



The University of Missouri-Kansas City (UMKC) and the UMKC Foundation (Foundation) are seeking an extraordinary leader who recognizes the significance of philanthropy for higher education and has a deep conviction and passion for a public university serving a diverse constituent base. The University of Missouri-Kansas City invites inquiries, nominations, and applications for the position of Chief Advancement Officer and President of the UMKC Foundation.

The UMKC Foundation, acting as a separate organization, works collaboratively with all entities to encourage philanthropic support, while carrying out the donor's wishes in perpetuity. The Foundation and the University work in a closely coordinated and cooperative manner to promote a philanthropic culture to benefit the University. The mission of the University and Foundation is to foster a culture that inspires philanthropy to achieve University priorities. The vision is to be the valued and trusted partner that inspires, enlists and unites philanthropic support for Kansas City's premier urban university.

Reporting to the Chancellor C. Mauli Agrawal, Ph.D. and the Foundation Board of Directors, the Chief Advancement Officer must have a collaborative approach to leadership and achieving the goals of the Foundation, with an understanding of the integrated nature of advancement within the university setting. Candidates should share the commitment of Chancellor Agrawal and his leadership team to effect significant change in the University's approach to advancement, with an organizational focus on growing private support.

UMKC seeks a talented and experienced advancement executive with a strong record of accomplishment in fundraising. The University stands poised to increase the resources it commits to its fundraising and alumni relations efforts. The new CAO/Foundation President will have broad authority to shape and build an advancement program in the annual fund, corporate and foundation relations, major gifts and gift planning programs, endowment, capital campaigns, alumni and constituent relations efforts, stewardship and advancement services.

The CAO/Foundation President will be an experienced and successful major/principal gift fundraiser with at least five years of progressively responsible, hands-on leadership experience in a development program of similar or greater complexity and scope. The CAO/Foundation President will resonate with the particular mission and history of UMKC, and demonstrate significant intellectual curiosity, characterized by the ability to translate the work of the faculty and the university's programs. Experience working directly with and managing the activities of the foundation board and other principal gift prospects is required, as is superior strategic ability at the prospect, school and university levels. Comfort with and the capacity to leverage technology, information systems, and data/analytics to support a robust and contemporary approach to outreach and communication will be a particular advantage.

UMKC seeks a CAO/Foundation President who will assess and mentor the team, raise it to a new level of quality and effectiveness, and continue to foster a culture of collaboration and collegiality. Strong leadership skills are imperative as the organization responds to increasing expectations for philanthropy. The organization requires renewed energy, focus, and inspiration to achieve significantly greater levels of engagement among constituents, academic partners and volunteers. Integration of best practices is expected to improve both results and performance within all areas of advancement at UMKC, especially in programs such as principal and major gifts, donor recognition, stewardship and prospect management.

Inquiries, nominations and applications are invited. Confidential review of applications will begin immediately and continue until the position is filled. Nominations, expressions of interest and applications (including a statement of application and a resume) should be submitted to the candidate portal by clicking the *Become a Candidate* button above. Confidential inquiries and questions may be directed to the Witt/Kieffer consultants Mercedes C. Vance and Julia Venetos, at 630-575-6175.

*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. For more information, call the Vice Chancellor - Human Resources at 816-235-1621.*

*Reasonable accommodations may be made to enable individuals with disabilities to perform the duties and functions of this job. If you believe you may have difficulty performing any of the duties or functions of this job, please contact the Office of Affirmative Action at (816) 235-1323.*