



Director of Development  
The University of Texas Health Science Center at Houston  
Houston, TX  
<https://www.uth.edu/>

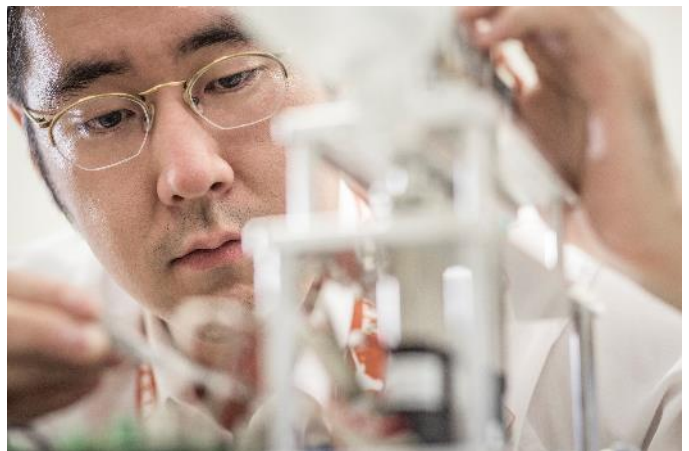
*Send Nominations or Cover Letter and Resume to:*

Faith Eutsay  
Senior Consultant  
617-262-1102  
[feutsay@LindauerGlobal.com](mailto:feutsay@LindauerGlobal.com)

### ***The Opportunity:***

[The University of Texas Health Science Center at Houston](#) (UTHealth) is committed to advancing the quality of life in Houston and well beyond. It has an extensive and diverse research portfolio, a robust clinical practice with strong hospital partnerships, and innovative educational programs grounded in this mission.

Reporting to the Senior Director of Major Gifts, the Director of Development (DOD1) is responsible for managing a portfolio of six- and seven-figure prospects in support of the nursing school. While serving as an individual contributor, the ideal candidate will demonstrate a collaborative spirit and willingness to work with other team members in service line management. The DOD1 will bring an intellectual curiosity to the role shown through discovery work and engaging new prospects. Additionally, volunteer management experience is essential to the success of the new DOD1. This is an opportunity to join a team of kind, flexible, and good-natured colleagues achieving transformational success for the institution and the community.

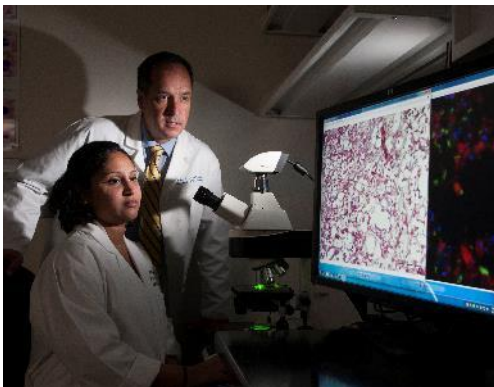


As one of the nation's most comprehensive academic health centers with unparalleled depth and breadth of expertise across the spectrum of biomedical sciences and patient care, UTHealth offers limitless [philanthropic possibilities](#) for making a difference:

- Educating health science professionals;
- Discovering and translating advances in health and healthcare;
- Providing faculty and student awards and endowed professorship and chairs; and
- Unrestricted giving for the greatest institutional needs.



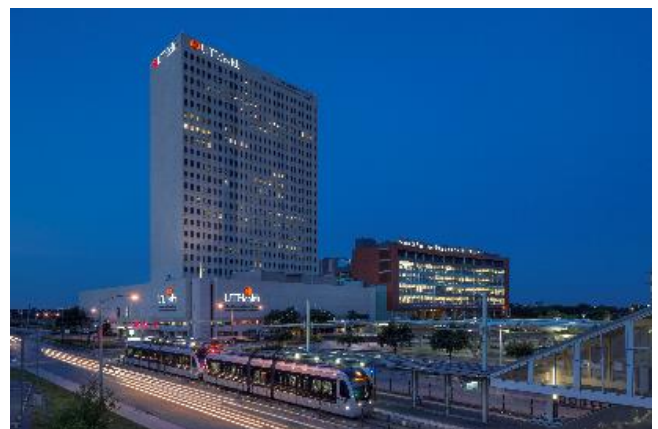
Fiscal year 2018 was a banner year for UTHealth. Persevering through one of the worst natural disasters to strike Houston as floodwaters engulfed the city, UTHealth's friends and supporters donated nearly \$90 million to the University during the 2018 fiscal year — the second-highest fundraising total in UTHealth history. In total, 2,765 donors gave \$88.4 million to the University in fiscal year 2018, surpassing the year's philanthropic fundraising goal by more than \$30 million. The UTHealth endowment grew to \$491 million, distributing more than \$18 million in 2017 – 2018 to support education, research, and clinical care.



