



SENIOR DIRECTOR FOR ADVANCEMENT
COLLEGE OF AGRICULTURE, FOOD, AND NATURAL RESOURCES
[UNIVERSITY OF MISSOURI](#)
Columbia, Missouri



The Aspen Leadership Group is proud to partner with University of Missouri in the search for a Senior Director for Advancement, College of Agriculture, Food, and Natural Resources.

The Senior Director for Advancement, College of Agriculture, Food, and Natural Resources will focus on securing major and leadership gifts of five- to seven-figures and above. The Senior Director will collaborate with the Dean, the Executive Director, and advancement team colleagues to cultivate philanthropic support that bolsters the mission of the College of Agriculture, Food, and Natural Resources (CAFNR), which has provided visionary and transformative solutions for the environment, food systems, economies, and communities for over 150 years.

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.

COLLEGE OF AGRICULTURE, FOOD, AND NATURAL RESOURCES

The College of Agriculture, Food, and Natural Resources strives to create a healthy world and is driven to pioneer impactful solutions for agriculture, food, and natural resources. To highlight the recognized strength of existing and future programs, CAFNR has established a select collection of programs that exemplify CAFNR's drive to distinction. Through these seven *Programs of Distinction*: Food and Agricultural Policy Research Institute; Interdisciplinary Plant Group; Interdisciplinary Reproduction and Health Group; MU Forage-Livestock Group; MU Livestock Engineering Team; Show-Me-Select™ Replacement Heifer Program; and University of Missouri Center for Agroforestry, CAFNR is making strides toward a healthier world.

Fast-changing environmental, economic, technological, and sociological forces, including food needs, climate change, agriculture advancements, and health demands for humans, animals, and plants are transforming the future. These changes will shape research, student training, and community connections. Missouri is fortunate to have strong agriculture, natural resource, financial, and healthcare industries as allied partners to provide CAFNR, as part of Missouri's land-grant university, an opportunity to affect the lives of every citizen by providing unbiased, relevant, and accessible education, information, and resources. [*Drive to Distinction*](#), CAFNR's strategic plan addressing these issues is the result of an all-encompassing, inclusive process, spanning 16 months, engaging faculty, staff, students, alumni, and stakeholders from across Missouri.

REPORTING RELATIONSHIPS

The Senior Director for Advancement, College of Agriculture, Food, and Natural Resources will report to the Executive Director of Advancement, College of Agriculture, Food, and Natural Resources, Shawn Poore.

FROM THE EXECUTIVE DIRECTOR

Thank you for your interest in the College of Agriculture, Food, and Natural Resources at the University of Missouri—Missouri's land-grant institution. For more than 150 years CAFNR has worked to create a healthy world and continues to make strides through our Programs of Distinction, addressing CAFNR's impacts on Missouri's agriculture and natural resources. Our six academic divisions provide transformational academic opportunity and advance research and innovation.

If you are passionate about working for a college that engages in teaching and research that benefit agriculture, food, health, and our environment we would welcome you to apply. With more than 31,000 alumni worldwide, we are looking for a seasoned professional to help us advance the mission of CAFNR through philanthropic investments.

I am a sixth generation Missourian and co-own our family farm. I see the direct impacts CAFNR has made and continues to make every day in our cities and rural communities statewide. I invite you to be part of our Team!

—Shawn Poore, Executive Director of 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, College of Agriculture, Food, and Natural Resources will

- identify prospective individual donors, corporations, and foundations for major gifts (\$50,000 and above) and initiate appropriate cultivation, solicitation, and stewardship strategies;
- develop and implement an annual operating plan with monthly and quarterly activity and progress goals, under the direction of the Executive Director of Advancement;
- attend CAFNR donor functions, central Advancement meetings, and participate in prospect strategy meetings;
- participate in creating fundraising strategy and alumni/stakeholder engagement efforts within the College in conjunction with the Dean, CAFNR Advancement, Division Directors, and MU Advancement using the CAFNR *Drive to Distinction* strategic plan as a guidepost;
- positively represent the University of Missouri and CAFNR at all times and assist with other fundraising projects as needed;
- perform required recordkeeping related to donor activities; and
- actively engage in CAFNR and University Advancement staff meetings, prospect management and prospect strategy meetings, and University functions.

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.

Shawn Poore

Executive Director of Advancement, College of Agriculture, Food, and Natural Resources

Shawn Poore wants to make a difference in the lives of others. He serves as the College of Agriculture, Food, and Natural Resources' chief fundraiser and oversees the advancement and alumni relations team. He previously served as Senior Director of Advancement at MU's Trulaske College of Business, as Vice President of University Advancement at William Woods University, as Director of Philanthropy at Stephens College, and as Senior Director of Development at the MU College of Engineering (COE).

Shawn is a sixth-generation Missourian and grew up on the family farm in Knox County in northeast Missouri. He earned his Bachelor of Arts in Political Science from Westminster College in Fulton, Missouri.

Christopher R. Daubert, Ph.D.

Vice Chancellor and Dean, College of Agriculture, Food, and Natural Resources

Christopher R. Daubert, Ph.D., serves as the Vice Chancellor and Dean of the College of Agriculture, Food, and Natural Resources at the University of Missouri. He is also a Professor in the Division of Food, Nutrition, and Exercise Sciences. Daubert joined Mizzou from North Carolina State University, where he served as a professor and head of the Department of Food, Bioprocessing, and Nutrition Services; Director of the Food Rheology Laboratory; and System Co-chair of Food, Biochemical, and Engineered Systems. His research explained the physical chemistry, molecular-level interactions, and functionality of food systems

through an understanding of rheological behavior, while solving problems facing the food and pharmaceutical industries. Daubert has served as editor-in-chief of the *Journal of Texture Studies* and on the editorial board of the *Journal of Food Process Engineering*. He is a fellow of the Institute of Food Technologists (IFT) and is currently serving on the IFT Board of Directors. Daubert also serves on the Board of Trustees for the Council for Agricultural Science and Technology (CAST). Daubert received his Ph.D. in agricultural engineering and food science at Michigan State University and has been recognized with distinguished alumnus awards from Pennsylvania State University and Michigan State University. Upon his arrival to Missouri in 2017, Dean Daubert envisioned the Show-Me-State Food, Beverage, and Forest Product Manufacturing Initiative to expand the economic impact of Missouri agriculture by transforming Missouri commodities into value-added products.

PREFERRED COMPETENCIES AND QUALIFICATIONS

University of Missouri seeks a Senior Director for Advancement, College of Agriculture, Food, and Natural Resources 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 successful solicitations of major and principal gifts that support the building of an advancement program and fundraising performance;
- a sophisticated understanding of the stages in the donor life cycle;
- campaign planning and/or execution experience (preferred);
- 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 five years of experience from which comparable knowledge and skills can be acquired 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 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, College of Agriculture, Food, and Natural Resources, 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.