

SEARCH SPECIFICATIONS



EXECUTIVE DIRECTOR FOR INDUSTRY RELATIONS

PREPARED BY:

THE OPPORTUNITY

The University of Texas at Arlington (UTA) presents an exciting opportunity for an accomplished professional to join as the Executive Director for Industry Relations (EDIR). This senior leadership position which reports directly to Marie Schultz, Vice President for Development and Alumni Relations, is pivotal in shaping the future of UTA by fostering strategic connections with top corporate and industry entities. The EDIR will lead campuswide efforts to enhance fundraising, research partnerships, workforce development and institutional sponsorships.

The Executive Director will play a pivotal role as a key collaborator, working closely with esteemed campus leadership, including the President, Provost, Vice Presidents, Deans and other academic leaders. The primary responsibilities entail building, managing and overseeing a comprehensive campuswide metrics-based industry relations program. This program aims to cultivate relationships with high-level current and aspirational industry partners, fostering increased philanthropy, internships, sponsored research support and partnerships.

Through their expertise and dedication as the Executive Director for Industry Relations, the successful candidate will not only contribute to UTA's mission but also have the opportunity to fully immerse themselves in the vast opportunities that await in the thriving state of Texas.

The Dallas-Fort Worth (DFW) metroplex has emerged as a significant technology hub, attracting companies from various industries such as telecommunications, finance, healthcare and transportation. This area is home to influential technology giants like Texas Instruments, AT&T and Dell Technologies. Major defense contractors like Lockheed Martin and Bell Textron, along with NASA's presence in nearby Houston, contribute significantly to the development of groundbreaking aerospace technologies and defense systems. DFW's robust economy, vibrant business community and entrepreneurial culture continue to attract professionals and businesses seeking to make a meaningful impact and contribute to the region's ongoing growth.

THE UNIVERSITY OF TEXAS AT ARLINGTON

MISSION

The University of Texas at Arlington is a comprehensive teaching, research and public service institution dedicated to the advancement of knowledge through scholarship and creative work.

The University is committed to providing access and ensuring student success, and to a culture of innovation, entrepreneurship and commercialization of discoveries by our community of scholars.

The University promotes lifelong learning through its academic, continuing education and experiential learning programs. The faculty, staff and student community shares diverse cultural values that foster inclusivity and cultivate mutual respect.

VISION

The University of Texas at Arlington is a pre-eminent urban public research university that inspires bold solutions with global impact through creative scholarship, transformative access and collaborative learning.





EMPOWERING MINDS, TRANSFORMING FUTURES

The University of Texas at Arlington (UTA) stands as a beacon of academic excellence and innovation in the heart of Arlington, TX. With a rich history dating back to 1895, UTA has grown into a world-class institution that is committed to empowering minds and transforming futures. Renowned for its diverse range of degree programs, cutting-edge research initiatives and unwavering dedication to student success, UTA offers an exceptional educational experience that prepares students for the challenges and opportunities of the modern world.

ACADEMIC EXCELLENCE

At UTA, academic excellence is at the core of everything they do. With over 180 bachelor's, master's and doctoral programs across various disciplines – from engineering and business to nursing and liberal arts – students have access to a comprehensive range of educational pathways tailored to their interests and career aspirations. The university's distinguished faculty members are experts in their fields who foster an engaging learning environment through innovative teaching methods.

CUTTING-EDGE RESEARCH

UTA is renowned for its groundbreaking research initiatives that push boundaries and drive innovation. The university actively encourages collaboration between faculty members and students in conducting impactful research across diverse fields such as healthcare technologies, sustainable energy solutions, artificial intelligence applications, urban planning strategies, social sciences advancements – just to name a few. Students have unparalleled opportunities to engage in hands-on research experiences that contribute towards solving real-world problems.

STATE-OF-THE-ART FACILITIES

UTA boasts state-of-the-art facilities designed to enhance the learning experience for its students. From modern classrooms equipped with advanced technology tools to specialized laboratories outfitted with cutting-edge equipment – every aspect has been carefully crafted with student success in mind. The Central Library provides extensive resources both physically and digitally while offering quiet study spaces or collaborative areas for group projects.



