



**EXECUTIVE DIRECTOR OF CORPORATE AND FOUNDATION RELATIONS
METROPOLITAN STATE UNIVERSITY OF DENVER**

Denver, Colorado

<http://msudenver.edu>



The Aspen Leadership Group is proud to partner with Metropolitan State University of Denver in the search for an Executive Director of Corporate and Foundation Relations.

The Executive Director of Corporate and Foundation Relations is an essential member of the Division of University Advancement and is responsible for establishing, cultivating, and sustaining relationships with corporate and foundation prospects in an effort to secure funding and support for the University. The Executive Director will manage a portfolio of prospects and work in close partnership with university leadership, academic units, and programs to develop and implement strategies to secure funding in alignment with the University's strategic plan. The Executive Director participates as an active member of the University Advancement team and serves on the Major Gifts Team. The Executive Director creates and evaluates corporate and foundation strategies as needed and may supervise professional, contract, and student staff.

MSU Denver is a comprehensive, baccalaureate- and master's-degree granting urban university that offers arts and sciences, professional, and business courses and programs to a diverse student population. MSU Denver has transformed the lives of more than 90,000 people in Denver and Colorado through affordable degree programs, innovative public-private partnerships, and a commitment to diversity.

MSU Denver provides a high-quality, accessible, enriching education that prepares students for successful careers, post-graduate education, and lifelong learning in a multicultural, global, and technological society. To fulfill its mission, MSU Denver's diverse university community engages the community at large in scholarly inquiry, creative activity, and the application of knowledge.

MSU Denver's location is in the heart of the state's largest metropolitan area, and its mission of accessibility, diversity, and academic excellence, embody entrepreneurial and courageous principles in providing a relevant education. Its educational programs are aimed at meeting the needs of the local and state economy, Colorado businesses, and the community organizations that fuel them. It is powerfully poised to apply the intellectual capital of its faculty and harness the energy of its students to solve real-world problems and meet real world needs. MSU Denver has the ability and the self-confidence to assume a measure of responsibility for the economic health, cultural health, and well-being of the community to benefit the public good.

REPORTING RELATIONSHIPS

The Executive Director of Corporate and Foundation Relations will report to the Vice President of University Advancement.

PRINCIPAL OPPORTUNITIES

Metropolitan State University of Denver has enjoyed success in securing funding from local, regional, and national organizations and seeks to significantly elevate the reach of its corporate and foundation efforts both regionally and nationally. As the leader of this effort, the Executive Director of Corporate and Foundation Relations synthesizes ideas from MSU Denver's creative, fast-paced, and robust intellectual environment to form meaningful and effective requests for funding leveraging existing Public-Private Partnerships (P3). Current P3s include Lockheed Martin, York Space Systems, and Marriott Corporation as well as several others and the Executive Director will be crucial to leading the creation of these future partnerships.

The Executive Director understands that successfully funded proposals are achieved through the effective engagement of corporate or foundation representatives within the broader community, including Trustees, the MSU Denver Foundation Board members, the President, Provost, Academic Deans, faculty from all disciplines, members of volunteer boards, and councils of the University.

The Executive Director, along with all University Advancement staff, is expected to help secure the necessary resources to meet the goals of the planned comprehensive capital campaign. Through the University's current strategic plan, the University will affirm its place as a diverse talent pipeline for Colorado businesses as well as with national high tech and advanced manufacturing employers. MSU Denver believes passionately in preparing students to be engaged citizens leading lives of meaningful work and service.

A corporate and foundation leader has the opportunity to create a program from the ground up and could not choose a better time to join this growing urban University poised to make a tremendous impact in the State of Colorado and in the nation.

Dino M. Hernandez
Vice President of University Advancement
Executive Director of the MSU Denver Foundation

PRIMARY RESPONSIBILITIES

The Executive Director of Corporate and Foundation Relations will

- work collaboratively with the entire University Advancement team;
- maintain a portfolio of 75-150 corporate and foundation prospects;
- collaborate with campus partners to identify funding opportunities in alignment with the University's strategic plan;
- develop an overall plan and strategy for corporate and foundation relations that includes goal achievement plans containing specific timelines, projected results, and outcomes;
- build and maintain an active portfolio of corporate and foundation prospects on behalf of MSU Denver and its colleges and schools, and ensure that timely steps are taken towards the cultivation, solicitation, closure, and stewardship of these prospects;

