal skills and high emotional intelligence, with an ability to develop and maintain long-term, productive relationships internally and externally.

A bachelor's degree or an equivalent combination of education and experience and at least seven years of progressively responsible fundraising and managerial experience building a sophisticated advancement program, preferably within higher education, is required for this position.

SALARY AND BENEFITS

The salary range for this position is \$120,000 to \$150,000 annually. University of Missouri offers a comprehensive [benefits package](#).

LOCATION

The University of Missouri is in Columbia, Missouri. Residency in the Columbia, Missouri area is strongly preferred. A hybrid (campus/remote) arrangement may be considered within the Missouri/Midwest region.

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, Regional Programs, University of Missouri](#).

To nominate a candidate, please contact Felicia Garcia-Hartstein:
feliciagh@aspenleadershipgroup.com.

All inquiries will be held in confidence.