



**SENIOR DIRECTOR OF ADVANCEMENT, COLLEGE OF BUSINESS ADMINISTRATION
UNIVERSITY OF TEXAS AT EL PASO**

El Paso, Texas

[University of Texas at El Paso](#)



The Aspen Leadership Group is proud to partner with the University of Texas at El Paso in the search for a Senior Director of Advancement, College of Business Administration.

The Senior Director of Advancement will create and implement a comprehensive development strategy while serving as the primary liaison to the College of Business Administration (COBA). As the University builds-out its development team, it is looking for a highly collaborative Senior Director to guide the identification and prioritization of fundraising opportunities that will further the College's unrealized fundraising potential.

The University of Texas at El Paso is America's leading Hispanic-serving university, with a student body that is over 80% Hispanic. With a focus on developing the talent of those who have grown up in the region, UTEP has emerged as America's most successful Hispanic-serving university. It has created a culture of care and belonging for students who have historically been underserved by higher education. UTEP is the only open-access top tier research university in America, yet its retention rates exceed those of selective institutions. UTEP chooses to be judged not by whom it excludes, but by whom it includes and their success.

With more than \$100 million in total annual research expenditures, UTEP is ranked in the top 5% of research institutions nationally and fifth in Texas for federal research expenditures at public universities. UTEP offers 73 Bachelor's, 71 Master's, and 22 Doctoral degrees at ten colleges and schools, including both traditional and online programs. 24,879 students attended in the Fall 2020. 49% are first in their families to attend college. UTEP was ranked No. 1 in the U.S. for its success in achieving both competitive research and student social mobility, is one of the only top tier research universities in the country with a majority Hispanic student population, and is among the top 10 U.S. universities for helping graduates move from family incomes in the bottom 20% to the top 20%. UTEP maintains one of the lowest out-of-pocket costs of any doctoral research university in the United States, and is one of the only institutions to receive both a top research designation and a Community Engagement Classification from the Carnegie Foundation.

The College of Business Administration shares with the University its mission to provide a high-quality education that will enable its students to be successful in a global business environment. In alignment with AACSB International standards, the College cultivates its student body to become innovative, engaged, and ethical business leaders who will have meaningful and lasting impacts on the Paso del Norte region and beyond. The College's faculty, research centers, institutes, and corporate academies leverage the international and multicultural characteristics of this border region to create unique experiential learning opportunities for its students. The College fosters initiatives, partnerships, and collaborations that afford its students the opportunity to become the next generation of globally engaged business leaders.

The College's quality is reflected in the success of its students, alumni, and faculty and in the enhancement of the personal and professional lives of the region's residents. COBA's distinctions include "Best of the Best MBA Programs" by *Professional Woman's*, *Hispanic Network*, and *Black EOE Journal* magazines since 2014; #1 MBA Program by *Hispanic Business Magazine* for five consecutive years; #1 Graduate Program in the Nation by *Excelencia* in Education 2012; along with Dartmouth, Northwestern, and the University of Maryland, selection by the Public Relations Society of America for National Pilot Program in Strategic Communications Curriculum; and #3 in Finance, #5 in Accounting and Marketing, and #6 in Management in *Diverse Magazine's* 2014 Issue in Higher Education.

REPORTING RELATIONSHIPS

The Senior Director of Advancement, College of Business Administration will report to the Associate Vice President for University Advancement, Josh McCoy with a dotted line to the Dean of the College of Business Administration, Dr. James Payne.

FROM THE ASSOCIATE VICE PRESIDENT

Now is an incredibly advantageous time to join the Institutional Advancement team at UTEP. With new leadership in place (President Heather Wilson and VPJA Jake Logan), the University has just completed our strategic plan which clearly articulates UTEP's path forward – wholly embracing our role, responsibility, and potential impact as the nation's leading Hispanic-serving institution. That mission is already resonating with corporations, foundations, and transformational philanthropists.

UTEP, and COBA specifically, have vastly unrealized fundraising potential. We anticipate significant fundraising success and team growth in the next 2-3 years. We will be building on a solid foundation of excellent and experienced advancement professionals in a remarkably supportive and team-based culture. Joining now allows you to grow with the team and benefit from the shared success. It also allows you an opportunity to play a significant role in the growth and development of a fundraising team.