- develop and execute a moves management plan and solicitation strategy for each prospect in support of the University's strategic plan and goals;
- conduct personal prospect visits and leverage key University leadership when and where appropriate (Office of the President; Office of the Provost; CFO; etc.);
- work with University partners to author and process letters of inquiry, grant proposals, concept papers, acknowledgment letters, briefings, and reports for the foundation and corporate donors to meet annual revenue targets;
- support grant writing efforts of University faculty and staff;
- collaborate with University and Foundation staff to create grant budgets;
- play a central role in fulfilling reporting requirements for private grants received by the University;
- support the Foundation and other University officers with grant management responsibilities;
- supervise Director of Grants and contract grant writers;
- in consultation with the Vice President of University Advancement, collaborate with strategic campus partners (Athletics, Schools/Colleges, Marketing and Communications, etc.) to develop and implement a comprehensive corporate engagement, philanthropy or sponsorship strategy, and develop corresponding collateral as needed;
- in collaboration with internal partners (Athletics, for example), lead the assessment, valuation, and packaging of corporate sponsorship assets;
- draft proposals and contracts;
- execute post-contract activities and fulfillment in conjunction with campus partners;
- maintain a high quality and personalized stewardship process for active corporate and foundation prospects and donors;
- ensure that reporting requirements are met to sustain successful partnerships and ongoing support from corporate and foundation funders; and
- work with the Stewardship and Special Events team, plan and execute special events to recognize corporate partners.

OFFICE OF THE PRESIDENT



It is an exciting time at MSU Denver and especially within the Division of University Advancement. On July 24, 2017, Dr. Janine Davidson started as the new President of MSU Denver. Dr. Davidson is an accomplished leader, scholar, national security strategist, and distinguished veteran. Her primary focus is on student retention and graduation and work force readiness—better serving the over 20,000 current students that call the University home—and

preparing them to launch into the workforce. While MSU Denver is a leader in educating Coloradans through programs relevant to the state's economy, Davidson aims to build the institution's reputation both nationally and internationally.

Dr. Davidson grew up in a Navy family in California and Virginia and was commissioned as an Air Force second lieutenant in 1988. She flew combat support, airdrop, and humanitarian air mobility missions in the Pacific, Europe, and the Middle East in both the Lockheed C-130 Hercules and the Boeing C-17 Globemaster cargo aircraft, and also served as an instructor pilot at the United States Air Force Academy. She was a Distinguished Graduate of Air Force Squadron Officers' School and was the first woman to fly the Air Force's tactical C-130.

She served as Under Secretary of the United States Navy, only the second female civilian ever appointed to this role, from 2016 to 2017. She is the author of *Lifting the Fog of Peace: How Americans Learned to Fight Modern War*, a study of organizational learning and institutional change within the U.S. military. Dr. Davidson attended the University of Colorado at Boulder and earned a B.S. in Architectural Engineering. She later earned a master's degree and Ph.D. in International Studies from the University of South Carolina.

A key component of her new vision for MSU Denver is to fulfill the promise of helping students and alumni achieve the American Dream. This vision will emphasize experiential learning and internships/co-ops and work-study opportunities working closely with industry. In addition, her vision is to immediately address and broaden the revenue opportunities at MSU Denver especially within fundraising (individuals, corporations and foundations, state/federal grants, and public private partnerships).

Her first Cabinet appointment was Dino Hernandez as Vice President of University Advancement and Executive Director of the MSU Denver Foundation.

KEY COLLEAGUES



Dino Hernandez

Vice President of University Advancement

Executive Director of the MSU Denver Foundation

Mr. Hernandez brings over 29 years of experience ranging from non-profit association membership recruitment and fundraising to higher education advancement. He has experience securing transformational, principal, and major gifts as well as leading two comprehensive campaigns. In 1995, Hernandez began a 22-plus-year career, specifically in higher education advancement. He has

worked for Oakland University, the University of Michigan-Flint, Lawrence Technological University, Sierra Nevada College, and Notre Dame de Namur University.

Mr. Hernandez has served with many award-winning teams and comprehensive campaigns, including the University of Michigan's \$1 Billion Campaign for Michigan, which concluded at \$1.4B. He successfully directed the \$20M Campaign for Lawrence Tech: *A Commitment to Our Students*, which concluded at \$46.6M on June 30, 2006, and the *Proud Heritage-Bold Future Campaign*, which launched July 1, 2006 with a goal of \$75M and stood over \$120M toward a stretch goal of a \$100M. In addition, Mr. Hernandez and his team at NDNU met and exceeded a daunting \$6M Taube Challenge in record time, under 12 months. At NDNU, he and his former team raised over \$25M to complete the *Campaign to Save Ralston Hall* and set new records in both alumni participation and fundraising.

His teams at OU, U of M, LTU, and NDNU have received some of the highest awards for excellence. A frequent presenter to both CASE and AFP, he has contributed to the profession on fundraising topics locally, nationally, and internationally.



Fallon Hand

**Executive Administrator for the MSU Denver Foundation
Vice President of University Advancement**

Fallon has been with MSU Denver since January 2014, and she has over ten years of professional experience in higher education. In her current role, Fallon provides executive support to the MSU Denver Foundation Board of Directors and the Executive Director of the Foundation/Vice President of University Advancement. Fallon serves as liaison for Board members' interactions and communications with employees of the University, and she acts as the primary contact for the Vice President and the Division and their affairs, including interfacing with community leaders and their staff. She graduated from Red Rocks Community College, is a certified holistic health practitioner, and attends classes at MSU Denver where she is working toward a Bachelor of Arts in Psychology.



