



SENIOR DIRECTOR FOR ADVANCEMENT, HEALTH CARE  
[UNIVERSITY OF MISSOURI](#)  
Columbia, Missouri



Aspen Leadership Group is proud to partner with University of Missouri in the search for a Senior Director for Advancement, Health Care.

The Senior Director for Advancement, Health Care will secure major and principal funds from alumni, community philanthropists, grateful patients, corporations, and foundations.

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.

## **MU HEALTH CARE AND SCHOOL OF MEDICINE**

As an academic health system, MU Health Care is home to groundbreaking research that has made it an international health care destination. Its researchers, scientists, and physicians work together to provide bench-to-bedside treatment. These treatments provide access to personalized medicine based on factors as specific as the DNA of cancer tumors. As the home of a research reactor, MU Health Care pursues innovative research and makes advanced, customized treatments in Missouri.

MU Health Care patients benefit from the latest research and medical evidence. Its expert physicians offer a wide depth and breadth of services, from preventive health care to treatment for serious illnesses or injuries. MU Health Care treats patients with advanced procedures, providing access to the highest level of trauma care in the region; advanced neonatal care for newborns; the only hospital in the region dedicated to orthopaedic care; fast care for heart attacks and strokes; and the state's only hospital designed solely for cancer care.

At MU Health Care, future health professionals are trained to provide advanced, patient-centered care. The students and faculty at University of Missouri stay up to date on the newest treatments and methods, getting the hands-on experience that will help them care for patients for years to come. Through the MU School of Medicine, MU Sinclair School of Nursing, and MU School of Health Professions, future doctors, nurse practitioners, physician assistants, nurses, and more are trained to offer personalized care with confidence and compassion.

For more than 150 years, the University of Missouri School of Medicine has focused on saving and improving lives through exemplary education, research, and patient care as the first publicly supported medical school west of the Mississippi River. More Missouri physicians have received their medical degree from MU than from any other university. The School of Medicine's more than 680 faculty physicians and scientists educate more than 1,000 medical students, residents, fellows, and others seeking advanced degrees, as well as more than 1,000 undergraduate students each semester. The school's researchers focus on lifesaving discoveries that address the most prevalent health problems. MU School of Medicine graduates treat patients from every county in the state, and more Missouri physicians have received their medical degrees from MU than from any other university.

MU School of Medicine graduates are trained, evaluated, and expected to be competent in their ability to deliver patient-centered care, including their capability to communicate with the patient, family members, and colleagues working as part of an interdisciplinary team. The school uses a patient-based learning style, which emphasizes self-directed learning and early clinical experiences.

Graduates of MU School of Medicine consistently score higher than the national average on the United States Medical Licensing Examination (USMLE). The MU School of Medicine is nationally ranked in such areas as family and community medicine, primary care, pharmacology and physiology, and health management and informatics. *U.S. News & World Report* ranks the School of Medicine No. 80 nationwide in Best Medical Schools: Research and No. 67 in Best Medical Schools: Primary Care.

## **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 Senior Director for Advancement, Health Care will report to the Executive Director for Advancement, Health Care.

### **FROM THE VICE CHANCELLOR**

*The University of Missouri School of Medicine is the first publicly supported medical school west of the Mississippi River and has improved health, education, and research since 1872. As an academic health system, MU Health Care is home to groundbreaking research that has made us an international healthcare destination. From three new, FDA-approved cancer treatments to a biological treatment for joint pain, MU Health Care physicians help patients across Missouri and worldwide receive leading-edge care. We are growing, and philanthropy is essential and a priority. We are grateful for your interest in learning more about our Health Advancement team.*

*In this position, you will work with School of Medicine Alumni, Grateful Patients, and Community supporters who impacted our education, research, and clinical care programs. The University of Missouri is indeed making a difference. In fact, more Missouri physicians received their medical degrees from MU than from any other university. The School of Medicine's more than 680 faculty physicians and scientists educate more than 1,000 medical students, residents, fellows, and others seeking advanced degrees and more than 1,000 undergraduate students each semester.*