STUDENT SUPPORT SERVICES

Recognizing that each student's journey is unique; UTA provides comprehensive support services to ensure their success. Academic advisors guide students in selecting the right courses, mapping out their academic path and making informed decisions about their future. The Career Development Center offers career counseling, job fairs and internship opportunities to help students transition seamlessly into the professional world. Additionally, UTA provides a range of student organizations and extracurricular activities that foster personal growth and create a vibrant campus community.

COMMUNITY ENGAGEMENT

UTA takes pride in its strong connection with the local community. Through partnerships with businesses, government agencies and nonprofit organizations, UTA actively contributes to the economic development and social well-being of Arlington and beyond. Students have access to numerous service-learning opportunities that allow them to apply their knowledge while making a positive impact on society.

The University of Texas at Arlington stands as an institution dedicated to empowering minds and transforming futures through academic excellence, cutting-edge research initiatives, state-of-the-art facilities, comprehensive student support services and active community engagement. With its diverse range of degree programs across various disciplines led by distinguished faculty members – UTA provides an exceptional educational experience that prepares students for success in today's rapidly evolving world. Join UTA's vibrant campus community where innovation meets opportunity – embark on a journey towards limitless possibilities at one of Texas' premier universities!

UTA VALUES



Access and Success

Provide a supportive environment where students can flourish as scholars and citizens. Expand access to academic offerings, scholarship opportunities and other vital resources that prepare students to succeed and graduate.



Opportunity and Excellence

Pursue the highest standards of excellence throughout every facet of the University. Provide all qualified students with opportunities to reap the benefits of the tremendous knowledge that exists at UTA.



Inclusiveness and Diversity

Foster an inclusive environment that supports a diverse community of faculty, staff and students. Encourage the exploration and discovery of the unfamiliar and promote the understanding of all viewpoints.



Mavericks and Innovators

Ensure a culture of innovation, entrepreneurship and creativity that strengthens our Maverick nature. Cultivate an atmosphere that rewards curiosity and challenges conventional thought.



Collegiality and Collaboration

Encourage a spirit of collegiality and camaraderie among all members of the UTA community. Champion partnerships and collaborative efforts that increase the University's impact on society.



MEET THE PRESIDENT

JENNIFER COWLEY, PH.D.

Jennifer Cowley is the first female president of The University of Texas at Arlington and the 10th overall. She is also a professor of public affairs and planning in the College of Architecture, Planning and Public Affairs.

Dr. Cowley is an advocate for public higher education and passionate about UTA's role in developing the Dallas-Fort Worth economy, society and culture by preparing the next generation of talent.

Cowley has dedicated her career to public service through leadership roles at national research universities, where she championed student success, engaged communities, created strategic collaborations and advanced innovation.

Before joining UT Arlington in 2022, she served as the provost and vice president for academic affairs for five years at the University of North Texas and 16 years at Ohio State University in a variety of capacities, including vice provost for capital planning and regional campuses, associate dean of the College of Engineering, head of city and regional planning and a professor.

Prior to entering academia, Cowley worked in city government in Amarillo and College Station. She earned a Ph.D. in urban and regional science, master's degree in urban planning and bachelor's degree in political science from Texas A&M University and master's degrees in interdisciplinary studies and public administration from UNT. She is a fellow of the American Institute of Certified Planners and the National Academy of Public Administrators.

An Arlington native, Cowley and her husband, Jon, have a high-school-age son, Nathan.



