



**ASSOCIATE VICE CHANCELLOR FOR ADVANCEMENT
UNIVERSITY OF COLORADO BOULDER**

Boulder, Colorado

<https://colorado.edu>



The Aspen Leadership Group is proud to partner with the University of Colorado Boulder in the search for an Associate Vice Chancellor for Advancement.

The Associate Vice Chancellor for Advancement provides strategic leadership in the design and implementation of development activities for principal gifts, campaign nucleus fund, planned giving, donor relations, and corporate and foundation relations on behalf of the Chancellor and Vice Chancellor for Advancement. In coordination with the development offices in the colleges, schools, Athletics Department, and Parent Giving and Boulder Advancement Programs, the Associate Vice Chancellor for Advancement will create vision and strategy for transformational gifts and be responsible for ensuring strategic, effective, collaborative, and sustained fundraising activities are occurring at the principal giving levels. The Associate Vice Chancellor for Advancement will manage a portfolio of principal gifts prospects while leading a team that will focus the campus on big ideas and will design and lead strategies to attain the largest gifts possible.

As one of 34 U.S. public research institutions belonging to the prestigious Association of American Universities (AAU)—and the only member in the Rocky Mountain region—the goal of the University of Colorado Boulder is to directly affect Colorado, national, and international communities through collaborative research, innovation, and entrepreneurship. Its faculty, staff, and students work with the broader community to establish unique connections that have lasting outcomes both across Colorado and around the world. Positive impact is enhanced when great ideas merge with ambitious goals. At CU Boulder, students, faculty, and staff are provided with the tools they need to create a community of thinkers and doers who can benefit humanity locally, nationally, and globally.

A CU Boulder education is more than simply earning a degree. The value lies in the experience, perspective, and opportunities that are gained along the way. At CU Boulder, students are encouraged to create customized educational paths in an inclusive academic community, so students can merge passions with skills, all the while reinforcing their connections to each other and their commitment to improving local and global communities.

REPORTING RELATIONSHIPS

The Associate Vice Chancellor for Advancement will report to the Vice Chancellor for Advancement.

PRINCIPAL OPPORTUNITIES

The University of Colorado Boulder is currently embarking on the planning phase of a new 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, and the campaign concluding in 2026 - 2027, coinciding with the campus' sesquicentennial anniversary. The sesquicentennial campaign will have philanthropic goals and constituent engagement goals related to increasing internships, job prospects, networking relationships, leadership, and volunteer engagement. This will be the first comprehensive campaign since the campus participated in the University of Colorado system-wide *Creating Futures* campaign, which raised \$1.5 billion for the four-campus system between July 1, 2006 and September 30, 2013.

The Associate Vice Chancellor will play a significant role in the planning, launch, and execution of the campaign by providing oversight and coordination for the university's most important philanthropic relationships on behalf of the Chancellor and Vice Chancellor for Advancement.

PRIMARY RESPONSIBILITIES

The Associate Vice Chancellor for Advancement will

- lead the strategic direction, analytics, reporting, and operations for the university's top principal gift prospects and donors for the campus, the Chancellor, and Vice Chancellor for Advancement;
- as a member of the campaign planning team advise the Chancellor and Vice Chancellor for Advancement about the pacing of the nucleus fund and campaign advisory board operations for the campus;
- enhance meaning for the university's most significant philanthropists with respect to their giving to CU Boulder by connecting them to campus leadership, relevant projects, and cross-campus initiatives;
- develop ideations, stewardship touches, reports, and other cultivation strategies that will help realize their dreams as philanthropists, and create more direct connection with the work of the university;
- advocate for strategic allocation of resources through all budget channels;
- work closely with campus leadership and key volunteers to develop and implement principal gift fundraising strategies and development of the campaign advisory board;
- facilitate productive relationships between donors and CU administrators, faculty, and staff to ensure effectiveness of programs;
- lead principal gifts strategy for the campus by designing and leading monthly campus development meetings, advocating for the placement of newly created resources to strategically align with greatest philanthropic impact, and guiding the Chancellor's time as it relates to philanthropic requests;
- act as co-lead on the five-year strategic planning goal that relates to principal gifts and relevant campaign activities;

