



**University of Colorado Boulder
Assistant Vice Chancellor for Development**

About CU Boulder

The University of Colorado Boulder is Colorado's leading public research university, transforming lives since 1876. As the state's flagship institution and a member of the Association of American Universities (AAU), CU Boulder is internationally recognized for excellence in research, teaching, and public service. CU Boulder is home to five Nobel Laureates and is the only university to send space instruments to every planet in the solar system. The university aligns its efforts to advance research and creative excellence, global sustainability impact, and the success of all students, faculty, and staff. CU Boulder is also nationally recognized for its leadership and commitment to sustainability and climate innovation, advancing solutions that support the long-term health of communities and the planet.

Located in one of the nation's most vibrant and innovative communities, CU Boulder enrolls more than 38,000 students across a broad and dynamic academic enterprise. The university includes nationally respected colleges, schools, and programs, including the College of Arts and Sciences, Leeds School of Business, College of Engineering and Applied Science, College of Media, Communication, Design and Information (CMDI), School of Education, Colorado Law, and the College of Music. Further elevating Boulder's national profile, the Sundance Film Festival will make its highly anticipated arrival in Boulder beginning in January 2027, reinforcing the region's growing influence at the intersection of innovation, culture, creativity, and community.

Known for its interdisciplinary approach and entrepreneurial spirit, CU Boulder continues to distinguish itself through leadership in scientific discovery, sustainability, aerospace, business innovation, and creative scholarship. The university maintains deep partnerships with leading federal laboratories and research institutions and is at the forefront of quantum science and engineering through nationally recognized initiatives such as CUbit and the broader Colorado quantum ecosystem. These collaborations further position CU Boulder at the forefront of innovation, discovery, and public impact. As CU Boulder prepares to launch its first-ever campus-based comprehensive campaign, the university is entering a transformational period of momentum, visibility, and philanthropic opportunity. This historic effort will support bold institutional priorities across research, innovation, student success, sustainability, and global impact.

Position Overview

The Assistant Vice Chancellor (AVC) for Development reports to the Vice Chancellor for Advancement and serves on the CU Boulder Advancement leadership team. The AVC for Development leverages deep expertise in higher education, development, philanthropy, leadership, and management to pursue and achieve CU Boulder Advancement's ambitious fundraising and engagement goals.

Specifically, the AVC for Development is responsible for distinct aspects of CU Boulder's fundraising enterprise, including strategic oversight, leadership, and goal-setting for the following programmatic areas: parent giving and campuswide programs and, in close partnership with CU Boulder's Research and Innovation Office (RIO), industry and foundation relations and the teams that support the twelve campus institutes. This role also serves as the CU Boulder Advancement leader liaising with CU System to ensure the success of a campus-embedded gift planning team.

Additionally, as CU Boulder launches its first-ever campus-based comprehensive campaign, the AVC for Development coordinates with university and fellow Advancement leaders to support chancellor

fundraising initiatives and campaign strategy, managing aspects of the implementation of the comprehensive campaign and working with campus and university leaders to maximize philanthropic support for CU Boulder. This role requires extensive strategic collaboration with colleagues in and beyond Advancement – across the CU Boulder campus, with the CU Foundation, and throughout the CU System – to align Advancement division and institutional priorities with donor passions in ways that advance our ambitious campaign goals.

CU Boulder Advancement is committed to a culture of joy, motivated by collaboration, passionate about excellence and driven by impact. These four values define the culture and drive engagement and fundraising success.

We are committed to fostering an environment where everyone matters and all can thrive. This dedication is rooted in our core values and our mission to drive impactful fundraising and engagement. Our team actively engages in learning, reflection, and the transformation of systems, policies, and practices that perpetuate oppressive ideologies—including racism, sexism, ableism, and heterosexism. We recognize our responsibility to lead by example in building a supportive and inclusive culture for both internal colleagues and external partners. We hold ourselves accountable through individual and divisional goals that continuously assess our progress, growth, and outcomes—ensuring alignment with our mission and values every step of the way.

Accountability for the division's commitment to these values is established through specific individual and team goals that evaluate progress and growth.

Duties and Responsibilities:

Oversight and leadership for specific fundraising efforts:

- Supports the development and oversight of fundraising and engagement strategies and operational plans for advancement efforts within the AVC for Development alignment: parent giving and campuswide programs, chancellor initiatives, industry and foundation relations, campus institutes, and gift planning.
 - Oversees parent giving and fundraising for campuswide programs, including support for fundraising and engagement efforts for the Division of Enrollment Management, which oversees scholarships and financial aid, Division of Student Life, and Office of Undergraduate Education, with a focus on campus fundraising priorities, revenue productivity, and effective stewardship and engagement.
 - Partners with VC for Advancement to develop and deploy fundraising strategies for select Chancellor initiatives.
 - Oversees Advancement's campuswide Industry and Foundation relations team leveraging the campus, community, public-private partner (P3), and government relationships to increase strategic partnerships and maximize support of CU Boulder's key areas of research and education.
 - Oversees the advancement teams supporting the twelve campus institutes, with a focus on campus fundraising priorities, revenue productivity, and effective stewardship and engagement.
 - Serves as primary CU Boulder Advancement leadership liaison to CU System Advancement's Gift Planning team to ensure alignment with CU Boulder Advancement's fundraising and engagement goals.
- Monitors and significantly contributes toward alignment and division-wide fundraising and engagement goals.
- Focuses on achieving aligned outcomes by consulting with campus leadership, such as provost, vice chancellors, vice provosts, and other leadership engaged in the AVC for Development portfolio, including the Senior Vice Chancellor for Research and Innovation who also serves as Dean of the Institutes, Vice Chancellor for Enrollment Management, Vice Chancellor for Student

Life, Dean and Vice Provost of Undergraduate Education, Assistant Vice Chancellor for Student Financial Services, and Director of Scholarship Services, among others.