UTA AT A GLANCE

STUDENTS FIRST

NO. 1

PUBLIC SCHOOL IN DFW

(Wall Street Journal, 2024)

NO. 5

IN THE NATION FOR UNDERGRADUATE ETHNIC DIVERSITY

(U.S. News & World Report, 2023)

NO. 8

FOR DEGREES AWARDED TO MINORITY STUDENTS

(Diverse: Issues in Higher Education, 2023)

NO. 3

IN TEXAS FOR ADVANCING SOCIAL MOBILITY

(U.S. News & World Report, 2024)

NO. 1

BEST FOR VETS AMONG PUBLIC UNIVERSITIES

(Military Times, 2023)

A TRADITION OF EXCELLENCE



R-1: DOCTORAL UNIVERSITIES—VERY HIGH RESEARCH ACTIVITY

Designation by the Carnegie Classification of Institutions of Higher Education as a top doctoral research university in the U.S.



TOP 100 FOR INNOVATION

No. 68 nationally for innovation, according to U.S. News & World Report's 2023 rankings.



NO. 8 FASTEST GROWING DOCTORAL PUBLIC INSTITUTION IN U.S.

Ranked by the Chronicle of Higher Education's 2022 Almanac.



NO. 14 FOR SUSTAINABLE DEVELOPMENT GOALS

Based on global initiatives encompassing education, human rights, public health, community development, and economic growth.

AFFORDABILITY

TOP ONLINE VALUE

Ranked No. 38 on College Consensus 2022 list of online colleges with best value.

HIGHEST PAID GRADUATES

UTA graduates have the highest first-year median wage of any non-medical UT System Institution, according to a 2023 UT System survey on earnings for baccalaureate graduates working in Texas.

LOW DEBT AMONG GRADUATES

No. 56 nationally for least amount of debt graduates, according to U.S. News & World Report's 2023 rankings.

HIGHLY-RANKED ACADEMIC PROGRAMS



TOP 100 NURSING PROGRAM

U.S. News & World Report's 2023 "Best Graduate Schools" list ranks the College of Nursing and Health Innovation's master's program No. 49 and the Doctor of Nursing Practice program No. 99 in the nation.



TOP GRADUATE PHYSICS PROGRAM

U.S. News & World Report's 2023 "Best Graduate Schools" list ranks the College of Science's graduate program in physics No. 95 in the nation.



BEST AEROSPACE ENGINEERING PROGRAM

U.S. News & World Report's 2023 "Best Graduate Schools" list ranks the College of Engineering graduate program in aerospace engineering No. 40.



BEST GRADUATE SCHOOLS LIST

U.S. News & World Report's 2022-23 "Best Graduate Schools" rankings include 16 graduate programs at UTA.



#5 IN TEXAS FOR GRAPHIC DESIGN

UTA ranked No. 5 in Texas among public schools and colleges, No. 32 nationally, and No. 8 in the Southwest, by Animation Career Review.

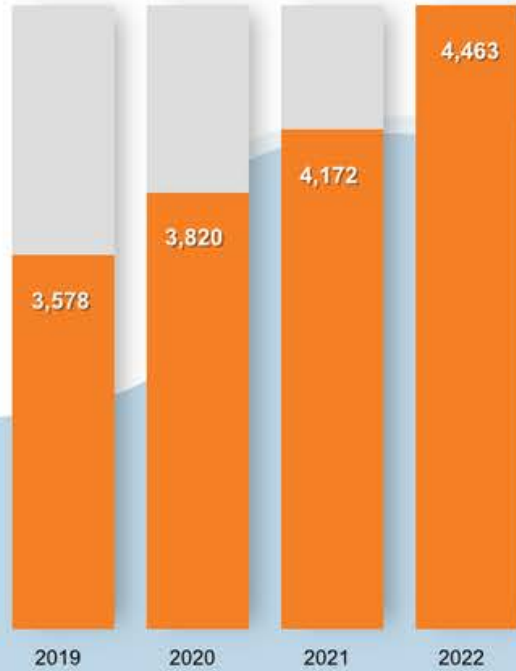


"UTA IS ALREADY A WORLD-CLASS UNIVERSITY, AND OUR COLLECTIVE FUTURE IS BRIMMING WITH POSSIBILITIES THAT CAN TAKE US TO NEW HEIGHTS."

