EXECUTIVE SEARCH:
VICE CHANCELLOR FOR UNIVERSITY ADVANCEMENT

University of Missouri–St. Louis
One University Boulevard
St. Louis, Missouri 63121
The University of Missouri–St. invites nominations and applications for the position of Vice Chancellor for Advancement. Reporting to the Chancellor, the Vice Chancellor has broad authority and responsibility for oversight of all aspects of the University Advancement office, including the four main units of development, alumni engagement, marketing and communications, and St. Louis Public Radio.

The role of Vice Chancellor for University Advancement is an exciting opportunity for a proven fundraiser and leader who wishes to serve as UMSL’s chief fundraising officer. The successful candidate will oversee the strategic planning and resource allocation for the division, manage the Chancellor’s Council and its incredible team of engaged community and business leaders in St. Louis and throughout the country, and serve as an anchor institution of St. Louis and its vibrant community.

As a relatively young institution, UMSL provides the next Vice Chancellor an incredible opportunity to galvanize a donor base that is just coming to mature fruition. This person will engage the community and interface with the faculty and staff to support the great transformative work that is happening with UMSL students each and every day, and with the relationship that the campus has in support of greater St. Louis and the region. In short, this fundraiser will inherit a rich chance to cultivate and lead that donor base to a new level for the campus, driving impact into the lives, the economies, and the communities of this great institution.
ABOUT THE UNIVERSITY OF MISSOURI–ST. LOUIS

Established in 1963 in suburban St. Louis, the University of Missouri–St. Louis is the largest public university in eastern Missouri and comes with a storied history. It is a metropolitan research and teaching institution that is consistently recognized for its strong programs across disciplines, and is considered a primary driver of the St. Louis economy, providing industries with educated and capable employees and leaders. UMSL is committed to meeting the diverse needs in the state’s largest metropolitan community, and as such, is educating traditional and nontraditional students in undergraduate, graduate and professional programs so they are prepared to be leaders in health professions; liberal and fine arts; science and technology; and metropolitan and international affairs such as business, education and public policy.

While UMSL graduates can be found in all 50 states and throughout Missouri, their greatest impact is felt in St. Louis, which is home to more than 100,000 UMSL graduates powering the region’s economy and contributing to its social fabric. At UMSL, there are rich partnerships with civic, business, and other regional and national organizations that provide tremendous revenue, research and knowledge creation. UMSL faculty and staff collaborate with business and government organizations to solve problems and improve operations and efficiency. Many of the great alums find tremendous opportunity for their careers in St. Louis, close to their alma mater, as members of the regional workforce. Chief among those that employ Tritons are the 18 Fortune 1000 companies and many strong, large private organizations in the region. Among those industry leaders with headquarters or significant operations in St. Louis are Ameren, Anheuser-Busch InBev, AT&T, Boeing, BJC Healthcare, Centene, Edward Jones, Emerson, Enterprise, Express Scripts, General Motors, Maritz, MasterCard, Monsanto, Olin, Peabody Energy, Millipore Sigma and Wells Fargo Advisors. Many of these organizations are aligned with the University of Missouri–St. Louis and partner with our people and our campus for prosperity.

With a total enrollment of 17,000 undergraduate and graduate students, UMSL provides excellent learning experiences and leadership opportunities for a diverse student body whose influence on the region upon graduation is immense. Led by 1,500 faculty across ten schools and colleges, UMSL offers an array of options to traditional and non-traditional students and continuing and adult learners, including 15 doctoral degree programs, numerous certificate programs, and the only professional optometry degree in Missouri. Its yearly research expenditures are over $26 million, with total operations and revenues amounting to over $200 million.
THE FUTURE OF UMSL

This next Vice Chancellor for University Advancement will help UMSL transform lives across the important region of Missouri and surrounding area. As outlined in the UMSL Strategic Plan, the University of Missouri–St. Louis intends to fulfill its vision to become:

...a beacon of hope, a force for good, and a leader in the pursuit of excellence in education, impactful research and community service. We boldly assert that education is for everyone who is willing and able to seek it out. We honor the duties inherent in our land-grant beginnings by positioning ourselves as partners in the search for knowledge, progress and positive change for ourselves, our communities, our world.
Built on a foundation of **TRUST**, a guiding principle of **INCLUSION**, the transformative pursuit of **INNOVATION**, the promise of **ACCESS**, the commitment to **SUCCESS**, and the steadfast action towards **ENGAGEMENT**, UMSL lives these six core values every day.