Steve DeVisser

**Chief Finance and Operations Officer
Chief Strategic Business Analyst**

Steve DeVisser started with MSU Denver in 2010. Since 1989, he worked in senior financial leadership positions of several not-for-profit organizations. In addition to his work as Chief Finance and Operations Officer/Chief Business Analyst of the MSU Denver Foundation and University Advancement, he served as Vice President and Chief Financial Officer of the Colorado Symphony Orchestra, Chief Financial Officer of Tennyson Center for Children, Senior Vice President and Chief Operating Officer of Human Services Inc., and Controller of the Archdiocese of Denver. Steve holds a Bachelor of Science degree in accounting from Colorado Mesa University and is a Certified Public Accountant. He is a Colorado native, is an enthusiastic Colorado Rockies fan, enjoys traveling, and has a fondness for animals.



Jamie Hurst

Assistant Vice President of Strategic Engagement

Jamie Hurst is originally from California and started with MSU Denver in December 2013. Previously, she worked at Upper Iowa University as the Director of Corporate and Foundation Relations after working in college athletics for nearly a decade at Upper Iowa, Iowa State University, and Indiana State University. Jamie earned her J.D. from Hamline University School of Law, M.A. in Sport Management from Indiana State University, and B.A. in Religious Studies/Human Development from the University of California, San Diego where she was an NCAA Division II softball student-athlete. As the head of Alumni Relations and Giving, Jamie provides leadership, vision, and direction to the Alumni Relations and Annual Giving as well as the new Office of Grants teams while also serving as the Executive Director of the Alumni Association. In her spare time, she is an avid Roadrunner Softball fan, loves all things baseball, enjoys playing guitar, and woodworking. She and her wife live in Westminster and enjoy the Colorado outdoors with their two dogs, Rowdy and Copper.



Traci McBee Rowe

Director of Donor Relations and Advancement Special Events

Traci McBee Rowe joined MSU Denver in February 2017 following a five-year career as the Assistant Director of Major Gifts and Major Gifts Officer at Regis University, and a seven-year career as the Associate Director of Alumni Networks and Coordinator of Alumni Networks with the Colorado State University Alumni Association. Her current role melds together her many years of volunteer and event management with fundraising and relationship development. A native of Colorado, Traci earned a B.S. in Business Administration from CSU and a Master of Nonprofit Management degree at Regis. As a first-generation college graduate, Traci combines her passion for access to education with a focus on demonstrating impact when communicating with donors. She and her husband Mike spend a lot of time tailgating for CSU football and Rapids soccer, traveling as often as possible, or being attacked by their dog Glarus and cat Buffy while doing yoga.

CANDIDATE QUALIFICATIONS AND QUALITIES

The successful candidate for the position of Executive Director of Corporate and Foundation Relations should have

- demonstrated skill at building collaborative relationships with internal and external constituents;
- excellent communication skills;
- evidence of successful creation, implementation, and evaluation of projects;
- excellent customer service skills;
- ability to maintain confidentiality;
- excellent organization skills;
- experience supervising staff;
- experience working in Raiser's Edge or similar CRM/database software; and
- commitment to MSU Denver's core mission and work.

A Bachelor's degree is required for this position as is a minimum 5 years of experience in securing grants, fundraising for a non-profit or institution of higher education and/or other related business experience.

SALARY & BENEFITS

Metropolitan State University of Denver offers a comprehensive benefits and compensation package.

LOCATION

Metropolitan State University of Denver is located on the Auraria Campus in the heart of Downtown Denver within walking distance to theme parks, event centers, performing arts, restaurants, shops, and nightlife.

DIVERSITY AND INCLUSION

Metropolitan State University of Denver is committed to becoming the preeminent public urban university in the nation, and believes that placing a high value on diversity and inclusion are essential elements toward reaching this important goal.

MSU Denver values diversity as it is one of its five core values and supports and promotes diversity and inclusion in all aspects of campus life to include the design and development of initiatives that embrace and support diversity, and that move the institution down the path of “Inclusive Excellence.”

Inclusive excellence is the practice of moving beyond numeric measurements as the only strategy to promote diversity. Inclusive excellence involves embedding the practices and philosophies that encourage diversity in every aspect of an organization. Moreover, inclusive excellence involves institutionalizing systemic practices and philosophies, thus generating a broader outcome in regards to inclusivity, excellence, cultural competence, innovation, synergy, and pride.

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 Angelique Grant,
angelique@aspenleadershipgroup.com.*

All inquiries will be held in confidence.

