



# The University of Texas at Austin Dell Medical School

## Associate Vice President for Development, Dell Medical School The University of Texas at Austin

Austin, TX

<http://www.utexas.edu>

<https://dellmed.utexas.edu/>

*Send Nominations or Cover Letter and Resume to:*

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## Introduction

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The University of Texas at Austin (UT Austin) is internationally recognized as a bold, ambitious leader in research and higher education. A member of the prestigious Association for American Universities (AAU), UT Austin is one of the nation's premier centers for academic excellence and has more than 40 programs ranked among the top 10 in the country. The flagship campus of The University of Texas System (UT System), it is the fifth-largest university in the United States, with approximately 40,000 undergraduate students and over 11,000 graduate and professional students from across the nation and more than 118 countries. With groundbreaking research and cutting-edge teaching and learning techniques, UT Austin creates a seamless blend of tradition and innovation. Amid the backdrop of Austin, Texas, a city recognized for its creative and entrepreneurial spirit, the University provides a



place to explore countless opportunities for tomorrow's artists, scientists, athletes, doctors, entrepreneurs and engineers.

## ***The Opportunity:***

The future of medical education, care and research is taking shape at the Dell Medical School, the newest of 18 colleges and schools on the UT Austin campus. It is also the first medical school in nearly 50 years to be built from the ground up at a top tier AAU research university. This creates powerful synergies between the School and ongoing innovation pouring in from other parts of campus.

With the opportunity to start from scratch also comes the opportunity to create a new type of medical school and to really rethink the role of academic medicine in improving health. In the words of the School's inaugural dean, Clay Johnston, "I'm not interested in creating just another medical school, but in creating a medical school that really represents what we want health — and health education — to be in the next century."

Building upon a commitment to innovation and on the reputation of one of the country's best public Research 1 universities, the AVP position at Dell Medical School represents a unique opportunity to build a best-in-class development program while also playing a role in healthcare transformation.

As the University heads into its next campaign, anticipated to be one of the largest, most ambitious campaigns in public higher education, Dell's distinctive mission, renowned faculty and groundbreaking research represent several of the primary focus areas of the campaign. Fundraising priorities at Dell Medical School have the cachet of the president, provost and regents and the potential to capture the attention of the University's and community's most generous philanthropists.

The ideal candidate is an entrepreneurial, visionary leader, who brings a spirit of collaboration having worked at a senior level across a complex research university or healthcare environment. The AVP will possess outstanding communication skills and the confidence to build trust with faculty members and internal partners. The AVP's key to success will be a proactive ability to identify interdisciplinary opportunities, and to create a strong case for support, at a medical school that doesn't yet have a natural built-in base of support. Dell's role as an economic driver for Austin, coupled with its innovative and global mission, will resonate with community leaders as well as UT Austin alumni, who bring unbridled pride and passion for their alma mater.

## The Role of the Associate Vice President for Development, Dell Medical School

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### ***Purpose:***

Plan and lead all aspects of fundraising and comprehensive development initiatives for the University of Texas at Austin's Dell Medical School.

### ***Essential Functions:***

- The incoming AVP will carry a prospect portfolio, solicit gifts and conduct executive prospect management meetings with the dean to maximize his time with donors. Bringing industry Best-Practices, the AVP will create robust and highly proactive major and planned giving programs, whereby progress can be measured quantitatively. The AVP will ensure that the current planned giving program allows for new and contemporary giving vehicles for donors to expand and extend the present base of philanthropic support as major donors focus both on life income gifts and estate plans;
- The AVP will work collaboratively and proactively with University development to further the fundraising efforts of the Dell Medical School, while also creating and nurturing a culture of philanthropy within Dell Medical School and its constituencies. S/He will recruit and manage volunteers who will help advance the School's fundraising program. The AVP will also have the opportunity to serve as a member of the dean's executive leadership team and be involved with the strategic planning and achievement of the Dell Medical School mission;
- Key to success will be the AVP's ability to establish and maintain strong and mutually beneficial relationships with external contacts and constituents on behalf of the Dell Medical School;
- The AVP will manage development staff, including establishing and communicating fundraising goals, while modeling leadership on major gift cultivation and solicitation strategies, and providing regular performance evaluations;
- As a report to the dean, the AVP will have the opportunity to actively participate on the dean's senior leadership team, providing professional insight and advice based on a depth and breadth of knowledge and experience;
- The AVP will be responsible for planning, budget and strategic direction of customized and comprehensive fundraising plans, as well as oversight and successful achievement of goals. S/He also will maintain oversight over the implementation and management of all development activities including timelines, budget, staff and outside counsel;

- The AVP will be responsible for meeting quantifiable goals, including especially successful major and principal gift solicitations; S/He will also accept and execute other duties as assigned;
- Travel throughout the United States and around the globe representing the Dell Medical School will be a key aspect of the role as the AVP builds relationships with its donors, prospects and alumni.
- The AVP will model and champion Dell Medical School's established culture of collegiality in all dealings with staff, supervisors, peers and constituents.

