



EXECUTIVE DIRECTOR FOR ADVANCEMENT, COLLEGE OF ENGINEERING
[UNIVERSITY OF MISSOURI](#)
Columbia, Missouri



The Aspen Leadership Group is proud to partner with University of Missouri in the search for an Executive Director for Advancement, College of Engineering.

The Executive Director for Advancement, College of Engineering will direct and oversee a comprehensive advancement program that identifies, cultivates, solicits, and stewards prospects with the capacity to support the College of Engineering. The Executive Director will provide leadership, coaching, mentoring, and inspiration to the Engineering Advancement Team while overseeing a personal portfolio of major gift prospects. Using a donor-first approach, the Executive Director will bring together a comprehensive approach to fundraising and inspirational opportunities to give in support of the University of Missouri and the College of Engineering.

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.

THE COLLEGE OF ENGINEERING

The College of Engineering at the University of Missouri educates engineers, creates leaders, advances technology, and develops entrepreneurs in a research and interdisciplinary environment; resulting in well-informed citizens, economic development, job creation, and an improved standard of living for Missouri and beyond. Mizzou Engineering leaders are driven by curiosity, wonder, and a desire to make the world a better place. Mizzou Engineering provides opportunities to collaborate with peers and faculty across campus to gain hands-on experience that complements in-class coursework. With over 50 engineering organizations and more than 600 student clubs at Mizzou, students are able to connect with fellow Tigers who share their interests and passions. Mizzou has a long tradition of engineering excellence that dates back more than 150 years, and it continues to make history, designing innovative solutions and making exciting new discoveries. Mizzou Engineering strives to provide a community of excellence that fosters innovation in teaching, research, and outreach. Its [strategic plan](#) provides a blueprint for how it fulfills its mission and achieve its vision while honoring the core values of the University of Missouri.

REPORTING RELATIONSHIPS

The Executive Director for Advancement, College of Engineering will report to the Assistant Vice Chancellor, Constituent Units, Michael Kateman. The Executive Director will oversee a team of four.

FROM THE ASSISTANT VICE CHANCELLOR

This is a most exciting time to lead the Engineering advancement team at Mizzou. As the chief fundraising officer, you will have the opportunity to build on the great success of our recent campaign with an enthusiastic team of fundraisers and a dean who is full-out committed to fundraising for the college.

Throughout the campaign, the Engineering advancement team performed well, strengthening both the culture of philanthropy with external stakeholders and the culture of fundraising within the college. Our Engineering campaign goal was \$100M, which we exceeded by \$5.6M. Post campaign, we are seeking a partner who thrives in an environment of collaboration and high performance, inspiring fundraisers to be their best and encouraging productive relationships with our central advancement teammates.

My leadership philosophy and practice are based on the web of inclusion, where your voice is welcomed and vital to our overall success. My coaching style is inspired by Stephen Covey's longstanding advice—"The main thing is to keep the main thing the main thing." I look forward to chatting with you about making Mizzou's College of Engineering advancement your main thing.

—Michael Kateman, Assistant Vice Chancellor, Constituent Units

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 Executive Director for Advancement, College of Engineering will

- provide leadership, coaching, mentoring, and inspiration to the Engineering Advancement team;
- ensure the Engineering Advancement work environment supports the college's commitment to inclusive excellence;
- strategize fundraising efforts within the college in conjunction with the Dean, Department Chairs, and MU Advancement;
- identify prospective individual and corporate/foundation donors;
- develop, implement, and manage an annual advancement plan for the college;
- manage an individual portfolio of major-gift donors, make substantive contact (including face-to-face visits), and present major-gift proposals;
- identify leadership prospects with a strong sphere of influence and affluence resulting in major leadership gifts of six-, seven-, and eight-figures;
- actively engage in campus prospect management efforts in conjunction with the division; and
- serve as the primary liaison with the division and the college leadership, students, faculty, and staff.

LEADERSHIP

Noah D. Manning

Dean, College of Engineering

Noah D. Manning is Dean of the College of Engineering and Ketcham Professor in the Mechanical and Aerospace Engineering Department at the University of Missouri.

Manring previously served as chair of the former Electrical and Computer Engineering Department, and on two separate occasions served as the college's Associate Dean of Research. He also served as Associate Dean for Administration at Princeton University and as a program manager at Caterpillar's Technical Center in Mossville, Illinois. He holds 10 U.S. patents for innovations in the field of fluid power.

As a professor, he has received research funding from Caterpillar Inc., Festo Corp., and the National Fluid Power Association, as well as from the Department of Education, the National Science Foundation, and various private donors. He has additionally done consulting work for several industrial firms, including Moog Inc., FMC Wyoming Corp., Dennison Hydraulics, and Parker Hannifin. Manring has published two books, *Hydraulic Control Systems*, first and second editions, and *Fluid Power Pumps and Motors: Analysis, Design and Control*. He currently is working on his third book, *Opportunity, Genius, and Entrepreneurship: A History of Modern Engineering*.

Before joining the MU faculty, Manring worked for eight years in the off-highway mobile equipment industry.

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.

Michael Kateman

Assistant Vice Chancellor, Constituent Units

Mike Kateman joined Mizzou Advancement as the Assistant Vice Chancellor for Constituent Units in March 2018. For three decades, Mike has served in higher education advancement and communications. Most recently, he was Director of Internal Communications at the University of Missouri System, where he was

responsible for providing strategy, leadership, and coordination for internal communications, coordinating branding initiatives and working with system and campus leaders to create strategic communications plans, programs, and initiatives. He began his higher education career in 1987 at the Mizzou Alumni Association and during his 19-year tenure at Mizzou also served as Director of University Events and Activities, Director of the Annual Fund, Director of Gift Planning and Endowments, and Executive Director of Advancement for the College of Arts and Science, where he organized the college's \$40 million component of the *For All We Call Mizzou Campaign*. From 2006 to 2015, Mike worked for Columbia College as Executive Director of Development, Alumni and Public Relations, successfully leading its largest fundraising campaign and re-branding efforts.

In addition to higher education, Mike's marketing, public relations, and fundraising background also includes health care, the arts, and human services. He is a member of the Board of Directors for the Arrow Rock Lyceum Theatre and the Missouri Symphony. He also serves as president of the Board of Directors for the Food Bank for Central and Northeast Missouri.

A sixth-generation Missourian, Mike is a three-time graduate of the University of Missouri. He earned a PhD in Educational Leadership and Policy Analysis with an emphasis in higher education, an MA from the School of Journalism, and a BS in Business Administration, Marketing with an emphasis in Spanish. He also attended the Universidad Iberoamericana in Mexico City. His doctoral research includes the power of personal narrative in racial identity, inclusive messaging, stewardship in higher education advancement, and the role of university presidents and deans in fundraising.

PREFERRED COMPETENCIES AND QUALIFICATIONS

University of Missouri seeks an Executive Director for Advancement, College of Engineering 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 College of Engineering's tradition of engineering excellence and an ability to share that enthusiasm broadly and effectively;
- 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 seven years of experience from which comparable knowledge and skills can be acquired is necessary.

SALARY & BENEFITS

The salary range for this position is \$115,000 to \$150,000 annually. 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:

[Executive Director for Advancement, College of Engineering, University of Missouri](#).

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

feliciagh@aspenleadershipgroup.com.

All inquiries will be held in confidence.