- Aligns campuswide campaign efforts with unit-specific efforts.
- In consultation with unit-based leaders, establishes and adheres to annual operating budgets and ensures that programs are operating in a fiscally prudent and productive way.

Fundraising strategy and execution:

- Manages a small portfolio of principal gift (\$3M+) and major gift (\$50K+) prospects; this new portfolio will be defined by the AVC for Development.
- Identifies, leads, and pursues fundraising strategies aligned with institutional priorities and campaign goals.
- Partners with Advancement and campus leadership to define annual and multi-year fundraising goals at the unit and campus level. Identifies opportunities to grow philanthropic revenue through integrated approaches.
- Pursues innovative development strategies, monitoring and deploying industry trends to maximize revenue opportunities for the campus.

Management responsibilities:

- Manages and mentors advancement leaders overseeing units within AVC for Development alignment (4-8 direct/indirect reports).
- Partners closely with campus and system leaders to provide direct reports, indirect reports, and liaison relationships with feedback, support annual performance review processes, identify career growth opportunities, recognize and reward productivity and alignment to campus/division/unit-based values, navigate personnel issues, etc.

Serve on Advancement leadership team:

- Actively participates on the Advancement leadership team to support the evolution, improvement, and productivity of the division's strategic priorities. Supports the effective management of division resources, understanding and advising on the use of resources to ensure the division is operating in a fiscally prudent and productive way.
- May serve as the Advancement division's representative for special committees/projects/searches and/or with professional organizations.
- Works closely with the CU Boulder Advancement leadership team to increase fundraising and engagement results that are both aspirational and achievable.
- Coordinates and leads regular meetings with campus leadership (vice chancellors, program directors, etc.) as appropriate to foster a strategic and collaborative approach focused on fundraising and engagement productivity.
- Communicates and upholds campus and division values in support of a positive and productive culture.

Qualifications

- Master's degree, J.D., or an equivalent combination of education and experience required; advanced degree and/or relevant certifications preferred.
- Minimum of six (6) years of progressively responsible experience in advancement, development, or a related field, including supervisory responsibility and substantive major and principal gift fundraising experience.
- Demonstrated success developing and implementing fundraising strategies that result in measurable revenue growth.
- Proven track record securing and managing major gifts (\$50K+) and principal gifts (\$3M+).
- Demonstrated ability to build collaborative relationships and work effectively across a complex organization to achieve shared goals.

- Strong leadership, mentoring, and staff development skills, with the ability to build, motivate, assess, and hold accountable high-performing teams.
- Experience managing and mentoring advancement program leadership, preferably within a higher education fundraising environment.
- Demonstrated cross-cultural competencies, emotional intelligence, and the ability to effectively engage diverse constituencies and underrepresented communities.
- Forward-thinking and solutions-oriented approach, with the ability to navigate nuanced situations, reconcile competing interests, and build consensus on complex initiatives.
- Strong commitment to shared equity leadership practices and advancing equitable outcomes through collaboration and accountability.
- Exceptional written, oral, presentation, and interpersonal communication skills.
- High level of integrity, professionalism, discretion, and trustworthiness.
- Experience working collaboratively with executive leadership to advance institutional strategic priorities preferred.
- Experience leading or overseeing advancement functions such as parent giving, campus-wide initiatives, chancellor priorities, industry relations, foundation relations, or campus institutes preferred.
- Proficiency with Microsoft Office Suite, including Copilot 365 and Teams, Salesforce or comparable donor management systems, Zoom, LinkedIn, and ChatGPT.edu.

Application Process

The University of Colorado Boulder invites nominations and applications or expressions of interest to be submitted to the search firm assisting the University. Applications must include a cover letter, resume or curriculum vitae, and list of references. For full consideration, application materials should be submitted to Parker Executive Search's [website](#) by **July 8th, 2026**. Confidential review of materials will begin immediately and continue until the appointment is made.

For additional information, please contact:

Daniel Parker, Vice President and Managing Director
 DeLaina Sarden, Principal
 Gray McGee, Associate
Dsarden@parkersearch.com | gmcgee@parkersearch.com
 Parker Executive Search
 770-804-1996 ext. 119

CU is an Equal Opportunity Employer and complies with all applicable federal, state, and local laws governing nondiscrimination in employment. We are committed to creating a workplace where all individuals are treated with respect and dignity, and we encourage individuals from all backgrounds to apply, including protected veterans and individuals with disabilities.

The anticipated hiring range for this position is \$215,000-\$235,000. The final salary offered will be based on the selected candidate's qualifications, experience, and internal equity, and must fall within the advertised range. Signing bonus and relocation assistance may be available to qualified candidates, in accordance with CU policies and procedures.