



EXECUTIVE DIRECTOR FOR HEALTH SYSTEM ADVANCEMENT, CHILDREN'S HOSPITAL

[UNIVERSITY OF MISSOURI](#)

Columbia, Missouri



Mizzou  
University of Missouri

Aspen Leadership Group is proud to partner with the University of Missouri in the search for an Executive Director for Health System Advancement, Children's Hospital.

The Executive Director for Health System Advancement, Children's Hospital will lead the fundraising efforts for a world-class facility that will save and improve the lives of children and their families, so that each child can live the healthiest, most fulfilling life.

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.

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 in 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.

## **CHILDREN'S HOSPITAL**

As the only academic health system in the region, University of Missouri's children's health providers, researchers, and professors, work together to provide the highest level of care to patients and families. From routine check-ups with pediatricians to specialized services for complex diseases, illnesses and injuries, they are proud to offer expert care in more than 25 pediatric subspecialties, making it the largest and most specialized pediatric care team in central Missouri.

In the fall of 2021, University of Missouri Health Care leaders joined with MU and state leaders to break ground on a tower that will house its new Children's Hospital. The new facility is set to open in the summer of 2024 on MU Health Care's main hospital campus. At the heart of Children's Hospital is MU Health Care's mission to save and improve the lives of children and their families so each child can live the healthiest, most fulfilling life possible. This brand-new Children's Hospital will reimagine the way pediatric care is delivered and bring together all of MU's highly specialized teams. Relocating the new Children's Hospital from Keene Street is part of a larger effort to create one centralized hospital campus where resources, technology, and specialists are co-located for patients of all ages, allowing for completely coordinated care.

By building this brand-new Children's Hospital from the ground up, MU Health Care can be creative and strategic, keeping families and their needs firmly in mind. Every detail has been designed to provide the best healing environment possible.

Features of the building will include a dedicated child-friendly entrance designed to make check-ins and appointment navigation easy and convenient; an ADA accessible shuttle to assist families to and from their vehicles; a warm environment with colors, murals, and rounded corners designed to create a softer feel and put kids at ease during treatment; interactive clinic areas with toys and furniture that are inclusive for those with special needs; special outdoor areas for kids to play as well as flower gardens and additional spaces to relax; a nature-inspired interior with natural lighting to promote healing; and rooms with built-in flexibility to create a more convenient and seamless experience.

## **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 Health System Advancement, Children's Hospital will report to the Associate Vice Chancellor for Health System Advancement. The Executive Director will oversee a team of two.

### **FROM THE INTERIM ASSOCIATE VICE CHANCELLOR FOR HEALTH SYSTEM ADVANCEMENT**

*It's an exciting time to become a part of the University of Missouri and MU Health Care. We truly appreciate your interest in taking on the role of Executive Director for Health System Advancement for Children's Hospital. At MU Health Care, as an academic health system, we've been at the forefront of groundbreaking research, establishing ourselves as an international healthcare destination. Over the past 70 years, we've continuously led in various aspects of care, particularly in pediatrics.*

*Situated at the heart of our University Hospital campus, the new Children's Hospital is set to open in the summer of 2024. This state-of-the-art facility is designed with a focus on creating the optimal healing environment for children and their families. It represents a significant step in expanding our services to better serve the families and children of mid-Missouri.*

*The Executive Director for Health System Advancement for Children's Hospital will play a pivotal role in leading a \$25 million campaign to secure philanthropic support for the new Children's Hospital. Upon joining our team, you'll have access to resources to ensure your success, collaborating with key partners such as the Executive Vice Chancellor for Health Affairs and the Dean of the School of Medicine, and MU Health Care and Advancement Leadership.*

*The community and region are genuinely enthusiastic about this project, offering you the opportunity to lead a dedicated group of volunteers who are committed to supporting your fundraising efforts. This leadership position provides a unique chance to make a lasting impact, contributing to improved access to care for children and families through this cutting-edge facility.*

