



SENIOR DIRECTOR OF ADVANCEMENT, PATIENT AND FRIENDS PROGRAMS

St. Louis, Missouri

THE SEARCH

Washington University in St. Louis seeks an experienced, strategic, and ambitious senior director of advancement, patient and friends programs for Washington University School of Medicine. This individual will identify, cultivate, solicit and steward major gifts from individual donors, grateful patients/families, organizations and faculty for multiple departments across the School of Medicine.

The Washington University School of Medicine (WUSM) has prospered over the past century, distinguished as a first-tier medical school, and ranked for over a generation among a handful of leading medical schools in the United States. As an essential part of a renowned university, and the partner of an equally successful healthcare system, WUSM has prospered in every dimension. It has a profound commitment to the three traditional missions—research, teaching, and care—and has increasingly embraced community engagement as a fourth. Its partnerships, clinical care, endowment, and philanthropy have created an unusually generous net for investment in its missions.

Reporting to the associate vice chancellor of medical advancement, the senior director will serve as a key major gift fundraiser for the medical advancement team. The senior director will identify, cultivate, solicit, and secure major gifts for multiple key departments and proactively work with faculty to identify new prospects, coordinate fundraising strategies, and communicate and visit with prospects and donors capable of making gifts of \$100,000 or more. Additionally, they will complete prospect qualification and cultivation, and develop and maintain a portfolio of major gift prospects and donors. The senior director will develop a comprehensive understanding of the research, teaching, and patient care components of their assigned departments to effectively articulate a case for support. The senior director will build upon existing momentum to advance major gifts in support of current goals and in preparation for future efforts.

The medical advancement program is currently comprised of a 38-person team, including the grateful patient, medical corporate and foundation relations, and medical alumni teams; in total, this group raises an average of \$170 million annually, which represents approximately one half of the funds raised by Washington University's advancement division. The senior director is responsible for increasing private funding from individuals, family foundations, and organizations directed to the assigned departments and divisions within the school of medicine.

The successful candidate will have at least seven years of successful fundraising experience, including major gift experience. Preferably, the ideal candidate will have major gift fundraising experience in a medical school or health sciences environment and/or clinical and basic research with a knowledge of

grateful patient fundraising best practices. Essential qualifications include the ability to meet and exceed fundraising performance benchmarks and goals; effectively analyze opportunities and develop and execute strategy to secure private support; superior organizational skills; exceptional verbal and written communication skills; the ability to effectively articulate the needs, interests, and accomplishments of the School of Medicine and the department of surgery to a wide range of audiences; and the ability to navigate a highly complex organization.

Washington University in St. Louis has retained the services of Jack Gorman of Isaacson, Miller — a national executive search firm — to assist in conducting this search. All inquiries, applications, and nominations for this position should be directed to Isaacson, Miller as indicated at the end of this document and will be held in the strictest confidence.

WASHINGTON UNIVERSITY SCHOOL OF MEDICINE

The Washington University School of Medicine (WUSM) ranks number 11 in comprehensive medical schools and number 9 in surgery programs as rated by US News & World Report. The school continues as a vital driver of the university's success. WUSM ranks fourth in NIH funding, and has more than 2,000 faculty members and more than 8,500 staff. The faculty teach a large and exceptionally strong student body of more than 1,400 students, and clinical faculty care for more than 1.2 million patients a year.

The school embraces the traditional three missions of teaching, research, and clinical care and has, in recent years, taken increasing responsibility for community engagement, assuring healthcare service across the entire population of the metropolitan region, including people who have been historically underserved.

Education has remained a first rank priority for the school, a posture it has sustained for over a century. It appeals to, challenges, and nurtures students. The faculty, unusual for an academic medical center, is fully invested in its teaching mission, and that reputation has spread widely resulting in terrific applications.

UNIVERSITY ADVANCEMENT

University Advancement at Washington University in St. Louis is one of the most sophisticated fundraising operations in the country. Comprised of approximately 400 employees, this cohesive and collaborative team works together to engage and cultivate Washington University's more than 150,000 alumni worldwide, as well as parents, friends, grateful patients, corporations, foundations, and other groups and agencies.