–Josh McCoy, Associate Vice President for University Advancement

DIVERSITY, EQUITY, AND INCLUSION

In keeping with its access and excellence mission, the University of Texas at El Paso is committed to an open, diverse, and inclusive learning and working environment that honors the talents, respects the differences, and nurtures the growth and development of all. The President's Advisory Group on Diversity at the University of Texas at El Paso seeks to foster and model a campus environment that is welcoming, accessible, and inclusive to all students, faculty, staff, and visitors. Its purpose is to promote diversity as a strength and an institutional value, as well as a core element of academic and professional excellence.

The University of Texas at El Paso is an Equal Opportunity/Affirmative Action employer. The University does not discriminate on the basis of race, color, national origin, sex, religion, age, disability, genetic information, veteran status, sexual orientation, or gender identity in employment or the provision of services in accordance with state and federal law. Discrimination on the basis of sex includes an employee's or prospective employee's right to be free from sexual harassment under Title IX of the Higher Education Amendments of 1972.

PRIMARY RESPONSIBILITIES

The Senior Director of Advancement, College of Business Administration will

- create and execute a comprehensive development strategy for the College of Business Administration;
- working closely with the Dean and the COBA advisory board, guide the identification and prioritization of the fundraising opportunities that propel the College towards its goal of cultivating an innovative, engaged, and ethical student body that will leave meaningful and lasting impacts on the Paso del Norte region and beyond;
- manage a portfolio of major and principal-level prospects regionally and nationally;
- develop and execute strategies leading to successful evaluation, cultivation, solicitation, and investment that aims to leverage donors' interests with the College's opportunities;
- identify and strategize investment opportunities and build impactful, long-term relationships with the College's constituents; and
- take on a secondary liaison assignment with another school or college to provide interim coverage while team is being built out.

KEY COLLEAGUES



Jake Logan

Vice President for Institutional Advancement

Jake Logan's role as Vice President for Institutional Advancement began May 18, 2020. Logan came to UTEP from Ball State University, where he served as Vice President for Advancement and President of the Ball State University Foundation. During his career in academic advancement, he has been part of comprehensive capital campaigns exceeding \$1 billion at three large, public institutions — the University of Florida, the University of Oregon, and the University of Missouri.

Logan earned his undergraduate degree in public relations at the University of Florida and received a Master of Nonprofit Management at the University of Oregon. He began his career in nonprofit fundraising for the American Heart Association, where he ultimately became Vice President of Field Operations.



Dr. James Payne

Dean, College of Business Administration

Dr. James Payne has over 30 years of experience in higher education with 16 years in administration. He earned his doctoral degree and master's degree in economics from Florida State University and a bachelor's degree in economics from Berea College. His past appointments include Dean of the J. Whitney Bunting College of Business at Georgia College & State University, Provost and Vice President for Academic Affairs at the University of New Orleans, Interim Dean of the College of Arts and Sciences at Illinois State University and Chair of the Department of Economics at Illinois State University. In addition to his administrative background, Dr. Payne has a distinguished record of accomplishments in research. He served as a Fulbright Research Scholar and a Fulbright Senior Specialist at the Institute of Economics in Zagreb, Croatia. He has published 250 peer-reviewed journal articles and his scholarly work has been cited more than 11,000 times. He is the Editor-in-Chief of the Journal of Economics and Finance and serves as an editorial board member for a dozen other academic journals.



Josh McCoy

Associate Vice President for University Advancement

In his role as Associate Vice President, Josh McCoy is responsible for building and growing a best-practices major gifts operation for the University, helping deans, faculty, and staff meet fundraising needs, and ultimately helping UTEP prepare for a campus-wide fundraising campaign.

McCoy's higher education fundraising career has spanned more than 20 years at both public and private institutions. He has more than \$5 billion in campaign experience and was responsible for raising the largest gifts in the histories of

two of the universities for which he has worked, including a single \$500 million transformational gift with his team at the University of Oregon.

McCoy earned a Bachelor of Science Degree in Economics and Political Science from Florida State University.



