LEADERSHIP
PROFILE

Senior Vice President for Development
Arizona Health Sciences
THE OPPORTUNITY

Universities are defined by their people, and you could say the people here were born to challenge “business as usual.” The University of Arizona existed before Arizona was a state. Our first graduating class in 1895 consisted of two women and one male.

Since then, we’ve learned that we’re better together. We do more when we work across backgrounds, skills and perspectives. That’s how we’ve become long-time partners with NASA, leaders in both the arts and sciences, and able to prepare students to succeed in a world where most of the jobs today’s kindergartners will have don’t even exist yet. We know how to converge.

The University of Arizona Health Sciences (UAHS) is the statewide leader in biomedical research and health-professions training. Its network of health-related organizations reach across the state of Arizona and beyond to provide critically needed, highly specialized health and medical training and outreach services to Arizona’s major cities, towns, Native American reservations and its most remote communities. With a multidisciplinary, collaborative plan for growth, the UAHS concentrates on four areas of research excellence: Health Disparities, Population Health and Health Outcomes, Precision Health, and Neuroscience.

The Senior Vice President for Development provides leadership, vision, and strategic direction for the Arizona Health Sciences Development Team within the University Development Program (UDP).

The Arizona Health Sciences Development Team includes fundraising programs in the University of Arizona’s (UA) two Colleges of Medicine (in Tucson and Phoenix), the College of Pharmacy, the Mel and Enid Zuckerman College of Public Health, the College of Nursing, and the Arizona Cancer Center.

Working in close collaboration with Arizona Health Sciences deans and unit directors, the SVP directly manages (solid-line) the members of the Arizona Health Sciences Development Team. Arizona Health Sciences deans or unit directors will indirectly manage (dotted-line) the Arizona Health Sciences development professionals assigned to their respective programs.

The SVP will directly report to the President & CEO of the University of Arizona Foundation, who is also the Vice President of Development and Chief Development Officer of the University of Arizona. The SVP will indirectly report (dotted-line) to the Senior Vice President for Health Sciences and will be a key member of the Arizona Health Sciences leadership team.
RESPONSIBILITIES

The Senior Vice President for Development is responsible for leading, managing, supporting and coordinating major-gift fundraising strategies for all Arizona Health Sciences colleges and units.

- Work very closely with deans and unit directors and their development team members to foster a culture of major gift philanthropy and to lead by example in personally implementing successful fundraising strategies with his/her own assigned prospects and donors.

- Create and manage an original portfolio of approximately 20 prospects, serving as a major/principal gifts officer who cultivates relationships, submits major/principal proposals, and stewards high level donors.

- Lead and participate in key UDP efforts, and advise the President & CEO of the UA Foundation and the SVP for Health Sciences on all matters related to Arizona Health Sciences development.
**PERSONAL QUALIFICATIONS & EXPERIENCE**

**LEADER & VISIONARY**
The SVP will play a critical role in the UDP’s success at growing fundraising, thus it is critical that they be skilled at leading, managing, and mentoring major gift development professionals.

**RELATIONSHIP BUILDER & COLLABORATOR**
The SVP will serve as a role model for the UDP One Team approach to development at the University of Arizona. They must excel at managing frequent and varied interpersonal contacts with a wide variety of stakeholders, including Arizona Health Sciences leadership, UA donors and prospects, UDP and UA Foundation colleagues, UA administrators and campus leadership, faculty, staff, students and vendors.

**STRATEGIC & DATA DRIVEN**
The SVP will work with UA Foundation and UDP colleagues, Arizona Health Sciences senior leadership, college/unit development officers, and deans/unit directors to establish annual fundraising goals and guide specific fundraising strategies that are aligned with the UDP goals and the UA Strategic Plan; reviewing and developing a moves management approach that takes prospects from identification through stewardship. To be successful, they’ll need to be savvy data-based decision makers.

**EDUCATION & DIRECT EXPERIENCE**
- Bachelor’s degree and 8-10 years fundraising experience in higher education and/or health sciences.
- Management experience of groups of development professionals and support staff.
- A proven track record of success in soliciting and securing major and principal gifts, and doing so successfully as part of a comprehensive university campaign.
- Familiarity with large comprehensive public university development programs and previous experience leading major-gift programs.
- Knowledge of donor database systems, such as Raiser’s Edge.
- Demonstrated success in personally cultivating, soliciting, and securing gifts at the $1,000,000+ level.
**UDP'S GUIDING PRINCIPLES**

**COMMITMENT:** We begin with the end in mind in all we do. We are dedicated to achieving the University Development Program goals in order to help the University maximize its impact on and services to the world.

**DONOR-CENTRICITY:** We believe philanthropy is maximized by connecting the hopes, dreams, interests, and passions of our current and future donors to the University.

**INTEGRITY:** We are honest and forthright in all of our interactions with constituents and colleagues. We respect and adhere to the highest standards of our profession.

**EXCELLENCE:** Our commitment to excellence extends from the smallest to the largest details of our work. We strive to exceed the expectations of each person with whom we interact.

**TEAMWORK:** We believe trust is the foundation of great teamwork. We will be most effective in a supportive environment that fosters open communication and respectful interaction.

**PARTNERSHIPS:** We believe that great advancement work is achieved when donors, volunteers, alumni, parents, friends, academic leaders, faculty, staff, and community leaders work together with a shared vision of the University’s future.
ABOUT TUCSON, AZ

Tucson has been continuously settled for more than 12,000 years. It celebrates a diversity of cultures, architecture and peoples. Yet, it is one of the “Mega-Trend” cities of the 21st century known for its Optics Valley, premier health services center for the Southwest, the astronomy center of the world, home to a premier research institution – the University of Arizona – and a tourism destination. Historically, the state economy was based on five key industries - cattle, cotton, copper, citrus and climate.

Tucson was rated a “mini-mecca for the arts” by the Wall Street Journal, and in 2009 was ranked the No. 20 arts destination by American Style Magazine. Tucson is one of a select few cities of its size that boasts its own ballet company, professional theater, symphony and opera company. The city’s natural history and cultural heritage are also on display in more than 30 regional museums.

Tucson is situated in the Sonoran Desert and is surrounded by five mountain ranges. A trip from the valley floor to the 9,157-foot Mt. Lemmon summit traverses seven of the world’s nine life zones. The city lies between Catalina State Park to the north, Coronado National Forest to the north-west, Saguaro National Park East and West and the Tohono O’odham Nation to the south.

Tucson is the perfect place for the outdoor enthusiast. With more than 800 miles of bike paths, Tucson has been ranked by Bicycling magazine as one of the top cycling cities in the U.S. for several years running and is home to internationally known bicycling events such as El Tour de Tucson. Golf is another popular activity with dozens of regional golf courses.

All the exercise options are a great advantage considering that Tucson is a “foodie” destination. It was recently dubbed our nation’s First Capital of Gastronomy by the U.N.’s Educational Scientific and Cultural Organizations (UNESCO) as part of its Creative Cities Network. The city’s cultural food heritage was recently profiled in The New York Times (“Tucson Becomes an Unlikely Food Star,” Kim Severson, Aug. 23, 2016).
For further details on applying or nominating a candidate, please contact:

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