JENNIFER COWLEY
PRESIDENT

FIRST-TIME-IN-COLLEGE STUDENT GROWTH

FTIC ENROLLMENT



BY THE NUMBERS

16

PROGRAMS LISTED ON "BEST GRADUATE SCHOOLS"

U.S. News & World Report, 2023

#41

ON LIST OF TOP PERFORMERS ON SOCIAL MOBILITY

U.S. News & World Report, 2023

4th

AMONG FOUR-YEAR UNIVERSITIES FOR VETERANS

Military Times, 2022

#56

FOR LEAST AMOUNT OF DEBT AMONG GRADUATES

U.S. News & World Report, 2023

5th

FOR UNDERGRADUATE ETHNIC DIVERSITY

U.S. News & World Report, 2023

MAKING HEADLINES

Local and national media outlets shined a spotlight on UTA's research, academics, and faculty last year.

July 5, 2023
A first look inside Meow Wolf's immersive exhibit opening July 14 at Grapevine Mills

Featuring Art & Art History Department faculty art >

June 20, 2022
Ten weeks after escaping Kabul, a women's rights activist found herself in Texas without food, money, and three of her kids

Featuring Roshan Mashal (Gender, Women, & Sexuality Studies) >

June 16, 2023
The I-95 Collapse is a Tragic Reminder That U.S. Bridges are Still Built Without Fire Safety in Mind

Spotlighting Nur Yazdani's research (Civil Engineering) >

OFFICE OF DEVELOPMENT & ALUMNI RELATIONS

Welcome to the vibrant world of the University of Texas at Arlington's Development and Alumni Relations Office, where they are dedicated to forging meaningful connections and creating extraordinary opportunities. The team thrives on bringing together alumni, donors and friends through captivating events, exclusive networking opportunities and compelling communications.

The office believes in the power of philanthropy to transform lives and takes pride in facilitating a wide range of gifts and pledges that make a lasting impact - from annual giving that fuels immediate needs to endowments and estate planning that leave a legacy for generations to come.

The goals extend beyond fundraising; we are committed to supporting the Maverick community as well as fulfilling our donors' philanthropic interests. By aligning their passions with UTA's mission, they create partnerships that drive innovation, foster academic excellence and empower students to reach their full potential.



PROMINENT CORPORATE PARTNERS



RECENT CORPORATE PARTNERS

Defense & Aerospace

- Raytheon Technologies
- Elbit Systems of America

Technology

- Adobe
- Ericsson, Inc.
- Google
- Honeywell International
- Mouser Electronics

Engineering & Construction

- Freese and Nicholds
- Hillwood
- Jacobs Engineering Group

Finance

- Frost Bank
- GM Financial
- Goldman Sachs
- State Farm

MEET THE VICE PRESIDENT FOR DEVELOPMENT & ALUMNI RELATIONS

MARIE SCHULTZ



Marie Schultz joined the University of Texas at Arlington as Vice President for Development and Alumni Relations in November 2022. As the head of UTA's fundraising and alumni engagement efforts, she oversees a team of 55 staff members and leads efforts to engage and grow connections with alumni, donors and key institutional stakeholders while building and deepening relationships with corporate and industry partners.

Marie brings 27 years of experience in development to her role and previously served her alma mater, the University of California, Riverside holding various positions within the development office, including Executive Vice President of the University of California, Riverside Foundation and Associate Vice Chancellor for Development.

