



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



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

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. 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 Trulaske College of Business.

#### **UNIVERSITY OF MISSOURI**

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, 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.

### **TRULASKE COLLEGE OF BUSINESS**

The University of Missouri College of Business was established in 1914 as a senior professional school and offered a variety of curricula that emphasized preparing students for responsibilities in business, government and society as a whole. Its business programs were among the first in the nation to be accredited. The college was also a leader in offering the Ph.D. degree in business-related fields. Many prominent early business scholars were associated with the college, including H.G. Brown, DR Scott, and Thorstein Veblen. The tradition of scholarship and teaching remains strong to this day.

The Trulaske College of Business, named after distinguished alumnus Robert J. Trulaske, Sr. in 2007, celebrates a 100+ year legacy of excellence. In that time, the college has built a century of leadership, innovation, and entrepreneurship.

By combining rigorous academic study with the Professional Development Program, certifications, and research, Trulaske is preparing career-ready graduates. The college offers a growing list of programs of distinction that start with prospective students and progress to traditional and non-traditional students who then graduate to lifelong learners. Trulaske is forming a model for external engagement to improve student success. In partnership with private industry, the college is launching the Trulaske Executive Education Program.

Building on the strengths of its nationally ranked faculty, Trulaske College of Business is recruiting new leading researchers in high impact areas. Enhancing its strong Ph.D. program will improve research capacity. New awards will attract talent to Mizzou. Research centers—both new and existing—will be market-facing and market-sensitive to leverage the college's research and translate its findings.

To prepare today's student in a rapidly changing educational environment, the college is generating real-time, technologically enhanced, hands-on learning opportunities. Stackable certificates will create a fully customizable, interdisciplinary experience that results in professional credentials for dynamic markets. The growing online offerings open high-quality Trulaske offerings to the world.

Applying business principles to education opens new opportunities for innovative ideas, industry partnerships, and collaborations across campus. As it looks to its strengths at Mizzou for inspiration, Trulaske is designing an Institute for Experiential Education, Innovation, and Entrepreneurship.

The college is growing its global presence with international opportunities for students and faculty and creating new pathways to Mizzou for students from around the world who seek quality programming.

## REPORTING RELATIONSHIPS

The Executive Director for Advancement, Trulaske College of Business will report to the Assistant Vice Chancellor for Constituent Units and the Robert J. Trulaske, Sr. Dean of the Trulaske College of Business, Dr. Balaji Rajagopalan. The Executive Director will build, shape, and manage a team of five staff.

### FROM THE DEAN AND INTERIM VICE CHANCELLOR

*Mizzou stands at a pivotal point in our history, with ambitious ideas and initiatives targeting the most pressing challenges of our time. As the first land-grant university west of the Mississippi, trailblazing is in our DNA. With the launch of an unprecedented \$2 billion campaign, the Trulaske College of Business is set to lead the way.*

*We are seeking an exceptional advancement leader who possesses a strong sense of urgency and seasoned leadership to maximize the philanthropic potential of the Trulaske College of Business. The ability to drive strategic initiatives forward swiftly and decisively is essential.*

*As a member of the Constituent Units team, you will find a supportive, collaborative environment focused on maximizing donor relationships and fostering personal growth as a fundraiser.*

—Dr. Balaji Rajagopalan, Robert J. Trulaske, Sr. Dean, Trulaske College of Business and  
Christine Smith, Interim Vice Chancellor for Advancement

## PRIMARY RESPONSIBILITIES

The Executive Director for Advancement will

- direct team culture and provide leadership, coaching, mentoring, and inspiration to the College of Business Advancement Team;
- champion a work environment that supports the college's commitment to compassion and inclusive excellence;
- drive 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 College of Business Marketing and Communications 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 Walker Foundation, Dean's Advisory Board, and other volunteer boards within the college;
- 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 [College of Business](#)

[strategic priorities](#); and

- passionately serve as the primary liaison to MU Advancement and College of Business leadership, students, faculty, and staff, building meaningful relationships and lasting connections.

## LEADERSHIP

### **Christine Smith**

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

#### **Interim Vice Chancellor for Advancement**

Christine (Chris) Smith is the Assistant Vice Chancellor for Constituent Units and Interim Vice Chancellor for Advancement. Smith 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. Balaji Rajagopalan**

#### **Robert J. Trulaske, Sr. Dean of the Trulaske College of Business**

Dr. Balaji Rajagopalan serves as the Robert J. Trulaske, Sr. Dean of the Trulaske College of Business. Throughout his career, Dr. Rajagopalan's leadership has inspired team efforts that strengthened and enhanced the reputation of programs and institutions. Global initiatives include program launches in Asia and South America. He has a strong record of building, sustaining and leveraging relationships with alumni, industry, government, and business leaders.

Dr. Rajagopalan's research agenda has evolved from studying ways to enhance technical artifacts to exploring the transformative impact of technical artifacts and innovations. He has published in several top-tier publications, including MIS Quarterly, Information Systems Research, Decision Support Systems, and IEEE Transactions on Systems, Man, and Cybernetics, and is a recipient of numerous grants, including one from National Science Foundation.

In 2016, Dr. Rajagopalan was named Dean of the College of Business at Northern Illinois University in DeKalb County, Illinois, where he provided strategic direction and leadership to nearly 3,000 students and 150 staff and faculty members. He oversaw a \$20 million operational budget and a \$14.5 million endowment. From 2015, the year before Dr. Rajagopalan arrived, to 2018, undergraduate degrees conferred increased significantly and the percentage of Hispanic and Latino students enrolled in undergraduate business increased from 16% in 2018 to 20% in 2022. Similarly, Black or African American students increased from 14% of enrolled students in 2018 to 17% in 2021. Additionally, Dr. Rajagopalan played a key role in connecting commercialization opportunities for faculty discoveries in his role as director of the Northern Illinois Research Foundation.

Before joining NIU, Dr. Rajagopalan served as the Director and Toudy Chair in Entrepreneurship and Innovation at the Sam and Irene Black School of Business at Penn State Behrend in Erie, Pennsylvania, and was Pro-Vice Chancellor and Dean of Galgotias University in India. Before that, he served as a professor and Associate Dean of the School of Business Administration at Oakland University School of Business. He also was an assistant professor at Illinois State University in Normal, Illinois, and Southern Arkansas University in Magnolia, Arkansas. Dr. Rajagopalan also served as Director of WorldChicago, a nonprofit based in Chicago that aims to bring countries and cultures together and contribute to peace and stability in the world, from 2017-2019.

Dr. Rajagopalan received a Bachelor of Engineering in mechanical engineering from Andhra University in Visakhapatnam, India, and a doctorate in management information systems from the University of Memphis in Memphis, Tennessee.

### **PREFERRED COMPETENCIES AND QUALIFICATIONS**

University of Missouri seeks an Executive Director for Advancement, Trulaske College of Business with

- a passion for the mission of the University of Missouri, Mizzou Advancement, and the Trulaske College of Business;
- 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 a desire 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 experience in an academic business unit or similar relevant experience.

## SALARY AND BENEFITS

The salary range for this position is \$120,000 to \$170,000 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, Trulaske College of Business, 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.*