### **Required Qualifications:**

Bachelor's degree and 10+ years of experience as a development professional cultivating, soliciting and closing major gifts. Experience in strategic planning and management; demonstrated ability to manage, lead and inspire others; ability to facilitate collaboration; a commitment to development and philanthropy as change agents for the fulfillment of institutional mission and vision; ability to work as part of the University development and alumni relations management team; excellent written and oral communications skills; analytical and planning skills; a high degree of professionalism, collegiality and maturity; and the ability to adapt development models to meet varying needs and conditions.

### **Preferred Qualifications:**

Master's degree or higher. Experience in academic medicine, healthcare and/or science fundraising coupled with the ability to connect with faculty and effectively communicate their area of research to donors. Experience working on large programmatic gifts, and experience working in a grateful patient program where the university does not own the hospital.

## **The University of Texas at Austin – Top Public Research University**

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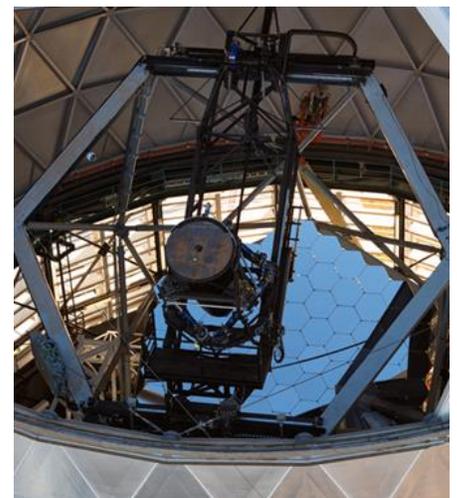


Founded in 1883, and a member of the AAU since 1929, UT Austin's 18 colleges and schools encompass most academic disciplines in the humanities, social sciences, sciences and engineering, and performing and creative arts, as well as professional schools. UT Austin offers more than 170 undergraduate fields of study and 237 graduate programs, largely at the doctoral level, which are supported by more than 3,000 faculty and 12,000 staff members. The University is one

of the top 20 public universities according to the 2018 ranking from *U.S. News & World Report*, with the # 1 accounting, Latin American history and petroleum engineering graduate programs in the country. Internationally, the London-based *Times Higher Education* lists the University as #34 in its World Reputation Rankings; the UAE-based Center for World University Rankings lists the University #32; and *U.S. News & World Report* lists the University #30 in its Best Global Universities Rankings.

The University is in the midst of a period of dramatic expansion and development. Over the past five years, UT Austin has added numerous new buildings to the main campus, including the new Liberal Arts Building, the Gates Computer Science Complex and Dell Computer Science Hall, the Belo Center for New Media, the Health Learning Building, the Health Discovery Building and the Health Transformation Building. The latter three buildings are part of the new Dell Medical School—its founding has the potential to help position the University as the top public research institution in the nation.

World-class research facilities managed by the University include the Hobby-Eberly Telescope at McDonald Observatory and the Texas Advanced Computing Center (TACC), which designs and deploys some of the most powerful supercomputers in the world. It is home to one of the top research libraries in the nation, as well as to cultural treasures and collections housed in seven internationally recognized museums, including the Blanton Museum of Art, the Harry Ransom Center and the Lyndon B. Johnson Presidential Library and Museum. UT is a founding partner in the next-generation Giant Magellan Telescope (GMT), which will be the world's largest (25.4-m) optical/infrared telescope when it begins commissioning in 2023.



The University has an internationally distinguished faculty, including winners of the Nobel Prize, Turing Award, Pulitzer Prize, National Medal of Science, National Medal of Technology and Innovation and the Wolf Prize. Numerous faculty are members of prestigious academic and scientific academies. A national leader in the number of undergraduate degrees awarded to minority students, UT Austin has produced 112 Fulbright Scholars, 31 Rhodes Scholars and 23 Marshall Scholars.

