



**EXECUTIVE DIRECTOR FOR ADVANCEMENT  
COLLEGE OF ENGINEERING  
[UNIVERSITY OF MISSOURI](#)  
COLUMBIA, MISSOURI**



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

The Executive Director for Advancement will direct a portfolio of individual, corporate, and foundation major-gift prospects, develop annual advancement plans for the college, and foster relationships that lead to gifts in support of the college's strategic vision for its future, to include a lead role in a significant capital fundraising project, the Center for Energy Innovation. The Executive Director will collaborate with the Dean, department chairs, and MU Advancement to secure six-, seven-, and eight-figure gifts and serve as the primary steward for 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 \$5 billion on an annual basis. Overall, the University of Missouri positively impacts 1,000,000 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.

### **UNIVERSITY OF MISSOURI COLLEGE OF ENGINEERING**

Mizzou Engineering's vision is “to create a better world, through engineering.” Established as the School of Engineering in 1871, its roots trace back to 1849 when the University of Missouri offered the first engineering course west of the Mississippi. Over its more than 150-year history, Mizzou Engineering has reached several milestones, including being among the first to offer civil and electrical engineering programs and housing a nuclear reactor on campus.

Mizzou Engineering combines cutting-edge research with high-quality education to address current and future challenges. The renowned faculty excel in their fields, supported by committed university and college leadership. The college plays a crucial role in Missouri's economic development and significantly contributes to the university's research goals. By pioneering discoveries, advancing technology, and tackling persistent issues, Mizzou Engineering enhances the education of future engineers, leaders, and entrepreneurs.

Mizzou Engineering has much to be proud of, including 13 undergraduate degree programs (with three new ones launching in fall 2024), nationally recognized master's and doctoral degrees, increasing enrollment, and nearly 30,000 living alumni.

The College of Engineering is pivotal in shaping the future of energy through MU's bold initiative to establish the Center for Energy Innovation (CEI). This \$160 million, 180,000-square-foot facility will unite engineers, agronomists, physicists, chemists, and public policy experts to develop sustainable solutions and enhance the domestic energy supply. CEI continues Mizzou's tradition of fostering collaborative innovation. The College of Engineering, the College of Agriculture, Food and Natural Resources, and the College of Arts and Science will converge their faculty and research expertise at the Center for Energy Innovation.

### **REPORTING RELATIONSHIPS**

The Executive Director for Advancement, College of Engineering will report to Assistant Vice Chancellor for Constituent Units, Christine Smith and the Dean of the College of Engineering, Dr. Marisa Chrysochoou. The Executive Director will build, shape, and manage a team of four staff.

## **FROM THE DEAN AND ASSISTANT VICE CHANCELLOR**

*We are excited to welcome a new advancement leader to our team. Our college stands at the forefront of engineering education and innovation, committed to addressing some of the most pressing challenges of our time. We are seeking a dynamic and visionary leader who can drive our advancement efforts, strengthen our relationships with stakeholders, and secure the resources necessary to propel our college forward.*

*The College of Engineering is integral to the University of Missouri's ambitious \$2 billion campaign. With the \$160 million Center for Energy Innovation at the heart of our fundraising initiatives, we aim to lead transformative projects that have a lasting impact on society. Our ideal candidate will possess a proven track record in fundraising, particularly within a science-based college or unit, and demonstrate the ability to cultivate and secure major gifts that support our mission.*

*In this role, you will have the opportunity to shape the future of engineering education at Mizzou. You will lead a dedicated team of advancement professionals, working closely with us to achieve our ambitious goals. Your leadership will be crucial in fostering a culture of inclusive excellence, where diversity is celebrated, and every member of our community is valued and empowered to reach their full potential.*

*We are looking for someone who is not only passionate about the mission of our college but also possesses the strategic thinking and entrepreneurial spirit to drive innovative fundraising initiatives. Your ability to build genuine relationships with donors, alumni, and corporate partners will be key to our success. Together, we will ensure that the College of Engineering continues to be a leader in teaching, research, and impact on both the state and the nation.*

*We are confident that with your expertise and dedication, we will reach new heights and achieve our vision of excellence in engineering education and research. We look forward to collaborating with you to make a significant difference in the lives of our students and the broader community”.*

—Dr. Marisa Chrysochoou, Dean, College of Engineering  
and Christine Smith, Assistant Vice Chancellor for Advancement

## **PRIMARY RESPONSIBILITIES**

The Executive Director for Advancement, College of Engineering will

- direct team culture and provide leadership, coaching, mentoring, and inspiration to the Engineering advancement team;
- champion a work environment that supports the college's commitment to inclusive excellence;
- drive the fundraising and alumni/stakeholder engagement efforts within the college, reporting to both the Dean and the Assistant Vice Chancellor for Advancement, Constituent Units;
- actively identify prospective individual, corporate, and foundation donors to secure \$50,000+ gifts;
- create the college's annual advancement plan and oversee its development, implementation, and management, working toward an annual unit fundraising goal of \$10 million+;
- strategically partner with the college's strategic communications team to ensure consistent and effective message alignment for all stakeholders;
- steward genuine relationships with the donors, alumni, partners, and stakeholders of the college;
- serve as the MU Advancement liaison with the Dean's Advisory Council and the MU College of Engineering Foundation;
- manage an individual portfolio of major-gift donors (\$100,000+), make substantive and

meaningful contact (including phone, video, and face-to-face visits), and successfully present major-gift proposals;

- identify leadership giving prospects with a strong sphere of influence and affluence resulting in major leadership gifts (six-, seven-, and eight-figures);
- actively engage in campus prospect management efforts in conjunction with the college's priorities; and
- passionately serve as the primary liaison between MU Advancement and the College of Engineering's leadership, students, faculty and staff, building meaningful relationships and lasting connections.