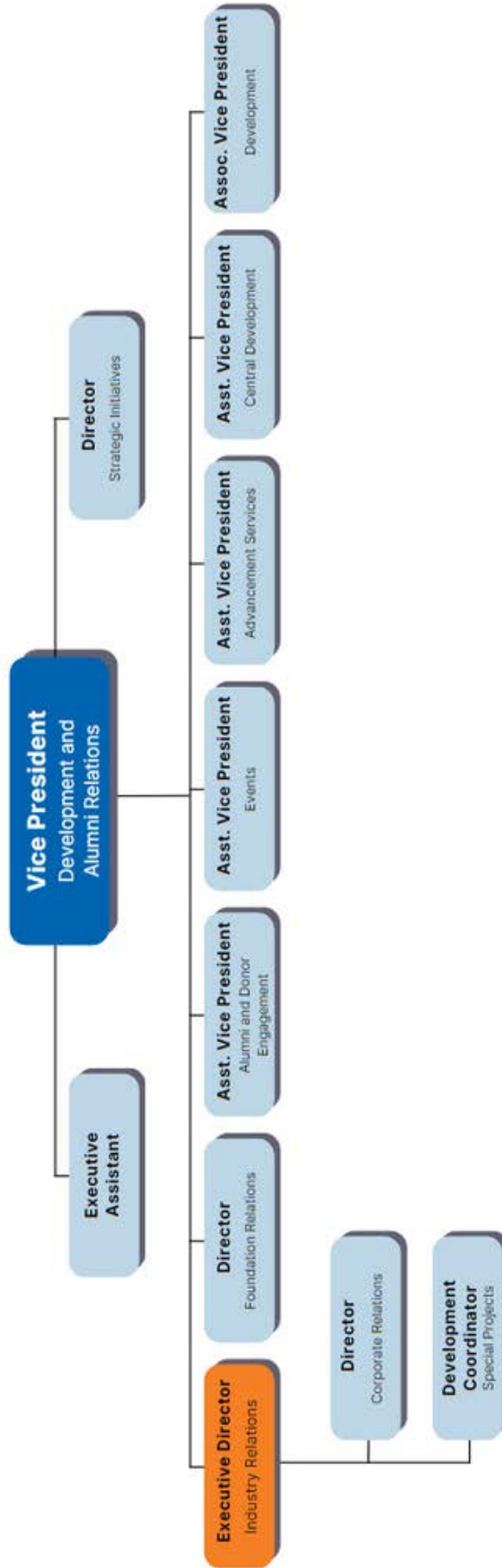
During her tenure at UC Riverside, Marie helped lead and close the university's first ever comprehensive campaign exceeding the \$300 million campaign goal by \$12 million. Under her leadership, UC Riverside experienced its two highest fundraising years with private philanthropic support surpassing \$42 million in 2021-22.

Marie's expertise lies in campaign fundraising, board development and alumni engagement. Holding an MBA with a concentration in information technology from the University of Redlands and a bachelor's degree in environmental science from UC Riverside, Marie is well-positioned to lead UTA's efforts to expand and grow philanthropic resources.

ORGANIZATIONAL CHART

EXECUTIVE TEAM

ORGANIZATIONAL CHART



POSITION DESCRIPTION

OVERVIEW

The Executive Director for Industry Relations at the University of Texas at Arlington is a pivotal role, spearheading a campuswide industry engagement effort to foster comprehensive relationships with top corporate and industry entities. The Executive Director will play a crucial role in enhancing fundraising, research partnerships, workforce development and institutional sponsorships.

The Executive Director will have the unique opportunity to lead and shape a comprehensive metrics-based industry relations program. By collaborating closely with campus leadership, including the President, Provost and various Vice Presidents, the Executive Director will contribute to multilevel strategies for a portfolio of top institutional industry partners. This role is central to advancing UTA's priorities and positioning the university for success.

ESSENTIAL JOB FUNCTIONS

- Build, manage and oversee a comprehensive campuswide metrics-based industry relations program that includes managing an institutional relationship with the top level current and aspirational campuswide industry partners to increase philanthropy, internships, sponsored research support and partnerships, university wide sponsorships and engagement to advance University priorities.
- Work closely with the President, Provost, Vice President for Development and Alumni Relations, Vice President for Research and Innovation, Vice President for Administration and Economic Development, Vice President for Student Affairs, AD for Athletics, Deans and academic leadership to coordinate campuswide multilevel strategies for a portfolio of top institutional industry partners including support for various university/industry interests to ensure coordination across units and coordination of priorities.
- Provide leadership for the Industry/Corporate Relations team to ensure portfolio coordination at all levels and support for the highest potential industry partnerships to best position the university for the successful attainment of goals and objectives.
- Function as the primary relationship coordinator for the highest-level university industry portfolio that includes building and prospecting for new relationships and maintaining existing relationships; responsible for scheduling meetings with high-level corporate contacts, drafting reports,

hosting cultivation and stewardship meetings and preparing briefings and collateral materials.