The new Vice Chancellor will work closely with Chancellor Thomas F. George who continues to serve as Chancellor of UMSL as he has since 2003. Chancellor George is a highly-recognized administrator at the national level, such as currently serving as the President of the Coalition of Urban and Metropolitan Universities, and he enjoys an outstanding international reputation as a scholar of chemistry and physics. He is an acclaimed leader in the St. Louis community, earning accolades from regional civic, business, and community organizations. The Vice Chancellor will come to campus at an exciting time with the recent arrival of a new Provost and Executive Vice Chancellor for Academic Affairs (Dr. Kristin Sobolik) and Vice Chancellor for Finance and Administration (Mr. Rick Baniak). As part of the executive leadership team, the Vice Chancellor will work with Dr. Sobolik and Mr. Baniak in leading the university in its efforts to build further its reputation as a premier metropolitan public research university. In order to help implement this vision, the Vice Chancellor needs to have great leadership and communication skills to interact with various campus constituency groups, including academic, athletic and student leaders and organizations, as well as alumni groups throughout the city, region, and country.

This is an exciting time to become a Triton!
ABOUT THE CAMPUS

Spread across 470 acres in suburban St. Louis, UMSL is a classically built campus complete with a physical infrastructure to support student needs, modern teaching and learning, and cutting-edge research. With a world-class recreation and wellness center for students, comfortable residence halls, and the inviting Millennium Student Center to appeal broadly to UMSL’s student interests, the diverse student body has the ability to engage in safe and engaging physical spaces.

The infrastructure for learning and teaching has seen great physical advances with recent completion of Anheuser-Busch Hall (College of Business Administration), the state-of-the-art College of Optometry Patient Care Center, and a new Science Learning Building. These capital projects represent the greater emphasis being placed on UMSL’s investment in creating modern spaces for learning and teaching that provides direct impact on the region, the students, and the greater St. Louis community.

Like many public higher education institutions, there remains significant opportunities to improve the maintenance and physical infrastructure, and the Vice Chancellor for University Advancement, in partnership with the Deans, other Vice Chancellors, and the Chancellor, is in a great position to improve the development of resources to invest in the physical footprint for the campus.
The University of Missouri–St. Louis has many guiding principles – none more important than inclusive excellence. As one of the most culturally and ethnically diverse campuses in Missouri, UMSL is committed to maintaining a climate where all students, faculty, staff and visitors can explore their interests, refine their talents, and flourish.

This philosophy has helped UMSL develop into a world-class teaching and research institution that reflects the community in which it exists and serves. In fact, *Insights into Diversity* – the nation’s oldest publication focused on inclusion in higher education – acknowledged the campus for its efforts with a Higher Education Excellence in Diversity Award. UMSL is a three-time recipient of this HEED Award.
The USML Alumni Engagement organization has recently reorganized its structure and programs to reinvigorate its efforts to cultivate ongoing partnerships that are built on the UMSL pride found in the numerous alums. With the 2018 graduating class, the UMSL Alumni Association crossed the 100,000-membership threshold. In order to improve the advocacy regionally and statewide with elected officials, the Alumni Association Legislative Advocacy Committee was recently launched. Last year, UMSL’s first graduating class of 1967 celebrated its Golden Anniversary (50th), reinforcing the longevity of success for the institution.

There clearly exists a rich network of successful alumni with which the next Vice Chancellor of Advancement will engage and partner to ensure long-standing success for the campus and its students and programs.
ABOUT ST. LOUIS – MISSOURI’S GATEWAY TO PROSPERITY

St. Louis was founded, designed and built more than 250 years ago to serve as the centerpiece of a vast inland empire. The city developed quickly and became the “gateway” to western American expansion. St. Louis today is an exciting metropolitan region with 2.9 million people, 18 Fortune 1000 companies and some of the largest private firms in the U.S. This great city and region has helped the educate and enhance the lives of the region’s citizens due to excellent educational and research programs and innovation, as well as strong support services and a tremendous alumni base.
University Advancement promotes the vision, mission and strategic goals of the University of Missouri–St. Louis by strengthening awareness, engagement and financial support among constituents vital to the university’s success as an exceptional public metropolitan research institution.

The Division of University Advancement is comprised of four primary units: University Development, Alumni Engagement, University Marketing and Communications, and St. Louis Public Radio. The responsibilities of each unit are:

- **University Development**: Cultivates the philanthropic efforts for the best interests and welfare of UMSL.
- **Alumni Engagement**: Advances the mission, best interests and welfare of UMSL and its alumni by engaging all alums in the life of UMSL through a variety of programs, services and volunteer opportunities.
- **University Marketing** and Communications: Plans and implements integrated marketing communications strategies to enhance UMSL’s overall brand awareness, institutional reputation and student recruitment.
- **St. Louis Public Radio**: The award-winning public media service that provides informative news to the regional communities to benefit those same communities.
UMSL raised more than $26 million in FY2017, the fourth consecutive year reaching this milestone, exceeding in total over $110 million.

