Associate Vice President, 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

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 Vice President, Development and Public Affairs, the Associate Vice President, Development (AVPD) is responsible for managing and leading a sizeable team of professionals, building a robust individual giving program, overseeing fundraising initiatives, and managing a select portfolio of high-level prospects as a key member of the Principal Gifts team.
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 — Associate Vice President, Development**

**Key Accountabilities:**

- Oversees fundraising programs including annual giving, major gifts, planned giving, alumni relations, and grateful patients. Provides strategies, leadership, and direction on fundraising and support programs that have university-wide impact.
- Develops fundraising strategies, managing the participation of deans and other university leaders in philanthropy.
- Plays a key role in the planning and implementation of large-scale, multiple fundraising programs.
- Directs and supports staff and provides oversight, guidance, strategic advice, training, and mentorship.
• As a senior member of the fundraising team, serves as a member of the principal gifts team and manages a select portfolio of major and principal gifts prospects.

• Serves as a collaborative member of the Development Strategy Team, where the planning, goal setting, tracking, and policy development for Development operations, procedures, programs, and other activities will be discussed, implemented, evaluated, and managed.

• Fosters collaborative relationships with UTHealth schools and unit leadership in support of fundraising initiatives and when working with prospective contributors interested in those entities as well as when working with other members within the Office of Development organization.

• Participates in events/special functions as required.

• Oversees and manages expense budgets to meet program objectives.

• Serves as an example of best practices and professionalism to all development staff.

• Manages Human Resources activities for direct reports in regards to: recruiting and selection; hiring and termination, training, 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:**

Strong leadership and strategic management skills. Excellent analytical and problem-solving skills. Excellent written and verbal communication skills. Ability to lead and motivate others. Ability to manage a large number of fundraising activities simultaneously. Ability to engage and motivate groups of diverse individuals. Ability to understand alumni, donors’, and prospective donors’ needs and show good judgment and diplomacy. Demonstrated fundraising and/or project experience. Excellent attention to detail and ability to quickly understand and remember details about alumni/donors and projects to which they are assigned.

Certified Fund Raising Executive (CFRE) preferred.

**Minimum Education:**

Bachelor’s degree in a related field; Master’s preferred.

**Minimum Experience:**

Ten years of successful major gift fundraising experience with at least five years in higher education or healthcare, and three years leading a team of development professionals and working with deans, faculty, or senior administrators in fundraising initiatives.
Leadership

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.
All inquiries will be held in confidence.

Setting the Standard in Nonprofit Talent

LINDAUER
420 Boylston Street, Suite 604, Boston, MA 02116
617-262-1102
www.LindauerGlobal.com