



ASSISTANT DEAN FOR ADVANCEMENT, COLLEGE OF MUSIC
UNIVERSITY OF COLORADO BOULDER
Boulder, Colorado
[University of Colorado Boulder](https://www.colorado.edu/)



The Aspen Leadership Group is proud to partner with University of Colorado Boulder in the search for an Assistant Dean for Advancement, College of Music.

The Assistant Dean for Advancement will provide strategic leadership for an advancement program that incorporates resource development, alumni and constituent engagement, and advancement marketing and communications functions for the University of Colorado's [College of Music](#), [CU Presents](#), and the [Colorado Shakespeare Festival](#).

CU Boulder is a globally leading research-intensive university and the only institution in the Rocky Mountain region that is a member of the Association of American Universities. CU Boulder regularly ranks among the nation's top universities in federally funded research expenditures and attracts significant philanthropic investments from individual, corporate, and philanthropic foundations in support of its research, teaching, scholarly, and creative works.

Founded in 1920, the University of Colorado's College of Music is one the nation's top public music schools, offering a wide range of programs for undergraduate and graduate study which uniquely combine advanced musical training with professionally oriented experiences and the resources of a leading research university. Active as award-winning professional performers, composers, and scholars, College of Music faculty members are committed to helping students develop their talents and succeed in their chosen musical endeavors. The college offers seven undergraduate and graduate degrees in 23 fields of study, along with an array of interdisciplinary opportunities, including certificates in music technology and entrepreneurship. With 300 undergraduate and 250 graduate students, the College of Music boasts a faculty-to-student ratio of approximately one faculty member for every eight students.

The College of Music is engaged in a multi-year comprehensive campaign, the *Music+* campaign concluding in 2021 that has secured \$37 million toward a goal of \$50 million. The Assistant Dean for Advancement will serve as the campaign director for the *Music+* campaign and serve as a member of the advancement leadership community at the University of Colorado Boulder.

The University of Colorado Boulder is in the planning phase of a potential comprehensive campaign for the Boulder campus. This will be the first campus-level campaign in CU Boulder's history, with the public launch anticipated in 2021 - 2022, and the campaign concluding in 2026 - 2027, coinciding with the campus' sesquicentennial anniversary. The Assistant Dean for Advancement will direct the concluding two years of the *Music+* campaign while simultaneously planning the college's participation in the sesquicentennial campaign.

REPORTING RELIATIONSHIPS

Reporting jointly to the Associate Vice Chancellor for Advancement, Derek Bellin and the Dean, College of Music, Robert Shay, the Assistant Dean for Advancement supervises a compliment of six full-time advancement staff that directly support the Dean to engage donors, alumni, and community volunteers to advance the College of Music's educational, research, and service mission.

PRINCIPAL OPPORTUNITIES

The successful candidate will complete the college's *Music+* campaign, a \$50 million effort scheduled to be completed during the college's centennial year, which ends in December 2021. The college has currently raised \$43 million toward its goal which consists of \$25 million for general programmatic support and \$25 million toward the college's endowment. The first of these goals has already been met and \$16.5 million has been raised toward the endowment objective. Upon successful completion of this final goal the State of Colorado will unlock an additional \$52 million for the college's capital projects. The new Associate Dean will inherit a robust pipeline of donors estimated at approximately \$40 million to help accomplish this goal.

Additionally, the university is engaged in a search for a new Dean of the College of Music. Dean Shay will remain in his position until January of 2021 and the Associate Dean will be responsible for helping introduce the new Dean to the college's alumni and donor community.

PRIMARY RESPONSIBILITIES

The Assistant Dean for Advancement, College of Music will

- lead institutional advancement strategy and activities for the University of Colorado's College of Music, CU Presents, and the Colorado Shakespeare Festival;
- develop and reinforce best-practice fundraising programs to maximize private support over short-term, medium-term, and long-term horizons in support of the college's research, teaching, performance, and service mission;
- sustain and enhance an emerging donor-centered advancement culture;
- manage a team of college-based advancement professionals with specific responsibilities for annual, major, and principal gift development, donor relations and stewardship, alumni engagement, and constituent relations;
- manage a portfolio of 70-90 donor and prospective donor relationships across the advancement continuum;
- collaborate with campus-wide Industry and Foundation Relations team to deepen corporate relationships leading to increased sponsorship and sponsor satisfaction and identify opportunities to engage charitable foundations in supporting the scholarly and creative work of faculty and students;
- serve on the Dean's Cabinet and other committees as appropriate, and meaningfully contribute to institutional strategy, performance, and culture;
- serve as the primary staffing liaison to the College of Music Advisory Board and the *Music+* campaign steering committee, providing strategic support of resource development, alumni, and community engagement activities;
- work collaboratively with the College of Music's leadership to increase institutional readiness for, and fulfillment of, philanthropic investments;

- establish effective working relationships with deans, division heads, center directors, and faculty within the college in order to understand their programs and priorities;
- ensure that advancement activities are aligned with the College of Music’s vision, mission, and goals of its strategic plan and aligned with the vision, mission, values, strategy, and policy of the Advancement Division;
- oversee resource management (planning, operating budget planning, and performance, etc.) associated with the College of Music’s advancement program;
- contribute to overall campus resource development, constituent engagement, and reputation management strategy and activity;
- serve as the primary liaison with university and campus administrators, including the Division of Advancement inclusive of the CU Alumni Association and, at the discretion of the Associate Vice Chancellor, Academic Affairs, with the University of Colorado Foundation and the CU System Advancement team; and
- represent the College of Music’s participation in planning for an anticipated sesquicentennial campaign.