Education is central to the mission of UT Austin. Exceptional teaching is recognized and promoted by the UT System Regents Outstanding Teaching Awards, membership in the Academy of Distinguished Teachers and the Provost's Teaching Fellows Program.

UT Austin is supported financially by four pillars: state funding, tuition, research grants and philanthropy. Approximately 12% of UT Austin’s operating budget comes from state appropriations, with another 21% coming from tuition. Faculty and research staff generated approximately \$580 million in federal and corporate funding last year. The campus continues to develop new revenue opportunities, with an impressive increase in technology commercialization from research. Over the past 10 years, UT Austin has received \$156 million in revenue from the licensing of University technology. The University finished its eight-year, \$3 billion capital campaign, *The Campaign for Texas*, successfully in 2014.



UT Austin’s large student body, storied history, strong community and richness of tradition have given rise to a proud alumni base of more than 482,000, which includes industry leaders like Michael Dell and Rex Tillerson; entertainers like Oscar-winning actor Matthew McConaughey, Academy Award-winning actress Marcia Gay Harden and film director Robert Rodriguez; journalists like Bill Moyers and Walter Cronkite; and politicians like Sam Rayburn, James Baker and Kay Bailey Hutchison.

## Dell Medical School: Rethinking the Role of Academic Medicine

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Dell Medical School carries no legacy programs or historical baggage. It is free to create a culture of innovation, new thinking and collaboration, and to design curriculum, strategies and business models around the needs and opportunities of 21st-century medicine.

Dell Medical School’s accomplishments are measured not by the size of its buildings and budgets, but rather by the health of its community. This outward-facing identity is captured in the School’s unique vision of “a vital, inclusive health ecosystem” and its mission is to revolutionize the way people get and stay healthy in ways that make Austin a model healthy city. In this endeavor, a unique connection has been created between Austin and the medical school; Dell Medical School relies heavily on its community for support, financial and otherwise.

More than a year before it opened, Dell Medical School cemented community partnerships with the [Seton Healthcare Family](#) and [Central Health](#), Travis County’s healthcare district. These relationships — with, respectively, one of the Austin area’s biggest healthcare providers and the public agency charged with serving the poor and uninsured — help create a learning community in which students receive cutting-edge training and medical school leaders give better innovations to the people and providers who need them.

By creating a curriculum from scratch, Dell Medical School has integrated some of the most forward-thinking teaching and training innovations from across the country and then developed its own to fill in the gaps. The School's curriculum features more familiar innovations such as flipped classrooms, team-based learning and fully integrated coursework, as well as entirely new creations such as an "[Innovation, Leadership & Discovery Year](#)" in Year 3 of school — all with a goal of creating not just doctors but physician leaders.

In terms of its department structure, Dell Medical School weaves in traditional subject areas (such as [surgery](#), [pediatrics](#), [neurology](#), [psychiatry](#)) with modern needs (such as [population health](#) and informatics, [women's health](#) and [design](#)- and policy-focused issues).

In addition, Dell Medical School has created a value-focused business model that funds its mission in part through care-delivery redesign, technological advances and lab discoveries that save money and create benefits for consumers.



In all of its efforts, Dell Medical School seeks not just to show students how to treat the sick, but to revolutionize the way people get healthy and stay healthy.

Innovation at the Dell Medical School extends not just from the School's groundbreaking curriculum and new campus but also to the Innovation District that's developing in downtown Austin, which Dean Clay

Johnston sees as a unique opportunity "to advance the whole digital health arena... where technology meets health." Learn more at: [Innovation District](#).

## Leadership

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**Gregory L. Fenves**  
*President*  
*The University of Texas at Austin*

Gregory L. Fenves began his appointment as president of The University of Texas at Austin in June 2015. He holds the Cockrell family chair in engineering #15 and is a member of the National Academy of Engineering,

the highest national honor awarded to engineers in the United States. Previously, Dr. Fenves served two years as UT Austin's executive vice president and provost and five years as dean of UT Austin's Cockrell School of Engineering.

Before taking the deanship at UT Austin, Dr. Fenves served as chair of the Department of Civil and Environmental Engineering at the University of California, Berkeley, where he was on the faculty for more than 20 years. He earned his Bachelor's degree with distinction from Cornell University and a Master's degree and Ph.D. from the University of California, Berkeley. Dr. Fenves began his career as an assistant professor in civil engineering at UT Austin from 1984 to 1987. An internationally recognized structural engineer, Dr. Fenves' research focus is on computational simulation of structures subjected to earthquakes and technology for performance-based earthquake engineering.



