



ASSISTANT VICE CHANCELLOR FOR ADVANCEMENT SERVICES

[UNIVERSITY OF MISSOURI](#)

Columbia, Missouri



Aspen Leadership Group is proud to partner with the University of Missouri in the search for an Assistant Vice Chancellor for Advancement Services.

The Assistant Vice Chancellor for Advancement Services will be instrumental in the development and support of the Division of Advancement priorities and strategies, which generate increased philanthropic support for Education and Research at 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.

The 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.

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-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 Assistant Vice Chancellor for Advancement Services will report to the Vice Chancellor of Advancement, Jackie Lewis and will serve on the Vice Chancellor's Executive Leadership Team. The Assistant Vice Chancellor will oversee a team of five staff.

FROM THE VICE CHANCELLOR

Mizzou is on the move! There are special moments in a university's history when a giant leap forward enables one to imagine a bright, dynamic future. Mizzou is at such an inflection point, made possible by the energy and vision of President Choi and the power of transformational ideas.

Through its 183-year history, Mizzou has contributed to society through groundbreaking research, served our state through workforce and economic development, and changed family trees by delivering top-notch education. Our volunteers, alumni, donors, students, and colleagues combine to create a terrific ecosystem for impact. Our people are a big reason why the University of Missouri is recognized as one of the great land-grant universities globally. This is an especially exciting time to be part of the growth and development of Mizzou Advancement. After completing two successful campaigns, we are embarking upon an effort to reshape Mizzou for the future: A campaign where big ideas will build upon a strong foundation.

I invite you to explore this special opportunity to join the team as the Assistant Vice Chancellor for Advancement Services to develop and support the division's priorities and strategies.

—Jackie Lewis, Vice Chancellor for University Engagement

PRIMARY RESPONSIBILITIES

The Assistant Vice Chancellor for Advancement Services will

- provide oversight to the Advancement Records Management team, ensuring consistent, timely, and accurate gift and pledge reporting;
- ensure regulatory compliance with charitable gift accounting policies and reporting standards outlined by CASE, NACUBO, FASB, GASB, and the IRS;
- monitor and understand IRS regulations as they pertain to gift acceptance, processing, and receipting and Section 115 of the Internal Revenue Code organizational operations;
- ensure that all gifts are booked to the correct allocations, credited to the correct donors, and that gift receipts are issued promptly and accurately;
- provide oversight for maintenance, integrity, and management of biographical data;
- provide oversight for the Technical & Information Support Group, including technical support, database administration, business analytics, and report writing;
- ensure that strategic decisions are made regarding the creation and availability of reports and reporting tools;
- provide oversight of the Advancement Financial Unit and manage a strategic internal budget process that aligns Advancement resources with the division's strategic priorities;
- manage the negotiation, execution, management, and retention of contracts on behalf of the division;
- oversee the allocation of space, office, and workspace assignments, and office moves for the Advancement floors and assess ongoing space requirements for central functions and collaborate with various offices to provide space;

- oversee the selection and implementation of all technical systems supporting Advancement efforts;
- collaborate with appropriate vital stakeholders, coordinate vendor and system selection, structure and allocate required staff resources, and ensure system functionality and capabilities align with business needs;
- create, update, and catalog all policies for the Division of Advancement, including campaign counting, gift acceptance, and gifts-in-kind;
- participate in the creation of the next strategic plan and ensure linkage to the university's overarching strategy; and
- create an atmosphere of collaboration with stakeholders across the University of Missouri campus and the University of Missouri System.

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.

PREFERRED COMPETENCIES AND QUALIFICATIONS

University of Missouri seeks an Assistant Vice Chancellor for Advancement Services with

- a commitment to the mission of University of Missouri—to provide all Missourians the benefits of a world-class research university;
- experience serving as a leadership team member and skill as a coach, mentor, and motivator of professionals;
- superior interpersonal and communications skills, including public speaking and persuasive writing skills;
- highly developed organizational abilities and a desire and willingness to work in a team-based environment;
- knowledge of database systems and network management solutions and an ability to be creative in leading staff to technical solutions;
- knowledge of the design and implementation of successful system conversions and experience with Ellucian (preferred);
- an understanding of and ability to promote and facilitate creative analytics to produce intelligence that drives actionable outcomes;
- an appreciation for a rigorous academic environment and familiarity with the complexities and politics of a large research university setting;
- creativity and an entrepreneurial approach and an ability to formulate ideas, opportunities, and strategies for development administration and operations activities;
- strong organizational skills, including a track record in strategic and operational planning and success in motivating others to achieve optimum results;
- experience in change management, budget, and resource development;
- sound judgment and an ability to make independent decisions while working collaboratively with colleagues across campus;
- knowledge of IRS regulations, CASE Standards, VSE reporting requirements, and best practices in gift accounting and donor stewardship; and
- a desire to work in a culture that emphasizes accountability and strategic partnership.

A bachelor's degree in a relevant area and at least 12 years of experience from which comparable knowledge and skills can be acquired or a master's degree and at least 10 years of experience from which comparable knowledge and skills can be acquired is necessary for this role.

SALARY AND BENEFITS

The salary range for this position is \$160,000 to \$200,000 annually. University of Missouri offers a comprehensive [benefits package](#).

LOCATION

This position is 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.***

The University of Missouri System is an Equal Opportunity Employer. Equal Opportunity is and shall be provided for all employees and applicants for employment on the basis of their demonstrated ability and competence without unlawful discrimination on the basis of their race, color, national origin, ancestry, religion, sex, pregnancy, sexual orientation, gender identity, gender expression, age, disability, or protected veteran status, or any other status protected by applicable state or federal law. This policy applies to all employment decisions including, but not limited to, recruiting, hiring, training, promotions, pay practices, benefits, disciplinary actions, and terminations. More information may be found [here](#).

To apply for this position, visit: [Assistant Vice Chancellor for Advancement Services, University of Missouri](#).

To nominate a candidate, please contact Clare McCully: claremccully@aspenleadershipgroup.com.

All inquiries will be held in confidence.