*I look forward to meeting you and please know how important this role is to MU Health Care, University of Missouri, and most of all to the lives you will impact for the children and their families of mid-Missouri. Thank you again for your interest.*

–Steven Reese, Interim Associate Vice Chancellor for Health System Advancement

### **PRIMARY RESPONSIBILITIES**

The Executive Director for Health System Advancement, Children's Hospital will

- provide leadership, coaching, mentoring, and inspiration to an Advancement team of major-gift fundraisers and administrative teams to accomplish and exceed goals set for Children's Hospital;
- build a strategic plan for fundraising efforts within Children's Hospital in conjunction with University of Missouri, MU Health Care, and MU Advancement leadership;
- actively engage in central based programs including gift planning, prospect research management efforts, and corporate foundation relations;
- serve as the point of contact for all donor activity within Children's Hospital;
- identify individual prospects through Grateful Families;
- lead Advancement strategic planning, including identification of priorities for Children's Hospital naming opportunities;
- meet regularly with the Associate Vice Chancellor and leadership to discuss strategies for top priorities and prospects and to gain support for positional leadership efforts;
- partner with leadership, faculty, and key leaders to assist with prospect strategy efforts that align with the strategic vision and goals for Children's Hospital to maximize philanthropic success;
- lead efforts for special campaigns including the Children's Hospital fundraising efforts to reach \$25 million along with other initiatives as needed to fulfill the mission of the Children's Hospital;
- personally manage a portfolio of major and principal gift prospects, developing and implementing cultivation and solicitation strategies;
- manage an individual portfolio of major-gift and principal level donors, make substantive contact, and present proposals;
- identify donor prospects with a strong sphere of influence and affluence resulting in major leadership gifts (\$50K and above) and principal gifts (\$1M and above); and
- oversee Advancement teams as related to the Children's Hospital, including fundraising events, salon engagement events, donor relations, and stewardship efforts.

## 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.

### **Steven Reese**

#### **Interim Associate Vice Chancellor for Health System Advancement**

Steven Reese joined University of Missouri Advancement in April 2022 and serves as the chief development officer for the School of Medicine. While exuding a dynamic leadership style that motivates, Steven drives the institutional mission and fundraising operations for the school. He and his team oversee a comprehensive approach to medical school advancement, including alumni fundraising programs and the cultivation of transformative, visionary gifts. Steven brings 25 years of fundraising experience, having previously served as the Senior Director of Development for the Long School of Medicine at the UT Health San Antonio. Steven began his fundraising career as the Executive Director of Camp Fire Boys and Girls and eventually Big Brothers Big Sisters of the Texas Panhandle. He has worked in higher education fundraising at Texas Tech University, the University of Kansas, and Texas State University. Steven holds a Bachelor of Science degree in Human Development and Family Studies from Texas Tech University.

## PREFERRED COMPETENCIES AND QUALIFICATIONS

University of Missouri seeks an Executive Director for Health System Advancement, Children's Hospital with

- a commitment to the mission of University of Missouri—to provide all Missourians the benefits of a world-class research university;
- a desire to save and improve the lives of children and their families, so that each child can live their healthiest, most fulfilling life;
- fundraising experience with a focus on major giving and an ability to develop and implement gift strategies with significant institutional impact;
- a track record of success in a capital campaign at a similar size higher education or health care institution;
- comprehensive knowledge of fundraising principles, methods, and standards in a college, research university, or health care 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 ten years of experience from which comparable knowledge and skills can be acquired is necessary. Experience working in a healthcare environment, children's hospital, cancer center, or academic health center is preferred.

## SALARY AND 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 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: [Executive Director for Health System Advancement, Children's Hospital, University of Missouri.](#)

To nominate a candidate, please contact Clare McCully: [claremccully@aspenleadershipgroup.com](mailto:claremccully@aspenleadershipgroup.com).

*All inquiries will be held in confidence.*