



EXECUTIVE DIRECTOR FOR ADVANCEMENT, FOUNDATION RELATIONS

UNIVERSITY OF MISSOURI

Location—Remote



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

The Executive Director for Advancement, Foundation Relations will lead and manage Mizzou's Foundation Relations team with a mission to support faculty and other research investigators through charitable research grant and contract support for identified research priorities and themes across the institution. The Executive Director will work in conjunction with the various constituency-based advancement officers, deans, department chairs, faculty, and staff to maximize gift and grant support at the major gift level from both national and regional foundations. Furthermore, the Executive Director will collaborate with departments within the university to determine best practices and develop policies and guidelines for the university's external grants management process.

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.

***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 Executive Director for Advancement, Foundation Relations will report to the Assistant Vice Chancellor for University Programs, Meichele Foster. The Executive Director will oversee two to three staff.

FROM THE ASSISTANT VICE CHANCELLOR

I am excited to invite you to apply for the position of Executive Director for Advancement, Foundation Relations at the University of Missouri. Are you looking for a new challenge with tons of opportunity? If you are a strong leader, effective manager, and successful fundraiser capable of conceptualizing, launching, and guiding a holistic and strategic approach to foundation engagement then this is your dream position. This position is perfect for a seasoned professional to create and develop a team that will build upon our past success while expanding opportunities to help our university thrive. We are excited by the opportunity to find someone with innovative ideas, strong organizational skills, a proven record of success, and the power to motivate donors and colleagues alike. I am looking for a leader to be the face and voice to internal and external audiences—an individual who can convey the mission and value of Mizzou and help write a new chapter in Mizzou foundation fundraising. If you are interested in growing our vision for the future and enhancing our relationships with prominent partners, I invite you to apply. I look forward to meeting you!

—Meichele Foster, Assistant Vice Chancellor for University Programs

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

Fundraising and Strategic Planning

The Executive Director for Advancement, Foundation Relations will

- design and implement strategies and activities to increase support from existing foundation funders and identify new potential foundation support, working closely with the executive and senior leadership to drive fundraising strategy;
- manage a portfolio of foundation donors and prospects by designing and implementing strategies for cultivation and solicitation, involving senior university leadership, deans, faculty members, or other members of the Advancement staff;
- identify national and regional foundations whose giving interests match the strengths and priorities of the university;
- develop an understanding of foundations leaders and board members and their networks, prior engagement with the university, decision-making processes, and contact preferences;
- lead cross-functional collaborations to secure support for multidisciplinary projects;
- maintain a deep and broad understanding of university programs and priorities and faculty research strengths and use this understanding to seek foundation funding for individual faculty members or university projects or to convene multi-faculty intra- or interdisciplinary groups to develop projects that will attract foundation funding;
- ensure high-quality stewardship of collaborative grants by facilitating intra-organizational planning and coordination to meet grant deliverables;
- research the giving interests of foundation funders and stay abreast of philanthropic trends and recent foundation giving;
- identify new opportunities for funding that align with the university's programs through prospect research;
- prepare foundation materials including but not limited to developing and writing competitive cases for support, letters of inquiry and proposals for foundations, in cooperation with faculty and staff collaborators;
- lead the planning and execution of meetings with foundation staff, research and draft briefings for leadership in advance of foundation meetings, and prepare senior staff for foundation meetings and phone calls;

- meet with foundation representatives to familiarize them with the university and to discuss in appropriate depth their potential interest in support and projects that represent the university's strengths and priorities;
- organize campus visits for foundation representatives as cultivation or stewardship events;
- partner with other members of the university to cultivate relationships with both current and prospective donors;
- track grant requirements and deadlines as well as contact between the university and funders; and
- liaise with program and finance staff to monitor grant spending.

Effective Communication and Collaboration

The Executive Director for Advancement, Foundation Relations will

- brief and prepare senior university leaders, deans, or faculty members for meetings with foundation representatives;
- ensure timely submission of thorough and accurate progress and final reports, consistent with foundation guidelines and the university's commitment to integrity and excellence;
- maintain positive relationships with foundations throughout the grant cycle and keep abreast of changes within the foundations, monitoring and providing appropriate stewardship to ensure that gifts and grants to the university will lead to future support; and
- oversee clearance of press releases and organize recognition events for foundation gifts and grants.

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.

Meichele Foster

Assistant Vice Chancellor for University Programs

As Assistant Vice Chancellor for University Programs, Meichele Foster brings more than 20 years of higher education experience spanning fundraising, strategic planning, business administration, and public relations. In this role, Meichele oversees a talented team of fundraising professionals in the areas of corporate relations, foundation relations, regional advancement, gift planning, inclusion, diversity and equity, and campus support.

Prior to joining MU, Meichele served as Vice President of Institutional Advancement and initiatives at Stephens College, after nearly 15 years serving the MU School of Health Professions. Meichele has a track record of fundraising success. She secured the first seven-figure gift to the MU School of Health Profession, leading the unit to reach their campaign goal first among all schools and colleges during MU's first billion-dollar campaign. As Vice President at Stephens College, Meichele secured the largest gift of \$15 million in school history and led a dynamic transformation of career services and industry engagement. Since returning to Mizzou, Meichele has secured gifts totaling \$15 million for the NextGen Precision Health Institute including a \$12 million equipment gift. Additionally, she raised more than \$25 million for student success under the Missouri Compact Scholarship program.

Meichele has a bachelor's degree in sociology from Columbia College and a master's in public affairs from the MU Truman School of Public Affairs.

PREFERRED COMPETENCIES AND QUALIFICATIONS

University of Missouri seeks an Executive Director for Advancement, Foundation Relations with

- a commitment to the mission of University of Missouri—to provide all Missourians the benefits of a world-class research university;
- experience managing a portfolio of foundation donors and managing relationships with both program officers and internal colleagues to create the conditions for success.
- experience soliciting and renewing contributions from foundations by articulating a compelling case for support through multiple communication tools, such as written grant proposals, reports, and budget documents or verbal and visual presentations;
- experience with both corporate and private foundations;
- an understanding of various progressive philanthropic sectors, including health disparities; racial equity, rights, and justice; public health and sustainability; education; or democracy;
- 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 ten years of experience including four years of foundation relations experience or comparable work with foundations, preferably in higher education, is required for this position.

SALARY & BENEFITS

The salary range for this position is \$120,000 to \$150,000 annually. University of Missouri offers a comprehensive [benefits package](#).

LOCATION

The University of Missouri is in Columbia, Missouri. A remote arrangement will be considered (with a minimum of four trips per year to the Columbia, Missouri campus).

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, Foundation Relations, University of Missouri.](#)

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

feliciagh@aspenleadershipgroup.com.

All inquiries will be held in confidence.