## 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.

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.

### **Christine Smith**

#### **Assistant Vice Chancellor for Constituent Units**

Christine (Chris) Smith is the Assistant Vice Chancellor for Constituent Units and has over 18 years of experience in nonprofit fundraising and administration. She has previously served at Stephens College and the Missouri 4-H Foundation and has a B.A. in Communications from Kent State University.

Smith first joined Mizzou Advancement in 2018 as the Director of Advancement for the Thompson Center for Autism and served as the Chief Development Officer for the College of Education and Human Development from 2019 to 2023. Prior to her roles at Mizzou, she served as Vice President of the Missouri Military Academy, where she provided comprehensive strategic planning and business leadership, as well as direct oversight of the school's marketing, enrollment management, financial aid, and information technology.

**Dr. Marisa Chrysochoou**  
**Dean, College of Engineering**

On June 5, 2024, Matthew Martens, the University of Missouri Provost and Executive Vice Chancellor for Academic Affairs, announced the appointment of Dr. Marisa Chrysochoou as the new Dean of the College of Engineering, effective August 1, 2024.

Dr. Marisa Chrysochoou brings a wealth of experience and expertise to the Mizzou Engineering. Before Mizzou, she was a professor and head of the Department of Civil and Environmental Engineering at the University of Connecticut, where she directed the Technical Assistance for Brownfields Program. Since 2021, she has been an elected member of the American Society of Civil Engineers Department Heads Coordinating Council. In recognition of her outstanding contributions to environmental engineering and science education, she was honored by the Association of Environmental Engineering and Science Professors in 2023.

Dr. Chrysochoou's academic journey began with a bachelor's degree in physics from Aristotle University in Thessaloniki. She then earned a master's degree in environmental engineering from Technische Universität Dresden and a doctorate in environmental engineering from Stevens Institute of Technology.

Throughout her career, Dr. Chrysochoou has demonstrated a remarkable ability to secure funding and support for various projects. She has collaborated with program managers, government affairs, advancement, and multidisciplinary faculty teams to showcase the talent and facilities of her teams. Her leadership has also been instrumental in transforming engineering curricula and recruiting exceptional graduate students and faculty.

Expressing her enthusiasm for her new role at the University of Missouri, Dr. Chrysochoou stated, "I am very excited about the opportunity to lead the University of Missouri College of Engineering. I look forward to building on the success of the college in critical areas of teaching, research, and impact on the state and the nation."

Martens highlighted Dr. Chrysochoou's accomplishments and leadership, noting that her guidance will be crucial in advancing the college's role in supporting the state's economy and driving the university's research initiatives, including NextGen, MizzouForward, and the Center for Energy Innovation goals.

## **PREFERRED COMPETENCIES AND QUALIFICATIONS**

University of Missouri seeks an Executive Director for Advancement, College of Engineering

- a passion for the mission of the University of Missouri, Mizzou Advancement, and the College of Engineering;
- exceptional interpersonal and communication skills, including an ability to build and foster a culture of trust, influence internal and external stakeholders, and network effectively in-person and digitally;
- an ability to build consensus and resolve conflict while leveraging Mizzou Advancement's commitment to a culture of excellence through teamwork, passion, and engagement;

- cultural competence around MU's core values of respect, responsibility, discovery, and excellence;
- a commitment to the principles of inclusion, diversity, and equity while actively fostering a living, learning, and working community where everyone is valued and inspired to reach their full potential;
- an ability to think strategically, synthesize broad information, and communicate across all levels;
- intentionality and an ability to purposefully set priorities and shift processes, resources, and capital;
- an ability to propel aggressive results through proven business acumen and innovative thinking;
- an ability to analyze team, donor, and college needs and propose forward-thinking solutions;
- an ability to quickly master new technical and business knowledge while using effective strategies to facilitate organizational change initiatives and overcome resistance to change;
- a strong sense of urgency, continuously motivating and inspiring others to action;
- intellectual curiosity and an ability to take initiative to capitalize on opportunities;
- an entrepreneurial spirit and an ability to generate excitement to build fruitful working relationships with colleagues and donors;
- a compassionate and empathic leadership approach, thoughtful of environment, organizational cultures, and dynamics;
- self-awareness with an accurate reflection of strengths and areas for improvement and a willingness to grow and thrive; and
- an ability to lead in difficult situations and use effective management tactics, including mentoring, professional relationships building, and feedback channels.

A bachelor's degree is required for this position as is at least seven years of fundraising experience in a university setting including supervisory experience. Preference will be given to candidates with previous experience in a science-based college or unit or with academic capital campaign experience.

#### **SALARY AND BENEFITS**

The salary range for this position is \$120,000 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 Tonya Malik-Carson:

[tonyamc@aspenleadershipgroup.com.](mailto:tonyamc@aspenleadershipgroup.com)

All inquiries will be held in confidence.