



**SENIOR DIRECTOR FOR ADVANCEMENT  
REGIONAL ADVANCEMENT (DALLAS, TEXAS)**

**[UNIVERSITY OF MISSOURI](#)**

**Location — Remote (Metropolitan Dallas, Texas)**



The Aspen Leadership Group is proud to partner with University of Missouri in the search for a Senior Director for Advancement, Regional Advancement (Dallas, Texas).

The Senior Director for Advancement, Regional Advancement will utilize best practices to identify, evaluate, cultivate, solicit, and steward prospective and current donors, alumni, and friends of the university with a philanthropic capacity of \$50,000 and higher. The Senior Director will achieve a high level of annual productivity for contacts, visits, and proposals presented and closed. Through a collaborative approach, the Senior Director will partner with Advancement colleagues in the schools, colleges, and programs to coordinate strategy and planning.

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.

### **REPORTING RELATIONSHIPS**

The Senior Director for Advancement, Regional Advancement will report to the Executive Director of Regional Advancement, Andrea Cathey.

### **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, Regional Advancement will

- identify, evaluate, cultivate, solicit, and steward prospective, current, and past donors through personal visits and various types of direct communication;
- foster meaningful relationships to cultivate and solicit major and planned gifts at the \$50,000 level and higher through a portfolio of 60-100 individual donors;
- manage regular correspondence and proposals with prospective donors;
- successfully manage a portfolio of 60-100 individual donors, creating a strategy for moving them through the charitable giving process;
- contact donors to request visits and coordinate meeting arrangements, coordinate individual travel, and manage travel budget and expenses;

- work collaboratively and communicate effectively across campus with unit Advancement colleagues, deans, leadership, faculty, and staff as well as central Advancement colleagues in Planned Giving, Donor Relations, Mizzou Alumni Association, Mizzou Annual Fund, and Corporate and Foundation Relations;
- use a data-driven approach for researching prospects and tracking communication;
- assist with and participate in donor activities and events in the Dallas/Fort Worth territory;
- provide input and leadership in the development and implementation of advancement goals and objectives and assure alignment with the university's priorities, mission, vision, and values;
- seek out and engage in professional development opportunities to increase skills and knowledge of fundraising;
- participate in Advancement staff meetings, prospect strategy meetings, case management, annual planning, and regular check-ins and progress updates; and
- assist with training new staff through joint travel and mentorship.

## 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.

**Andrea Cathey****Executive Director of Regional Advancement**

Andrea Cathey serves as the Executive Director for Regional Advancement and as a Content Expert on the Gift Planning team. A native of Kansas City, MO she came to Mizzou for undergrad and fell in love with campus and Columbia. She is a proud alumna and has been an MU employee in various roles (previously with the Office of Student Financial Aid and the MU School of Law) for more than 28 years. In 2006 Cathey joined MU Advancement as an Advancement Officer on the Regional Team, covering the West Coast. Currently, as the CDO of Regional Advancement, she oversees a team of 10, consisting of front-line major and planned gift fundraisers covering the United States from coast to coast and fully remote fundraisers in key cities (Kansas City, St. Louis and Chicago).

**PREFERRED COMPETENCIES AND QUALIFICATIONS**

University of Missouri seeks a Senior Director for Advancement, Regional Advancement with

- a commitment to the mission of University of Missouri—to provide all Missourians the benefits of a world-class research university;
- a history of soliciting and closing major, planned, and blended gifts with significant institutional impact and an ability to work effectively with high-capacity donors;
- a sophisticated understanding of the stages in the donor life cycle;
- working knowledge all types of giving vehicles and tax laws related to charitable giving;
- a commitment to donor focused fundraising and an ability to learn and understand organizational relationships and dynamics and use them to achieve objectives and goals;
- experience using best practices to create and execute donor-focused major gifts strategies that drive revenue and alumni participation rates;
- an ability to think creatively and develop innovative strategies to achieve goals;
- 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; 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 six years of progressively responsible major gift fundraising experience, preferably in higher education with participation in a capital/comprehensive campaign, is required for this position.

**SALARY & BENEFITS**

The salary range for this position is \$100,000 to \$125,000 annually. University of Missouri offers a comprehensive [benefits package](#).

## LOCATION

This is a remote position based in the Dallas, Texas area. Regular trips to the Columbia, Missouri campus (minimum of 4) to engage with Advancement and campus colleagues are required.

## 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, Regional Advancement \(Dallas, Texas\), University of Missouri.](#)

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

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

*All inquiries will be held in confidence.*