



University of Colorado Denver
Managing Director of Partnerships & Innovation
Position #781647 | Requisition 20209
Applications Accepted at [CU Careers](#).

Position Overview:

As Colorado's public urban research university, CU Denver strives to be an asset to residents, employers, civic organizations, and governments in a way that advances the economic development, equity, and quality of life in our community. We do this by strengthening pathways for students, increasing experiential learning and connections to employers, engaging the community, and ensuring our research and creative work meaningfully address contemporary issues.

CU Denver is seeking a Managing Director for Partnerships and Innovation to connect university assets with community needs. The Managing Director will bring together stakeholders in the private, public, and nonprofit sectors to increase the economic prosperity and cultural vitality of the region by leveraging CU Denver's workforce development, research and creative works, academic programs, community building, and its unique location in the heart of Denver.

The Managing Director will conceptualize, launch, and manage a partnership strategy that will better align CU Denver talent to the needs of the broad community. The role will support collaboration within the university (including the academic units, research and creative work, university communications, advancement, and CU Denver CityCenter) to increase awareness of CU Denver's role in regional economic development, innovation, and entrepreneurship while addressing business development needs and increasing public-private partnership activities. It is expected that this role will meet community needs and generate critical funding for the research and educational mission of the university.

Key priorities include:

1. In alignment with the campus 2030 strategic plan (currently in development), foster and expand strategic sector, community, corporate and public partnerships by creating clear external pathways into the university and improving their internal coordination.
2. Lead the development and execution of a strategy for using campus physical assets (buildings, open spaces, streets and other infrastructure) to catalyze new and higher levels of urban connectivity, collaboration, and innovation.
3. Assess our economic development impact as well as produce an annual report that catalogs and showcases our economic development activity.



4. Develop and execute a strategy for engaging the chancellor in these activities at the appropriate level.

This role requires strategic leadership and management skills, the ability to create strong relationships with the business community, government (in partnership with CU Denver CityCenter), nonprofits (including foundations) and internal relationships with the schools and colleges, and hands-on work. Working closely with the schools and colleges and the University Communications office, this role will help create a market proposition around student talent as well as faculty and student research and creative work that effectively meets the needs of employers (public, private, and non-profit). Partnering with CU Denver's Advancement, Government Relations, Communications and other teams, the Managing Director will help open opportunities for innovative partnerships, including technology transfer, that increase business support of the CU Denver mission.

What you will do at CU Denver

Reporting to the Executive Vice Chancellor of Administration and Strategy, the Managing Director will serve as a member of the Chancellor's senior leadership team and will be integrally involved in the broader development and execution of [CU Denver's strategic plan](#). The position will oversee the Office of Institutional Planning and partner with CU Denver CityCenter. This role will support and advise the Chancellor's external engagement plan.

The Managing Director will lead four main areas that lead to improved partnerships for the university: corporate partnerships, community engagement, place-making, and technology transfer. These are described in more detail below. The Managing Director will coalesce the university's assets so that the external community can easily engage directly with the university to harness CU Denver's competitive advantages to increase regional economic prosperity.

Corporate Partnerships

The Managing Director will lead a large-scale and comprehensive program of cooperation with employers across industry sectors and academic disciplines, taking responsibility for all phases of the relationship from prospect and proposal development, to soliciting and negotiating agreements, to managing ongoing relationships. Faculty in the schools and colleges should be included throughout as thought partners and contributors to the innovative programs jointly developed with employers. By developing and nurturing these relationships, the Managing Director will be a catalyst to achieving CU Denver's goals of developing a more capable and impactful workforce, integrating its research and creative work more with the community, and elevating its impact as a public urban research university.



The Managing Director will establish and maintain relationships with C-suite executives at major international companies and foundations. Corporate members provide valuable funding, real-world insights and challenges to study, and paths to large-scale impact. Foundations can be an additional source of funding as well as a means of achieving impact and implementation of research findings and recommendations.

Community Engagement

The Managing Director will partner with the CU Denver City Center Executive Director and together they will be accountable for conceptualizing, developing, and executing high-impact partnerships with external groups to educate and engage community stakeholders. Programs may include further integration of university research and creative work with the community; executive briefings and education on relevant urban issues including diversity, equity, and inclusion issues; and visiting scholars; among others; and expand CityCenter's local government and non-profit organization outreach. The Managing Director will promote efficient and responsible use of financial or in-kind support received from community stakeholders and will report regularly to leadership and donors on the activities and results generated.