Chelsea Lamego

Assistant Vice President for Institutional Advancement Operations

Chelsea Lamego is the Assistant Vice President for Institutional Advancement Operations at The University of Texas at El Paso. In her role, Lamego oversees operational aspects of the Institutional Advancement Division, including oversight of the Business Services, Endowment and Gift Compliance, Talent Development & Team Culture, Gift Processing, Information Systems, and Research & Prospect Management teams.

Lamego works closely with senior executives of the University across various departments and divisions. Since joining the University, she has made significant process improvements within the Office of Institutional Advancement and contributes to the University's overall operational effectiveness and efficiency. She pioneered the Endowment Management System creation, which won a CASE Grand Gold Award for the University in 2020. She serves on several university-wide committees, including the Scholarship Task Force, Endowment and Gift Compliance Committee, HOP Committee, and Unwanted Foreign Influence Committee.

Lamego is a graduate of The University of Texas at El Paso, where she received a Bachelor's and Master's degree in Business Administration, both with a concentration in Management. Prior to joining UTEP, Lamego was the Executive Director of the El Paso Opera, where she now serves on the Board of Trustees.



Maribel Villalva

Assistant Vice President for Alumni and Donor Engagement

A lifelong El Pasoan, Maribel Villalva began a journalism career while still an undergraduate student at UTEP. She worked for the *El Paso Times* for 15 years as the arts reporter and community news editor. During that time, she also briefly worked for *USA Today* as a features writer, and for Gannett News Service as a reporter for the 2004 Summer Olympics in Athens, Greece. In 2008, Villalva changed careers and became the Executive Director for the El Paso Holocaust Museum and Study Center, one of only 13 free-standing Holocaust museums in the nation. Then, in 2013, she came to work for her alma mater as the Director of the Centennial Museum and Chihuahuan Desert Gardens, as

well as the Executive Director for UTEP's Centennial Celebration.

In 2016, Villalva began serving as the Assistant Vice President for Alumni Relations at UTEP. In September 2020, she oversaw the realignment of the former Office of Alumni Relations as Alumni and Donor Engagement, now fully integrated with the division of Institutional Advancement. Since then, she has been working with a dedicated team and the UTEP Alumni Association to foster meaningful relationships with UTEP's 100,000-plus alumni community around the world.

She earned her bachelor's degree in print media from UTEP in 1997 and her Executive MBA in 2017.

PREFERRED COMPETENCIES AND QUALIFICATIONS

The University of Texas at El Paso seeks a Senior Director of Advancement, College of Business Administration with

- demonstrated success persuading and influencing groups and individuals to support an organization's agenda, particularly donors, colleagues, volunteer leadership, and other stakeholders;
- an unending commitment to positively contributing to team culture and a commitment to making UTEP IA a great place to work;
- tenacious optimism and a goal-oriented, growth mindset;
- an ability to remain flexible and develop creative solutions in pursuit of always maintaining forward momentum;
- a capacity to multitask and continually balance competing priorities within a dynamic environment;
- an ability to work independently and collaboratively on a small team with limited resources, supporting the success of all colleagues and prioritizing UTEP's overall goals above personal achievement;
- a working understanding of a research university environment with prominent faculty along with the grace and enthusiasm necessary to engage high net-worth individuals; and
- demonstrated success fundraising for a business school or program (preferred).

A bachelor's degree is required for this position as is at least six years of successful major gift fundraising experience.

SALARY AND BENEFITS

The University of Texas at El Paso offers a competitive salary and [benefits package](#).

LOCATION

This position is located in El Paso, Texas. Set against the backdrop of the Franklin Mountains in the Chihuahuan Desert, UTEP is located at the heart of the U.S.-Mexico border in one of the largest binational communities in the world. UTEP's award-winning, sustainably designed campus landscape and unique Bhutanese architecture create an energizing and tranquil oasis in the bustling El Paso-Juárez metropolis.

APPLICATION INSTRUCTIONS

All applications must be accompanied by a cover letter and résumé. ***Cover letters should be responsive to the mission of the University of Texas at El Paso as well as the responsibilities and qualifications stated in the prospectus.*** Review of applications will begin immediately and continue until the successful candidate has been selected. All inquiries will be held in confidence.

To apply for this position, visit:

[Senior Director of Advancement, College of Business Administration, University of Texas at El Paso.](#)

To nominate a candidate, please contact Don Hasseltine:

donhasseltine@aspenleadershipgroup.com.