**S. Claiborne "Clay" Johnston, M.D., Ph.D.**

***Dean***

***Dell Medical School***

***Vice President for Medical Affairs***

***Frank and Charmaine Denius Distinguished Dean's Chair in Medical Leadership***

Since March 2014, Clay Johnston has served as the inaugural Dean of the Dell Medical School at The University of Texas at Austin. His ambitious vision includes building a world-class medical school by creating a vital, inclusive health ecosystem that supports new and innovative models of education and healthcare delivery — all with a focus on improving health and making Austin a model healthy city. He is also a neurologist, specializing in stroke care and research.

Previously, Johnston was associate vice chancellor for research at the University of California, San Francisco. He also directed the Clinical and Translational Science Institute, overseeing the planning, development and implementation of a \$112 million, five-year National Institutes of Health (NIH) grant award; and founded the UCSF Center for Healthcare Value to engage faculty and trainees in improving the quality of care while also lowering costs.

He is a graduate of Amherst College and Harvard Medical School. He later received a Ph.D. in epidemiology from the University of California, Berkeley and was a resident in Neurology at UCSF, where he later trained in Vascular Neurology. During his 20 years at UCSF, he rose through the academic ranks to professor of Neurology and Epidemiology and directed the Stroke Service.

For a complete biography, news article and videos, please click: [Dean Clay Johnston](#)



**Scott Rabenold**  
***Vice President for University Development***  
***The University of Texas at Austin***

Scott Rabenold became vice president for university development at The University of Texas at Austin in September 2016. He previously was the vice chancellor for development and alumni affairs at the University of Tennessee, Knoxville, where he had served in several leadership roles during his 14 year-tenure.

Under Rabenold’s leadership, the University of Tennessee significantly increased the number of major gifts it received. It also doubled its yearly philanthropy between 2009 and 2015.

At UT Austin, he heads fundraising efforts across campus and is preparing for a capital campaign in the coming years to follow up on *The Campaign for Texas*, which raised \$3.1 billion through 2014.

He has a Bachelor’s degree from the University of Iowa and an MBA from Drake University. He began his career at Wake Forest University and the University of Memphis before going to the University of Tennessee in 2002 to serve as an assistant athletic director and director of capital support for athletics.

He subsequently served in various leadership roles at the Knoxville campus and the University of Tennessee System, including interim president of the University of Tennessee Foundation, before becoming vice chancellor in 2011. In that role, he worked to increase collaboration among colleges and departments across the university and develop campus-wide development strategies, including development training for academic leaders; partnerships with foundations and corporations to support research; and a social media campaign featuring University of Tennessee celebrities.

## Location

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### ***Austin, TX:***

The University benefits from its location in Austin, which is known for its culture of innovation, stemming from the high-tech character of its economy and for its creative culture, which supports the arts, music and theatre. Frequently ranked as one of the best places to live in



America, the greater metropolitan area has a population approaching two million. Outdoor recreation is possible year-round, thanks to the temperate climate and the many parks, lakes and hike-and-bike trails in the city. Major annual events hosted by the city include the Formula One Grand Prix, the South by Southwest (SXSW) annual film, interactive media and music festival, and the Austin City Limits (ACL) Music Festival.

The quality of life in Austin is among the prime recruiting tools at The University of Texas. Once a small, quirky college-and-state government town, Austin is now the 11th largest city in America and is a major draw for students, faculty and staff.



The city has long enjoyed a symbiotic relationship with UT, both contributing to and building upon the quality of life that flows from the natural beauty of the Texas Hill Country, the creative pulse of the city embodied in events like South by Southwest and the Austin City Limits Music Festival, the entrepreneurial and high-tech character of the economy, and notably its Tex-Mex and barbecue cuisine. Residents of “The Live Music Capital of the World” are known for being educated, fit, tech-savvy, creative, diverse and tolerant.

## ***Background Checks:***

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

To learn more, call  
Jill Lasman, Senior Vice President at  
617-262-1102  
or send nominations or cover letter and resume to  
[jlasman@LLLSearches.com](mailto:jlasman@LLLSearches.com).  
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# Organization Chart



## ORGANIZATIONAL CHART | DEVELOPMENT TEAM

LAST REVISED AUGUST 30, 2017