- Develop a firm understanding of university research and academic goals to provide partnership agendas/proposals to companies and industries and ultimately work with faculty and university leadership to solicit support, prepare and submit proposals for research, education and outreach initiatives.

MINIMUM QUALIFICATIONS

- Bachelor's Degree from an accredited college or university.
- Eight to thirteen years of progressively responsible corporate engagement experience preferably in a higher education setting.
- Experience planning and executing metrics-based engagement programs and managing teams and staff to successful goal attainment.
- Personal success in identifying, cultivating, soliciting and stewarding corporate contacts at high-level complex industry partners.
- Corporate engagement management/supervisory experience.

PREFERRED QUALIFICATIONS

- The intellectual depth, maturity and confidence required to effectively engage and garner the trust of academic leadership and key volunteers in the cultivation, solicitation and stewardship of top industry and corporate contacts.
- Demonstrated experience in developing and/or advising corporate strategy and working with an institution's development, research and academic leadership.
- Experience with fundraising in capital and comprehensive campaigns.



ARLINGTON, TX

Welcome to Arlington, TX – a city that effortlessly combines the best of urban living with suburban charm. Whether you're considering a job opportunity or simply looking for a new place to call home, Arlington has something for everyone. From its vibrant city life and world-class sports venues to its thriving arts and culture scene, outdoor recreational opportunities and friendly community spirit – this city is an absolute gem waiting to be explored.

The city offers an exciting blend of urban amenities and suburban tranquility. You'll find yourself immersed in a dynamic atmosphere where there's always something happening. From lively street festivals and concerts to bustling shopping districts and trendy restaurants, Arlington ensures that you never have a dull moment.

Arlington boasts an impressive arts and culture scene that caters to all tastes. The Arlington Museum of Art showcases captivating exhibitions from renowned artists while Theatre Arlington brings captivating performances to life on stage. Levitt Pavilion for Performing Arts hosts free concerts under the stars during summer evenings – perfect for enjoying music from various genres.

Arlington's strategic location between Dallas and Fort Worth is a major advantage. Just a short drive away from these bustling metropolises, you can easily access their unique attractions while enjoying the slightly quieter suburban lifestyle that Arlington offers. This proximity allows for endless possibilities when it comes to work opportunities, entertainment options and cultural experiences.

With its vibrant city life, world-class sports venues, thriving arts scene, outdoor recreational opportunities galore, friendly community spirit, proximity to major cities like Dallas and Fort Worth, Arlington is the best of both urban excitement and suburban charm in this welcoming Texan gem.

APPLICATION PROCEDURE

To be considered for the Executive Director for Industry Relations opportunity at the University of Texas at Arlington, please submit your letter of interest and qualifications for this position in confidence to KatyBelle Edwards. Priority will be given to candidate materials received by March 8, 2024.



KatyBelle Edwards
Talent Associate
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Krystal Floyd
Senior Executive Recruiter
BRYANT GROUP



Bryant Group, based in Dallas, Texas, and with associates located across the United States, specializes in executive search and leadership consulting for higher education, healthcare and nonprofits. In 1988, Bryant Group founder, Chris Bryant, started one of the country's first search firms specializing in philanthropy recruitment. Now under the leadership of CEO Sally Bryant, the woman-owned firm has impacted more than 10,000 leaders and served more than 275 organizations.

Our commitment to people and our determination to live our values every day, in every conversation, make our firm unique. We like to think of it as being uncommon on purpose, which can be seen in the high level of service we provide our client in- executive search, leadership development and talent strategy.

Visit our website today at www.bryantgrp.com to learn more about how we can help you achieve your goals.