KEY COLLEAGUES



Derek Bellin

Associate Vice Chancellor, Academic Affairs, Office of Advancement

Derek Bellin joined CU Boulder Advancement as Assistant Vice Chancellor of Advancement in May 2017. Derek brings deep experience in supporting the success of advancement, marketing, and communications organizations from leading research-intensive universities. After graduating from the University of Vermont, Derek began his career in commercial banking and asset management, but soon transitioned to advancement at Stanford University. He then served in progressively responsible roles at Sierra Club, Columbia, and Case Western Reserve universities, and Lahey Health. He also adds perspective gained as a talent and campaign consultant with Freeman Philanthropic Services. Derek’s experience includes directing five comprehensive campaigns ranging from \$100 million to \$2.85 billion.

At CU Boulder Advancement, Derek is responsible for partnering with the provost, deans, faculty, assistant deans, and others in achieving their advancement goals and planning for successful participation in CU Boulder’s anticipated sesquicentennial campaign.



Robert Shay

Dean, College of Music

Robert Shay became Dean of the College of Music at the University of Colorado Boulder in August 2014, having previously served as Director of the School of Music at the University of Missouri (from 2008 to 2014) and Vice President for Academic Affairs and Dean of the Conservatory at the Longy School of Music, in Cambridge, Massachusetts (from 2000 to 2008). From 1991 to 2000, he was on the faculty at Lyon College, in Batesville, Arkansas, where he directed the Concert Choir, taught courses in music history and appreciation, and offered studio voice instruction. He also served as Chair of Lyon’s Fine Arts Division for two years and was a visiting professor at Duke University in 1999-2000.

Shay's writings on the music of Henry Purcell and seventeenth-century England are well known. He has been active in the American Musicological Society, serving as a member of the New England Chapter's program committee from 2004 to 2006, and is a founding member of the Society for Seventeenth-Century Music, serving as treasurer from 2000 to 2003 and chairing the program committee for the 2004 annual meeting. He has been an invited lecturer at Brandeis University, Northwestern University, the Round Top Early Music Festival, the University of North Carolina at Chapel Hill, and Western Illinois University, and has presented on administrative topics several times at the annual meetings of the National Association of Schools of Music, for which he serves as a visiting evaluator.

Shay holds the M.A. and Ph.D. in musicology from the University of North Carolina at Chapel Hill, the M.Mus. in choral conducting from the New England Conservatory of Music, and the B.Mus. in vocal performance from Wheaton College (Illinois). He also studied voice and conducting during two summers at the Aspen Music School, and participated in Harvard University's Institute for Educational Management in 2006.

PREFERRED QUALIFICATIONS

University of Colorado Boulder seeks an Assistant Dean for Advancement, College of Music with

- knowledge of the major components of advancement including development, advancement communications, donor and alumni relations, and special events;
- arts funding experience, preferably in a higher education environment;
- experience planning and executing all phases of a comprehensive advancement campaign;
- an understanding of and commitment to the research, teaching, performance, and service mission of the College of Music with strong preference granted to advancement professionals with a record of achievement in a music school, conservatory, performing arts organization or research-intensive advancement program of comparable scope and complexity;
- the ability to work effectively with deans and directors, university academic and administrative leaders, alumni, community volunteers, and corporate and foundation stakeholders to achieve fundraising and alumni and constituent engagement goals;
- supervisory experience and demonstrated success leading a team to achievement of annual and multi-year goals with demonstrated commitment to the access and inclusion mission of the University of Colorado and the College of Music;
- the ability to work independently and as part of a team;
- unquestionable integrity and a strong sense of professional ethics;
- the ability to manage multiple responsibilities and work in a fast-paced, changing environment;
- excellent interpersonal, written, and verbal communication skill; and
- traits of good judgment, confidentiality, a positive attitude, and discretion in communicating with colleagues and constituents.

A Bachelor's degree is required for this position as is at least ten years of successful experience in advancement with major and principal gifts experience and demonstrated success leading and managing a team of advancement professionals, preferably in a higher education environment.

DIVERSITY, EQUITY, AND INCLUSION

The University of Colorado Boulder exemplifies excellence through diversity by creating a welcoming and inclusive environment, deepening its ability to share and to engage with diverse perspectives, and maximizing the success and inclusion of all students, staff and faculty. Learn more about [CU Boulder's Inclusion, Diversity, and Excellence in Academics Plan](#).

SALARY & BENEFITS

University of Colorado Boulder offers a competitive salary and comprehensive benefits.

LOCATION

This position is located in Boulder, Colorado. Residents of Boulder enjoy pristine natural surroundings that provide opportunities to hike, fish, bike, and rock climb. The 2016 Gallup-Healthways Well-Being Index named Boulder the “Best Community for Physical Well-Being” and Lumosity ranked it one of the “Smartest Cities in America.” Boulder is home to the highest percentage of people with advanced degrees in the United States. The communities around Boulder are family friendly with a large inventory of housing and good schools all within easy driving distance to campus.

APPLICATION INSTRUCTIONS

All applications must be accompanied by a cover letter and résumé. ***Cover letter should be responsive to the mission of the University of Colorado Boulder.*** Review of applications will begin immediately, and will continue until the successful candidate has been selected.

To apply for this position, visit:

[Assistant Dean for Advancement, College of Music, University of Colorado Boulder](#).

To nominate a candidate, please contact Tim Child:

timchild@aspenleadershipgroup.com.

All inquiries will be held in confidence.