As it looks to the future in 2019, UTHealth will complete the fourth year of planning for its first ever comprehensive campaign. Leveraging new opportunities in healthcare and growing awareness of UTHealth across Houston, the campaign will raise unprecedented resources for UTHealth's community of experts to save and improve lives. The campaign will focus on expanding the University's work in three areas identified as priorities to the community: Brain and Behavioral Health, Women's and Children's Health, and Healthy Aging.

## Overview — The University of Texas Health Science Center at Houston

Established in 1972, UTHealth is Houston's Health University and Texas' resource for healthcare education, innovation, scientific discovery, and excellence in patient care. The most comprehensive academic health center in the UT System and the U.S. Gulf Coast region, UTHealth is home to schools of [biomedical informatics](#), [biomedical sciences](#), [dentistry](#), as well as the [Jane and Robert Cizik School of Nursing](#), [School of Public Health](#) and [John P. and Kathrine G. McGovern Medical School](#). UTHealth includes [The University of Texas Harris County Psychiatric Center](#), as well as the



growing clinical practices [UT Physicians](#), [UT Dentists](#), and [UT Health Services](#). The university's primary teaching hospitals are [Memorial Hermann-Texas Medical Center](#), [Children's Memorial Hermann Hospital](#), and [Harris Health Lyndon B. Johnson Hospital](#).

As a comprehensive health science university, The University of Texas Health Science Center at Houston educates health science professionals, discovers and translates advances in the biomedical and social sciences, and models the best practices in clinical care and public health. Pursuing this mission, UTHealth advances the quality of human life by enhancing the diagnosis, treatment, and prevention of disease and injury, as well as promoting individual health and community well-being.



## ***Accomplishments:***

- First in number of healthcare graduates in Texas;
- Sixth-largest medical school in the U.S.;
- Cizik School of Nursing ranked in top 5% in U.S.;
- More than a century of dental excellence;
- School of Biomedical Informatics the first and only of its kind; and
- School of Public Health is home to six campuses across Texas — more than any other in the nation.

The University of Texas Health Science Center at Houston's vision for the future is excellence above all in the quest to be an acknowledged leader in the collaboration to treat, cure, and prevent most common diseases of our time through education, research, and clinical practice. UTHealth has taken an inclusive approach to planning in support of that vision, setting the foundation for its future as a leading academic health center. Please [view](#) UTHealth's Strategic Plan for details.

## **The Role — Director of Development**

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### ***Position Summary:***

The Director of Development develops, implements and evaluates comprehensive fundraising and advancement efforts for identification, cultivation, solicitation, and stewardship of major gifts, planned gifts, endowments, and annual giving programs to benefit the assigned service line or school within the UT Health Science Center at Houston.

## ***Key Accountabilities:***

- Develops strategy and solicits major gifts primarily from individuals and occasionally from firms, corporations, and foundations. Identifies, cultivates, and manages a large pool of prospective donors and qualifies leads.
- Constructs a set of activities and initiatives leading to the solicitation of major gifts. Works with volunteers to identify individual, corporate, and foundation prospects.
- Works with Prospect Research team to develop strong and continuous donor pool.
- Participates in strategic planning, working with volunteer and advisory boards, as well as communications and public relations planning; serves as an organizational liaison in planned giving, as well as corporate and foundation relations.
- Travels primarily in state with occasional national travel to secure private support from alumni, individuals, and corporate and foundation representatives.
- Stewards alumni involved with major initiatives, to include follow-up visits as needed, and works creatively to successfully close pending solicitations.
- Participates in University development meetings as appropriate. Attends events/special functions as required.
- Meets monthly goals for donor visits, and meets proposal, fundraising, program, and planned giving goals as established by the central Development Office.
- Works with Dean and faculty to formalize funding priorities, and develops strategies for achieving service line or school's major gift goals.
- Lead, as applicable, special fundraising initiatives such as priority programs or events that result in increased fundraising success.
- May manage Human Resources activities of department in regards to: recruiting and selection, hiring and termination, training, professional development, mentoring, counseling, performance evaluations, and salary planning.
- Responsible for the design, execution, and effectiveness of a system of internal controls that provides reasonable assurance that operations are effective and efficient; assets are safeguarded; and financial information is reliable and compliant with applicable laws, regulations, policies and procedures.
- Performs other duties as assigned.