- lead the development and implementation of strategies and systems in establishing a culture of philanthropy on the CU Boulder campus on behalf of the Vice Chancellor;
- serve as one of two Vice Chancellor for Advancement's senior executive officer and represent the Vice Chancellor throughout the campus, system, and to the University of Colorado Foundation;
- design and lead sessions to develop big ideas in order to develop transformational gift proposals;
- drive strategies for the Vice Chancellor for Advancement in setting a tone of leadership and collaboration for the Division of Advancement;
- represent CU Boulder Advancement at university events and meetings in order to support the university, lead strategies, and cultivate donors;
- oversee planned giving operations in coordination with the system planned giving office;
- supervise the corporate and foundation relations team;
- lead strategy with the Senior Director for Corporate Sponsorships, Foundation, and Corporate fundraising;
- lead in advocating for resources, and creating effective partnerships across campus and the system;
- supervise donor relations and lead decisions to drive excellence in stewardship of the campus' top donors;
- act as the primary liaison to the Assistant Vice President of Constituent Relations and Administration at the University of Colorado system office on work relating directly to donor communications, gift administration, stewardship, planned giving, and complex giving structures;
- serve as a key partner in staffing the Chancellor on Principal Gift donor visits; and
- lead the strategic direction of the principal gifts operation by managing the Principal Gifts Program Director and other support staff.

KEY COLLEAGUES



Deb Coffin
Vice Chancellor for Advancement

Deb Coffin has been serving as the Vice Chancellor for Advancement at the University of Colorado Boulder since 2015. Her career in higher education spans 37 years, including 17 years at CU Boulder. As a member of the Chancellor's leadership team for the past seven years, Deb has extensive knowledge of the culture of the University and has helped develop partnerships across colleges, departments and administrative units.

Prior to her current role she served as the Vice Chancellor for Student Affairs working with Advancement leadership to quadruple parent giving and increase parent philanthropic engagement. The Parent Leadership Society was expanded, a loyal donor organization, to increase parent engagement and provide input on how to elevate the success of this world class university. Deb has spent years cultivating relationships with students and parents as well as alumni, faculty, and staff. She has been a tireless advocate of the University and its constituents during her career at CU Boulder. Deb believes in the power of education, and as a first-generation college student understands the challenges and rewards of pursuing degrees in higher education.

Deb is married to CU alumnus Randy Coffin (EBIO, '80) and is also the proud mother of a 2012 CU graduate. She received her bachelor's degrees in Community Health ('77) and Biology Education ('85), and her master's degree in Communications ('93) from the University of Northern Colorado and served in the United States Peace Corps following graduation. Deb and Randy have two adult children and two grandchildren. They have been loyal donors to the University of Colorado Boulder.



Derek Bellin

Associate Vice Chancellor—Academic Affairs, Office of Advancement

Derek Bellin joined CU Boulder 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 CU Boulder's anticipated sesquicentennial campaign.

CANDIDATE QUALIFICATIONS AND QUALITIES

The successful candidate for the position of Associate Vice Chancellor for Advancement should have

- expert knowledge of fundraising techniques;
- the ability to set high expectations and motivate staff to achieve desired results;
- skill in having difficult conversations with team members when results are not achieved and the ability to skillfully coach up;
- expert ability to communicate verbally and in writing, and to develop and maintain interpersonal relationships;
- expert ability analyzing information and situations and solving problems;
- expert ability handling sensitive information discreetly and maintaining confidentiality;
- solid ability to organize and manage multiple projects/tasks simultaneously;
- the ability to work independently and collaboratively and adapt to changing priorities;
- solid knowledge of current issues facing public universities and interests of assigned school, students, faculty, and alumni;
- solid ability to recruit and manage activities of volunteer staff;
- solid ability to cultivate and solicit donations from individuals at the leadership gift level; and
- personal computer proficiency.

A bachelor's degree or equivalent is required for this position as is a minimum of seven years of top level, successful fundraising experience. Some management experience is required and graduate work in a related field is strongly preferred.

SALARY & BENEFITS

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

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.

DIVERSITY AND INCLUSION

CU Boulder embraces the involvement of every student, staff, and faculty member, recognizing that a truly diverse community includes individuals from a range of ethnic, regional, cultural, economic, and religious backgrounds—as well as first-generation students, persons with disabilities, students who are parents, people of different sexual and gender orientations, people of different ages and political viewpoints, and many others.

APPLICATION INSTRUCTIONS

All applications must be accompanied by a cover letter and résumé. Before submitting your materials, please read them over for accuracy. Review of applications will begin immediately and continue until the successful candidate has been selected.

To nominate a candidate, please contact Tim Child:
timchild@aspenleadershipgroup.com.

All inquiries will be held in confidence.



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