



EXECUTIVE DIRECTOR FOR ADVANCEMENT, CORPORATE ENGAGEMENT

[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, Corporate Engagement.

The Executive Director for Advancement, Corporate Engagement will lead engagement with corporate entities, developing and stewarding beneficial relationships that advance the mission, purpose, and agenda of MU. The Executive Director will serve as a liaison between corporations and campus representatives to identify mutual interests and mutually beneficial partnerships that will lead to significant investment in research, programs, philanthropic priorities, and other projects at MU. The Executive Director will lead a large-scale and comprehensive program of cooperation with companies across industrial sectors and academic disciplines, taking overall responsibility for all phases of the relationship from prospect and proposal development, to soliciting and negotiating agreements, to managing ongoing relationships. The Executive Director will establish and maintain relationships with C-suite executives at major international companies. The Executive Director will lead a team to develop, execute, and assess a strategy aimed at creating a brand and elevating the reputation of the university as a corporate partner of first choice. The Executive Director will contribute to strategic planning and to lead planning for external engagements, typically involving considerable ambiguity, complexity, and scope. The Executive Director will manage a team that supports industry engagement and programs which will have cross-university scope.

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, Corporate Engagement will report to the Assistant Vice Chancellor for University Programs, Meichele Foster. The Executive Director will oversee two direct reports.

FROM THE ASSISTANT VICE CHANCELLOR FOR UNIVERSITY PROGRAMS

I am excited to invite you to apply for the position of Executive Director for Advancement, Corporate Engagement at the University of Missouri. Are you looking for a new challenge with tons of opportunity? If you are a strong leader, effective manager, and successful fundraiser capable of conceptualizing, launching, and guiding a holistic and strategic approach to industry engagement then this is your dream position. This position is perfect for a seasoned corporate relations 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.

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 write a new chapter in Mizzou corporate fundraising. If you are interested in growing our vision for the future and enhancing our relationships with prominent industry partners, I invite you to apply. 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, Corporate Engagement will

- lead the Corporate Relations philanthropy program, including recruitment, orientation, mentoring, and fundraising activities;
- provide leadership and staff oversight for Corporate Relations team members;
- coordinate and facilitate development colleagues, faculty, deans, unit directors, volunteers, administration, and staff to identify and solicit corporate support;
- develop an industry engagement strategy for corporate partners with multidisciplinary interests;
- work with campus partners who represent multiple units and colleges to develop and implement complex engagement strategies and appropriate communications with corporate partners;
- meet corporate fundraising goals through new business development annually, along with renewed and retained corporate engagement;
- qualify prospects and design effective partnership programs based upon knowledge of partner business/CSR objectives and alignment with Institutional funding priorities;
- raise financial commitments for research programs and related projects;
- expand the depth and breadth of new and existing corporate partnerships, securing new alliances, and growing revenue streams MU receives each year from industry;
- identify new and expansion opportunities for world-wide corporate prospects for seven- and eight-figure strategic partnerships;
- remain current on constituent needs, market trends, and competitor actions in order to create reliable forecasts and to identify opportunities for constituent development;
- ensure accurate data reporting, tracking of prospect progression, close rates, and corporate donor migration across organizational opportunities;
- develop, execute, and monitor engagement strategies to enhance cultivation, solicitation, and stewardship of corporate donors;
- plan and implement effective cultivation and recognition strategies in association with colleagues mission partners, and volunteers to enhance the connection and involvement of corporate partners and prospects with MU;
- lead strategy briefings and provide meeting objectives to university, college, and departmental leadership in preparation of face-to-face and virtual interactions with corporate representatives;

- maintain regular, recurring, and essential contact with associate deans for research, department chairs, center directors, faculty, corporate executives, alumni, and volunteers;
- plan and execute virtual and on-site meetings for corporate representatives that showcase academic and research programs, faculty, and students, along with opportunities to enhance economic development;
- work collaboratively with the Office of Research and Economic Development, Office of Technology Transfer & Industry Relations, Procurement and Business Services, the Provost Office, and all colleges and units as needed to facilitate corporate relations;
- develop proposals for corporate prospects in support of priority projects;
- maintain a rigorous schedule of contact with corporate representatives, including email, phone, virtual, and face-to-face visits;
- infuse creativity, innovation, expertise, and insight into relationship development;
- utilize resources and information as a member of Network of Academic Corporate Relations Officers (NACRO) and University Industry Demonstration Partnership (UIDP). and Council for Advancement and Support of Education (CASE) corporate conferences, networks, and resources as the organizations that guides the development of best practices and new ideas.

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 has raised more than \$25 million for student success.

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, Corporate Engagement with

- a commitment to the mission of University of Missouri—to provide all Missourians the benefits of a world-class research university;
- knowledge of corporate research and research administration;
- an ability to interact with high level corporate executives, alumni, and university administrators in a professional manner that instills confidence in the university and its related programs;
- familiarity with STEM (science, technology, engineering, and mathematics) and related disciplines;
- 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, Corporate Engagement, University of Missouri.](#)

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

feliciaqh@aspenleadershipgroup.com.

All inquiries will be held in confidence.