Place-based Strategy and Real Estate

Overseeing the CU Denver Office of Institutional Planning, the Managing Director will be responsible for innovative strategies to engage in, lead and respond to efforts that seek to enhance the urban public realm and explore what a modern, urban campus can contribute to the surrounding city. The Managing Director will explore unique public/private partnerships to CU Denver, leveraging university assets and our location in the heart of downtown.

Technology Transfer

Partnering with the faculty of the schools and colleges, the Office of Research Services, CU Boulder, and CU Anschutz, the Managing Director will increase business partnerships and opportunities for the monetization of intellectual property developed by the faculty and researchers of the university.



What we're looking for:

Leadership Style

- Someone who will represent CU Denver in diverse venues as an effective ambassador and communicator, and an ability to build and sustain strong and trusting relationships with other organizations and people across campus including the chancellor's leadership team, cabinet, deans, faculty, staff, administrators, and counterparts at the system office and the three other CU campuses.
- A responsive, transparent, and creative leader, who collaborates by obtaining broad input from diverse stakeholders and constituents—discovering interests and capabilities of faculty, opportunities and challenges faced by companies and other employers, and the strategic direction of foundations—and then crafts programs that build upon those ideas.
- A leader with the highest standards of integrity who will comply with the letter and spirit of all CU Denver policies, but be flexible enough to know how to innovate within those parameters while keeping an entrepreneurial mindset.
- A strategic leader who will contribute to realizing CU Denver's strategic plan by creating new partnerships and invigorating current ones all of which involve considerable ambiguity, complexity and scope.

Minimum Qualifications:

- A Bachelor's degree from an accredited institution of higher education
- Extensive, diverse, and progressively responsible experience in private sector or economic development leadership, including experience with corporate partnerships, strategic planning, external relationships, and program development & oversight.
- Experience in developing and managing complex partnerships that integrate the strengths of the private, public and non-profit sectors.
- An understanding of the ways in which public-private partnerships (P3's) can be leveraged to actualize the university's vision.
- A demonstrated commitment to advancing diversity & equity across multiple positions and functions.



Preferred Qualifications

- Experience in creating and negotiating public-private partnerships (P3s).
- Experience in economic development at the local or state level.
- Experience in negotiating and closing deals at the C-Suite level.

To be successful, you will need these leadership skills:

1. **Team Builder Mindset.** High degree of emotional intelligence and team orientation with a proven track record of working effectively with multiple stakeholders in business, higher education, and the community to achieve key strategic objectives.
2. **Future-Focused Outlook.** Understands marketplace trends; forward-thinking; often asks “what’s next” in terms of advances in developing partnerships and alignment between education, business, and the community. Anticipates trends and risks — has a finger on the pulse of the multifaceted business environment.
3. **Commitment to be an Inclusive Community-Builder.** Fosters a community of belonging and creates equity-minded partnerships that help reduce equity gaps in Colorado.
4. **Innovative Approach.** Constantly challenges the status quo while developing consensus with both internal and external stakeholders. Effectively plays devil's advocate and challenges the leadership team and broader university to stay agile and open to change. Observes external changes affecting the university and explores how they can be catalysts for internal evolution.
5. **A Curious and Insightful Style.** Has a natural curiosity to bring in new ideas and insights to drive more rapid development of the strategy and the leadership team. Is comfortable with ambiguity, adapting and thriving in unfamiliar environments to gain understanding and insight on how to successfully navigate uncharted territory.
6. **Agile Disposition.** Wears multiple hats and plays different roles simultaneously. Can quickly switch between tasks, adapt to changes, and stay flexible as external and internal conditions change. Nimble changes course and focus as needed to enable the university to do the same.



7. **Affinity for Consensus Building.** Builds consensus with executive leadership and the broader university to more effectively align and create partnerships with business and the community. Aligns the various strategies of university constituents for clarity around the common goal and brings cross-functional teams together to solve complex issues.
8. **Exquisite Storytelling Skills.** Effectively communicates both internally and externally CU Denver’s vision and strategy, while connecting the dots to explain the “why” in strategic initiatives and strategic partnerships. Capable of developing a compelling narrative to inspire support and build alignment.