## ***Certifications/Skills:***

- Demonstrated experience working with senior-level and executive leadership.
- Ability to work with minimal supervision; demonstrated energetic and enthusiastic self-starter with the ability to relate well to and influence decisions of a diverse constituency.
- Proven track record of cultivating, soliciting, and closing gifts of \$50,000 and above.
- Ability to systematically analyze complex issues and resolve problems quickly, using discretion with sensitive material.
- Ability to effectively communicate complex information clearly in oral and written formats to a variety of audiences.

- Skill in working cooperatively in a team environment.

### ***Minimum Education:***

Bachelor's degree in related field. Master's preferred.

### ***Minimum Experience:***

Five (5) years of related professional fundraising experience. Prefer experience in medicine, healthcare, higher education, or science fields.

## **Leadership**

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**Giuseppe N. Colasurdo, M.D.**  
**President and Alkek-Williams Distinguished Chair**  
**The University of Texas Health Science Center at Houston (UTHealth)**

An internationally known researcher and pediatrician, Giuseppe N. Colasurdo, M.D., was born in Morrone Del Sannio, Italy. He completed his undergraduate education at Liceo Scientifico Galileo Galilei in Pescara, Italy, and earned his medical degree summa cum laude from G. D'Annunzio School of Medicine in Chieti, Italy. Dr. Colasurdo completed his residency at The University of Texas Medical Branch in Galveston (UTMB) and his fellowship at the University of Colorado Health Science Center and the National Jewish Medical and Research Center in Denver.

Dr. Colasurdo joined the faculty of McGovern Medical School in 1995 as an assistant professor of pediatrics in the Division of Pulmonary Medicine. He was named chair of the Department of Pediatrics in 2005 and became dean of Medical School in 2007, serving in that role until 2015. He was appointed president of UTHealth in October 2012.

Under his leadership as Dean and now President, UTHealth has added more than 700 new faculty members, grown enrollment in all six schools, maintained research expenditures of more than \$200 million per year, and is home to the fastest-growing academic clinical practice in the country.



**Kevin J. Foyle, M.B.A., CFRE**  
***Vice President of Development and Public Affairs***

Kevin J. Foyle is the Vice President for Development and Public Affairs and Chief Development Officer for the University of Texas Health Science Center at Houston (UTHealth). He leads the fundraising program for the most comprehensive academic health center in the UT System and the U.S. Gulf Coast region. Foyle directly supports the institution's president and six academic schools, serves on the University's executive council, and manages the 160

member development board. He oversees all aspects of UTHealth's development program including management of a \$9.6 million annual operating budget and a staff team of 70 members. Additionally, he oversees the strategic direction for the University's public affairs department including the management of the institution's comprehensive marketing and branding campaign. During his six-year tenure with the institution, he has increased its annual new gift commitments from an average of \$25 million to an institutional record-breaking \$123 million. As a result, the University launched its first comprehensive fundraising campaign setting a target of \$500 million. In 2017, Foyle received the Outstanding Fundraising Executive of the Year award at the National Philanthropy Day ceremonies in Houston.

He serves as the chair-elect and a member of the executive committee of the international board for the Association of Fundraising Professionals (AFP). Previously, he has served as the chairman of the board of the AFP Foundation for Philanthropy, member of the board of the AFP Foundation for Philanthropy – Canada, and past president of the AFP Greater Houston Chapter.

Prior to UTHealth, he served as the associate vice president for development at Rice University. As director of the Centennial Campaign raising nearly \$1.1 billion and strategist for the Centennial Celebration, he managed a team of 70 fundraising officers and staff members and was responsible for all individual giving units, including planned giving, school-based and regional major gifts, annual giving, stewardship, communications, events, and prospect research. Foyle was financially responsible for an annual budget of \$4 million as well as an international fundraising portfolio raising more than \$57 million in personal campaign solicitations. Having worked at Rice for more than 13 years, he also managed the major gifts and annual giving programs during the university's \$500 million comprehensive campaign and served as a regional director of development.

Previously, Foyle served as associate director of development for the University of Texas M. D. Anderson Cancer Center within the institution's \$351 million comprehensive campaign. Before joining M. D. Anderson, Foyle was the director of institutional advancement at the Texas Chiropractic College, where he oversaw fundraising programs, alumni relations, public relations and publications.

Foyle is a graduate of Trinity University with a Bachelor's degree in marketing and of the University of Houston-Clear Lake with a Master's degree in business administration.

## ***Background Checks:***

Prior to submitting your resume for this position, please read it over for accuracy. Lindauer does verify academic credentials for its candidates, and our clients frequently conduct background checks prior to finalizing an offer.

To learn more, call  
Faith Eutsay, Senior Consultant at  
617-262-1102  
or send nominations or cover letter and resume to  
[feutsay@LindauerGlobal.com](mailto:feutsay@LindauerGlobal.com).  
All inquiries will be held in confidence.



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