In fiscal year 2021, the university received \$292,800,000 in gifts of cash, securities, and gifts-in-kind. In compliance with accounting conventions, amounts reported in the financial statements, including non-endowed gifts, reported as operating revenue, and endowed gifts, reported as non-operating activity, totaled \$229,777,000. Endowed gifts, restricted for investment and future support, totaled \$71,323,000.

LEADING TOGETHER: THE CAMPAIGN FOR WASHINGTON UNIVERSITY

In the fall of 2012, the university publicly announced its most recent campaign, *Leading Together: The Campaign for Washington University*, with an initial goal of \$2.2 billion. The university's campaign

priorities included securing support for outstanding faculty; a talented and diverse student body; scholarly research and creative potential; teaching, research, and living environments; and unrestricted annual support. In 2015, when the campaign total neared its initial goal more than two years ahead of schedule, the university's board of trustees approved a new goal of \$2.5 billion. On June 30, 2018, the campaign closed at a remarkable figure of \$3.378 billion and attracted record support from more than 160,000 alumni, parents, and friends of the university, including hundreds of volunteers in St. Louis and cities across the United States and worldwide.

SENIOR DIRECTOR OF ADVANCEMENT, PATIENT AND FRIENDS PROGRAMS

Reporting to the associate vice chancellor of medical advancement, the senior director of advancement, patient and friends programs is responsible for raising private support for Washington University School of Medicine. The senior director will identify, cultivate, solicit and steward major gifts from individual donors, grateful patients/families, organizations and faculty for multiple departments across the Washington University School of Medicine. The senior director will have regular monthly contacts with School of Medicine department heads, division heads, physicians and business managers for fundraising purposes and will regularly communicate with university donors, patients and community members on behalf of the School of Medicine.

DUTIES & RESPONSIBILITIES

- Identify, cultivate, solicit and secure major gift commitments for assigned departments and divisions primarily from individual donors, grateful patients and their family members, organizations and selected faculty.
- Develop strategies and proposals for donors, patients and friends, family foundations, and organizations to increase philanthropy directed to the School of Medicine and assigned departments and divisions.
- Proactively work with faculty to identify new prospects, coordinate fundraising strategies, complete prospect qualification and cultivation calls, and communicate with and visit prospects and donors who are capable of making gifts of \$100,000 or more.
- Develop and maintain a portfolio of major gift prospects and donors for assigned departments and divisions.
- Develop a comprehensive understanding of the research, teaching and patient care components of assigned departments and divisions in order to effectively articulate the case for support for funding priorities.
- Develop and maintain a thorough understanding of HIPAA.
- This position requires travel regularly to medical campus and off-campus locations. Use of an automobile required.
- Perform other duties as assigned.

QUALIFICATIONS & EXPERIENCE

- A minimum of seven years of successful fundraising experience, including major gift experience.
- Ideal candidate will have major gift fundraising experience in a medical school or health sciences environment, grateful patient fundraising experience, and experience in higher education.
- Meets and exceeds fundraising performance benchmarks and goals.
- Demonstrated success in analyzing opportunities, developing and executing strategies to secure private support.
- Superior organizational skills and exceptional verbal and written communication skills.
- Ability to articulate the needs, interests, and accomplishments of the School of Medicine to a wide range of audiences.
- Sophistication and success in navigating a complex academic medical environment.
- Ability to make sound judgments in complex situations and to effectively manage ambiguity.
- Proven ability to work collaboratively in a matrixed environment.
- Bachelor's degree required; advanced degree preferred.

TO APPLY

This search is being led by Jack Gorman with Bryce Ervin and Ryan Cheung. To make a confidential inquiry, nomination, or to apply for this role, please visit: <http://www.imsearch.com/8557>

Washington University in St. Louis is committed to providing equal opportunity to all qualified individuals in its employment and personnel practices. The university practices affirmative action by taking assertive steps to recruit, hire, and promote minorities, females, individuals with disabilities, and veterans.