Scholarship support received was significant in FY2017 as well, with over $3.4 million raised in support of annual and endowed scholarships, a 25% increase over FY2016.

St. Louis Public Radio recently moved into a new state-of-the-art facility that doubled the size of its newsroom due in large part to support from local and national donors. It continued its revenue growth from donors, increasing 17% over FY2016 to close at over $4.6M. The UMSL at Grand Center site is located adjacent to the Nine Network of Public Media building in the St. Louis arts and entertainment district. The station’s enhanced coverage of local and national issues has greatly increased its audience and financial support.

University Marketing and Communications recently implemented campus-wide branding and graphic standards guidelines, as well as initiated UMSL’s first-ever integrated marketing campaign focusing on student recruitment and brand enhancement. The “Serious Education. Serious Value.” positioning statement has been well received, as has the “I Chose” campaign theme.

The Office of Alumni Engagement helped facilitate the transition of the Alumni Association from a dues-paying operation with about 3,000 members to an all-inclusive model that automatically provides all 100,000 graduates membership into the Association. The change provides an opportunity to create lasting beneficial relationships between the university and more of its alumni.
The University of Missouri–St. Louis is seeking a talented and experienced development executive with a strong record of accomplishments in fundraising and fundraising administration. Reporting to the Chancellor, the Vice Chancellor has broad authority and responsibility for oversight of all aspects of the University Advancement office, including the four main units of Development, Alumni Engagement, Marketing and communications, and St. Louis Public Radio.
The Vice Chancellor for University Advancement oversees strategic planning and resource allocation for the four respective units of the division, manages the Chancellor’s Council and serves as UMSL's chief fundraising officer.

Under Chancellor George’s leadership, and that of the University of Missouri System President (Dr. Mun Y. Choi) and the University of Missouri Board of Curators, the University of Missouri–St. Louis looks forward to providing continued excellent learning experiences for a diverse student body. As a campus with outstanding faculty and staff, the University of Missouri–St. Louis utilizes innovative research and creative partnerships to foster synergies that advance the welfare of our stakeholders and benefit the more global society. The new Vice Chancellor will have the opportunity to lead a diverse and solid foundation of team members across its units to help meet the campus meet its needs as it engages internal and external stakeholders in partnership and philanthropy.
Candidates should have the following experience:

• Significant development experience building effective constituency-based development programs, as well as corporate and foundation development programs;

• Experience in working with university advancement, foundation and alumni offices;

• Demonstrated experience and a track record of leading a team, based on and off campus, and cooperating with leadership in a collaborative and results-driven environment that enables the team to cultivate donors, and plan, execute and close major gifts and create vibrant alumni networking;

• Significant experience with alumni engagement, as well as experience engaging and cultivating new donors from recent graduating classes to promote lifelong giving

• Demonstrated ability and successful track record in securing significant major and principal six and seven figure gifts;

• Successful direct experience in planning or leading major comprehensive campaigns, preferably including a campaign of $200 million or more;

• Intellectual depth to translate academic and technical information for a variety of audiences, coupled with an ability to inspire those audiences;

• Experience in working and interacting with governing boards and other volunteer leaders;

• Successful employee hiring and team development;

• A passion for working and engaging in an urban community; and

• A baccalaureate degree (minimum), with strong preference for an advanced degree.
APPLICATIONS AND NOMINATIONS

The University invites letters of nomination, applications (letter of interest, full resume/CV, and contact information of at least five references), or expressions of interest to be submitted to the Executive Search team of the University of Missouri System at the email address below. Review of materials will begin immediately and continue until an adequate pool is established, or until the appointment is made.

It is preferred, however, that all nominations and applications be submitted prior to June 15, 2018. Please send application materials to:

Office of Human Resources: Executive Initiatives
c/o Tim McIntosh, Director
University of Missouri System
1000 W. Nifong, Bldg #7 Suite 3000
Columbia, Missouri 65211
umhexecutivesearch@umsystem.edu

Electronic submission of materials is strongly encouraged.

The University of Missouri is fully committed to achieving the goal of a diverse and inclusive community of faculty, staff, and students. We seek individuals who are committed to this goal of collaboration and inclusion and value the many unique qualities and experiences a diverse environment offers.

Equal Opportunity is and shall be provided for all employees and applicants for employment on the basis of their demonstrated ability and competence without unlawful discrimination on the basis of their race, color, national origin, ancestry, religion, sex, pregnancy, sexual orientation, gender identity, gender expression, age, disability, protected veteran status, or any other status protected by applicable state or federal law. This policy shall not be interpreted in such a manner as to violate the legal rights of religious organizations or the recruiting rights of military organizations associated with the Armed Forces or the Department of Homeland Security of the United States of America.