*The school is nationally ranked in such areas as family and community medicine, primary care, pharmacology and physiology, and health management and informatics. Our researchers focus on lifesaving discoveries that address the most prevalent health problems. Our Alumni are involved in their School and committed to giving back through philanthropy. The exceptional care our physicians, nurses, and clinical teams provide to our patients makes a difference in saving and improving lives. Your portfolio will be rich and ready for engagement.*

*MU School of Medicine graduates patients from every county in the state. With innovative Centers and Institutes such as Thompson Center for Autism and Neurodevelopment, Ellis Fischel Cancer Center, and NextGen Precision Health, you can work and partner with world-class leaders. A new Children's Hospital is on the horizon and will open its doors in June 2024.*

*We are honored for your consideration in serving and joining us to drive our mission. We look forward to your application. Thank you again, and we invite you to reach out about how you can join during a transformational time in our history.*

— Jackie Lewis, Vice Chancellor for University 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, Health Care will

- develop a comprehensive understanding of the research, teaching, clinical programs, and priorities of MU Health Care and School of Medicine to represent these opportunities both internally and externally;
- identify, cultivate, solicit, and steward major gifts primarily from alumni, grateful patients and families, community members, individual donors, corporations, foundations, and faculty;
- partner with faculty members to identify and create strategies for outreach, approach, solicitation, and stewardship of grateful patients and families in support of research, training, and patient care;
- provide leadership as an advancement officer in the development and implementation of advancement goals, objectives, and programs and assure alignment with facility, organizational and system-wide goals, objectives, strategic plans, mission, vision, and values;
- manage a dynamic portfolio to ensure successful evaluation, cultivation, solicitation, and stewardship of relationships;
- engage in educational trainings and activities within MU Health Care, MU School of Medicine, and Central Advancement;
- partner with colleagues to execute fundraising activities including, but not limited to, special events, tours, and faculty/staff presentations to support cultivation of major gift prospects;
- work collaboratively with Central Advancement functions such as planned giving, corporate and foundation relations, regional programs, prospect research, and records; and
- develop and maintain a thorough understanding of the Health Insurance Portability and Accountability Act (HIPAA).

## **LEADERSHIP**

### **Jackie Lewis**

#### **Vice Chancellor for University Advancement**

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.

**Richard J. Barohn, M.D.**

**Executive Vice Chancellor for Health Affairs**

**Hugh E. and Sarah D. Stephenson Dean, School of Medicine**

Richard J. Barohn, M.D. treats patients with neurological and neuromuscular diseases, such as amyotrophic lateral sclerosis (ALS), muscular dystrophy, and myasthenia gravis. He has a particular interest in using telehealth to help rural patients with ALS. Dr. Barohn has Missouri roots, growing up in St. Louis and earning his medical degree from University of Missouri Kansas City. He served in the Air Force, where he rose to the rank of lieutenant colonel, and has practiced as a neurologist for more than 30 years. Most recently, he served as the Chair of the Department of Neurology and the Vice Chancellor of Research at the University of Kansas Medical Center. He is MU's top health administrator—the Executive Vice Chancellor for Health Affairs—and the Executive Scientific Director of the NextGen Precision Health Institute.

## **PREFERRED COMPETENCIES AND QUALIFICATIONS**

University of Missouri seeks a Senior Director for Advancement, Health Care with

- a commitment to the mission of University of Missouri—to provide all Missourians the benefits of a world-class research university;
- an ability to learn and translate mission related information to inspire and motivate donors for giving;
- self-motivation and the discipline needed to regularly set and achieve goals;
- a strong sense of urgency that motivates and inspires others to action; and
- strong organizational skills, exemplary interpersonal and written communication skills, and an ability to favorably affect volunteers and donors.

A bachelor's degree or an equivalent combination of education and experience and at least six years of fundraising experience or equivalent transferable skills that show an understanding of the development model is required for this position. Academic health center fundraising or higher education experience is preferred.

### **SALARY AND BENEFITS**

The salary range for this position is \$85,000 to \$100,000 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.*** Review of applications will begin immediately and continue until the successful candidate has been selected.

To apply for this position, visit: [Senior Director for Advancement, Health Care, 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.*