CU Denver is committed to an ethical foundation, sense of shared responsibility, and culture of trust, and the new managing director must possess impeccable moral character and conviction in serving the greater good of the university.

Where you’ll work:

About the University of Colorado Denver

Part of the University of Colorado System, CU Denver is a comprehensive urban research institution in metropolitan Denver. With eight schools and colleges, the university is home to more than 15,000 students and 1,138 faculty members, offering 110 degree programs, from the bachelor’s to doctoral level, both in-person and online.

CU Denver educates a diverse student body through high-quality academics, ambitious research, creative work, and civic engagement in the city it calls home. Leveraging its proximity to and partnership with so many public, nonprofit, and private sector employers, CU Denver graduates gain the powerful combination of immersive classroom and real world applied experiences that are in demand today. CU Denver provides well-educated top talent and a new generation of knowledge to fuel the future of Denver and the region. It *is* CU in the City.

CU Denver offers more than 100 academic degree programs, from the bachelor’s to doctoral level, in the heart of downtown, where more than 15,000 students pursue. As part of the state’s largest public university system, CU Denver is a major contributor to the Colorado economy, with nearly 2,500 employees and an annual economic impact exceeding \$800 million.



This is an exciting time to be at CU Denver. With new senior leadership, a strong commitment to equity, and expectations to create partnership that build a culture of innovation with the community, the managing director will optimize the university's commitment to make a difference with those in the public, private and non-profit sectors across Colorado and beyond. CU Denver is an emerging Hispanic-Serving Institution and aspires to also be designated as an Asian American and Native American Pacific Islander-Serving Institution, the first in Colorado. Many students are first-generation college and most work while pursuing their studies. Over 30% of the undergraduate students pursue health-related degrees. Academic programs range from business, engineering, and education to music industry studies to criminal justice. CU Denver is located in downtown Denver, Colorado and shares the Auraria campus, which is the largest campus in the state, with two other distinct and separate institutions: Community College of Denver and Metropolitan State University of Denver. Each institution has its own neighborhood, and the three institutions maintain and manage the campus with a shared governance model through the Auraria Higher Education Center (AHEC). In addition to shared facilities (e.g., classrooms, labs, student union, library, health center) on the Auraria Campus, CU Denver owns and operates three academic and administrative buildings in the downtown's urban core.

About Denver, Colorado

Denver has established itself as a great city on many accounts. Set at the front range of the Rocky Mountains and known as the Mile High City, it is geographically stunning. Denver has a reputation for being extremely dynamic for business and livable for individuals and families. Many consider the Denver metro area to have the perfect blend of outdoor adventure and metropolitan sophistication. *U.S. News & World Report* awarded it the 2020-2021 #2 spot for Best Places to Live - second only to Boulder, Colorado. Fort Collins and Colorado Springs took 4th and 5th place, making the state a sought-after destination for high-quality of life including job market, housing affordability, and more.

While the city itself has fewer than 700,000 residents, the six-county metro area has a population approaching three million. The state of Colorado is annually ranked as one of the best states in which to do business, and Denver is known for its blend of large corporations and manufacturers as well as vibrant small business environment.



Denver has a mild, dry, mostly sunny climate (whereas the mountains receive the majority of the snow). The Denver metro area receives eight to fifteen inches of precipitation a year. As such, parks and outdoor activities are abundant in Denver. The city itself has over 200 parks, and of course, Denver is in close proximity to many prominent ski, golf, and recreation resorts.

Culture thrives in Denver. The city's diverse population supports culture through the Scientific and Cultural Facilities District (SCFD). This cultural district is home to many popular attractions like The Denver Performing Arts Complex, the second-largest arts center in the nation. SCFD also offers the Denver Museum of Nature and Science, The Denver Art Museum, The Denver Zoo, and well-known Botanic Gardens. Denver is one of only a few cities to offer eight professional sports teams, and has built new stadiums in recent years. Excellent shopping and restaurants are found throughout the city, from Cherry Creek Shopping Center to downtown's pedestrian-friendly 16th Street Mall.

As might be expected of a thriving, vibrant city, Denver is home to exceptional public and private schools, colleges and universities, religious institutions, and vibrant neighborhoods.

For more information visit www.denver.org or www.denverchamber.org.