



SENIOR DIRECTOR FOR ADVANCEMENT/CHIEF DEVELOPMENT OFFICER, SINCLAIR SCHOOL OF NURSING

[UNIVERSITY OF MISSOURI](#)

Columbia, Missouri



Mizzou
University of Missouri

The Aspen Leadership Group is proud to partner with University of Missouri in the search for a Senior Director for Advancement/Chief Development Officer, Sinclair School of Nursing.

The Senior Director for Advancement/Chief Development Officer, Sinclair School of Nursing will lead the development program for the Sinclair School of Nursing, with focus on securing major and leadership gifts of five- to seven-figure and above. The Senior Director/CDO will collaborate and contribute as part of a larger team of colleagues in Health Advancement to bolster the mission of the Sinclair School through philanthropic support. The Senior Director/CDO will join the school as it moves into the new home of the Sinclair School of Nursing, a 64,585 square-foot, \$30 million state-of-the-art facility equipped with a simulation center, staging rooms to mimic hospital settings and other innovative spaces to progress education, research, and clinical care.

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.

SINCLAIR SCHOOL OF NURSING

The Sinclair School of Nursing's mission is to improve the health of all people, especially Missourians, through discovery, teaching, practice, and scholarship. Since 1920, nurses from across the country have trusted their education to the MU Sinclair School of Nursing. Its Baccalaureate, Master's, and Doctor of Nursing Practice program are accredited by the Commission on Collegiate Nursing Education and have the full approval of the Missouri State Board of Nursing. *U.S. News & World Report* has ranked the Sinclair School of Nursing's online program for Graduate Education and its Master and Doctorate in Nursing programs in the top 50. The MU Sinclair School of Nursing was ranked as the No. 1 nursing school program by *College Atlas Encyclopedia of Higher Education*. The National Council of State Boards of Nursing (NCSBN) pass rate is 94 percent for first-time test takers, exceeding the national rate of 87 percent. Certification pass rates for Family Nurse Practitioner, Pediatric Nurse Practitioner, and Psychiatric Mental Health Nurse Practitioner graduates is 100 percent. The school's placement rate for nursing graduates ranges from 98 percent to 100 percent and the school is one of the largest producers of Bachelor of Science in Nursing graduates in the state of Missouri. Seven University of Missouri faculty are members of the National Academy of Sciences, four of whom are professors with the University of Missouri Health System; 17 faculty and faculty emeriti are Fellows in the American Academy of Nursing; and Sinclair School of Nursing Faculty have among the highest scholarly productivity rates in the nation among all public nursing school members of the Association of American Universities.

REPORTING RELATIONSHIPS

The Senior Director for Advancement/Chief Development Officer, Sinclair School of Nursing will report to the Associate Vice Chancellor of Health Advancement, Patrick O'Hara.

FROM THE ASSOCIATE VICE CHANCELLOR

Thank you for your interest in the Senior Director for Advancement/Chief Development Officer for the Sinclair School of Nursing role at the University of Missouri. It is a most exciting time for the Sinclair School with the progression of our mission to improve the health of all people, especially Missourians, through discovery, teaching, practice, and scholarship. In addition, we are nearing completion of a new building. It will be a 64,585-square-foot, \$30 million state-of-the-art facility equipped with a simulation center, staging rooms to mimic hospital settings, common spaces, offices, and a student lounge. The new facility

will help bridge the academic partnership between our nursing students and MU Health Care. It will indeed attract individuals like yourself who are passionate about nursing and want to contribute firsthand to our compelling mission. The Senior Director/CDO will be instrumental in the future of the Sinclair School as you will lead all fundraising efforts. You will manage a robust portfolio, have resources and tools available for your success, and the opportunity to work in partnership with the talented leadership of the Sinclair School. I look forward to meeting you!

—Patrick O'Hara, Associate Vice Chancellor of Health Advancement

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 Senior Director for Advancement/Chief Development Officer, Sinclair School of Nursing will

- create a donor strategic plan with a focus on cultivation, solicitation, and stewardship activities and touchpoints, in alignment with the school's vision and priorities;
- identify, cultivate, and steward individual, alumni, community, corporate, and foundation donors with the capacity to provide a major gift;
- manage a portfolio of at least 100 donors and prospects;
- build the fundraising team and lead them into the strategic plan;
- collaborate with school leadership, department chairs, and faculty to actively engage them in donor engagement;
- provide leadership for other development activities within the school including, but not limited to, annual fund, stewardship, donor recognition, and communications;
- engage with volunteer groups to inspire philanthropic support for the school; and
- collaborate with others to advance fundraising efforts to achieve goals for the Sinclair School of Nursing, as well as the university, in accordance with the Office of Associate Vice Chancellor for Health Advancement.

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.

Patrick O'Hara

Associate Vice Chancellor for Health System Advancement

Patrick O'Hara joined Mizzou Advancement in 2021 and serves as the chief development officer for Mizzou's health science units, the School of Medicine, Sinclair School of Nursing, School of Health Professions, and College of Veterinary Medicine, as well as MU Health Care.

He and his team oversee a comprehensive approach to health science advancement, including grateful patient and client programming, in addition to alumni fundraising programs and the cultivation of transformative, visionary gifts.

Patrick brings extensive experience to his role, having previously served as Senior Associate Vice President of Institutional Advancement at the University of Texas Health Science Center at San Antonio. He has held leadership roles at the University of Houston, the Mayo Clinic in Arizona and Minnesota, and served in leading national major gifts programs at St. Jude Children's Research Hospital and Juvenile Diabetes Research Foundation. Patrick holds a Bachelor of Arts in journalism with a concentration in advertising and marketing from Texas State University and a Master of Science in non-profit management from Our Lady of the Lake University.

PREFERRED COMPETENCIES AND QUALIFICATIONS

University of Missouri seeks a Senior Director for Advancement/Chief Development Officer, Sinclair School of Nursing with

- a commitment to the mission of University of Missouri—to provide all Missourians the benefits of a world-class research university;
- enthusiasm for the Sinclair School of Nursing's tradition of improving the health of all people through discovery, teaching, practice, and scholarship;
- 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;
- 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 six years of experience from which comparable knowledge and skills can be acquired is necessary.

SALARY & BENEFITS

The salary range for this position starts at \$90,000 with relocation benefits. 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:

[Senior Director for Advancement/Chief Development Officer, Sinclair School of Nursing, University of Missouri.](#)

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

[feliciagh@aspenleadershipgroup.com.](mailto:feliciagh@aspenleadershipgroup.com)

All inquiries will be held in confidence.