



SENIOR DIRECTOR FOR ADVANCEMENT, SINCLAIR SCHOOL OF NURSING

[UNIVERSITY OF MISSOURI](#)

COLUMBIA, MISSOURI



Mizzou
University of Missouri

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

The Senior Director for Advancement, Sinclair School of Nursing will lead the development program for the Sinclair School of Nursing, with a focus on securing major and leadership gifts of five- to seven-figures and above. The Senior Director will collaborate and contribute as part of a larger team of colleagues in Health Advancement to bolster the mission of the Sinclair School through philanthropic support. The Senior Director will join the school as it moves into the new home of the Sinclair School of Nursing, a 64,585 square-foot, \$30 million state-of-the-art facility equipped with a simulation center, staging rooms to mimic hospital settings, and other innovative spaces to progress education, research, and clinical care.

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.

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 in total research via the National Science Foundation. It boasts about 100 new inventions each year and infuses the Missouri economy with approximately \$5 billion 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.

SINCLAIR SCHOOL OF NURSING

As one of the 13 schools and colleges on the Mizzou campus, the Sinclair School of Nursing has the mission to improve the health of all people through discovery, teaching, practice, and scholarship. The School of Nursing has full accreditation from the Commission of Collegiate Nursing Education (CCNE) and offers bachelor's, accelerated bachelor's, RN to BSN, master's, Doctor of Nursing Practice, and Doctor of Philosophy in Nursing degrees.

Sinclair School's consistently top-ranked nursing school cultivates world-class nurses, educators, and researchers. The nursing faculty have extremely high scholarly productivity among all public nursing school members of the Association of American Universities (AAU) with 16 current and emeriti faculty designated as fellows in the American Academy of Nursing.

Research is a top priority at the school with focuses on healthy aging, digital health and technology, minority health and disparities, rurality, and cancer care continuum. The research efforts of the Sinclair School were awarded two of the largest research grants in the history of the university with a combined total of \$34.6 million from the Centers for Medicare and Medicaid Services. Multidisciplinary research centers like NextGen Precision Health and Ellis Fischel Cancer Center are only steps away from the new state-of-the-art building, providing shared resources and advanced technology to help quickly move revolutionary research from bench to bedside.

The Sinclair School of Nursing has more than 9,000 alumni and over 98 percent of students have a job upon graduation. Many alumni are teaching, working, and conducting research globally and hold high designations in academia and health care institutions such as deans, directors, chairpersons, entrepreneurs, and chief nurses.

Mizzou is one of six universities in the United States with an academic health center and schools of nursing, medicine, health professions, veterinary medicine, law, engineering, and others all in one location. It is not just a university but a community of innovators, doers, and leaders. A community that believes that the power of collaboration and curiosity can transform lives in Missouri and around the globe.

REPORTING RELATIONSHIPS

The Senior Director for Advancement, Sinclair School of Nursing will report to the Associate Vice Chancellor of Health Advancement.

FROM THE VICE CHANCELLOR FOR UNIVERSITY ADVANCEMENT

Thank you for your interest in the Senior Director for Advancement for the Sinclair School of Nursing role at the University of Missouri.

It is a most exciting time for the Sinclair School with the progression of our mission to improve the health of all people, especially Missourians, through discovery, teaching, practice, and scholarship. In addition, we recently completed the construction of the new building School of Nursing Building, which is a 64,585-square-foot, \$30 million state-of-the-art facility equipped with a simulation center, staging rooms to mimic hospital settings, common spaces, offices, and a student lounge. The new facility is helping bridge the academic partnership between our nursing students and MU Health Care. It attracts individuals like yourself who are passionate about nursing and want to contribute firsthand to our mission. The Senior Director will be instrumental in the future of the Sinclair School as you will lead all fundraising efforts. You will manage a robust portfolio, have resources and tools available for your success, and have the opportunity to work in partnership with the talented leadership of the Sinclair School. I look forward to meeting you!

— Jackie Lewis, Vice Chancellor for University Advancement

PRIMARY RESPONSIBILITIES

The Senior Director for Advancement, Sinclair School of Nursing will

- create a donor strategic plan with a focus on cultivation, solicitation, and stewardship activities and touchpoints, in alignment with the school's vision and priorities;
- identify, cultivate, and steward individual, alumni, community, corporate, and foundation donors with the capacity to provide a major gift;
- manage a portfolio of at least 100 donors and prospects;
- build the fundraising team and lead them into the strategic plan;
- collaborate with school leadership, department chairs, and faculty to actively engage them in donor engagement;
- provide leadership for other development activities within the school including, but not limited to, annual fund, stewardship, donor recognition, and communications;
- engage with volunteer groups to inspire philanthropic support for the school; and
- collaborate with others to advance fundraising efforts to achieve goals for the Sinclair School of Nursing, as well as the university, in accordance with the Office of Associate Vice Chancellor for Health Advancement.

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, Lewis 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.

Lewis 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.

Lewis 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, Lewis 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, Lewis 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, Lewis 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.

Dr. Lori L. Popejoy

Dean, Sinclair School of Nursing

Lori L. Popejoy, PhD, RN, FAAN, is the Dean of the Sinclair School of Nursing at the University of Missouri and a three-time graduate of the school. She is a full professor and has served as a faculty member since 2007. Dr. Popejoy's visionary leadership of the School of Nursing is one of fostering new initiatives that hold promise for scalable revenue opportunities that enable the School of Nursing to improve health care to Missourians and beyond. She also leads the school in the discovery of new programs and pathways to lifelong wellbeing, safety, and career success by re-envisioning ways to wrap services around students, comprehensively supporting them while in the program and during their nursing career.

Dr. Popejoy is a health systems researcher, building research opportunities with community partners using innovative research findings to manage the complex care needs of older adults across the care continuum. She has more than 100 publications in refereed journals and has received funding from the National Institutes of Health, the Agency for Healthcare Research & Quality, and the Department of Health and Human Services. She has served as co-director or co-lead on three studies with the Centers for Medicare and Medicaid Innovations (CMMI), funded for nearly \$48 million. She is currently funded by the National Institute of Nursing Research and the Department of Health and Human Services.

PREFERRED COMPETENCIES AND QUALIFICATIONS

University of Missouri seeks a Senior Director for Advancement, Sinclair School of Nursing 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 Sinclair School of Nursing's tradition of improving the health of all people through discovery, teaching, practice, and scholarship;
- 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;
- 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 experience from which comparable knowledge and skills can be acquired is necessary for this role.

SALARY AND BENEFITS

The salary range for this position is \$90,000 to \$120,000 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 will continue until the successful candidate has been selected.

To apply for this position, visit: [Senior Director for Advancement, Sinclair School of Nursing, University of Missouri](#).

To nominate a candidate, please contact Tonya Malik-Carson: tonyamc@aspenleadershipgroup.com.

All inquiries will be held in confidence.