



The University of Texas at Austin  
Dell Medical School



The University of Texas at Austin  
UT Health Austin

Director of Development (Four Positions)  
Dell Medical School and UT Health Austin  
The University of Texas at Austin

Austin, TX

<http://www.utexas.edu/>

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

<https://uthealthaustin.org>

*Send Nominations or Cover Letter and Resume to:*

Christian Myers

Senior Consultant

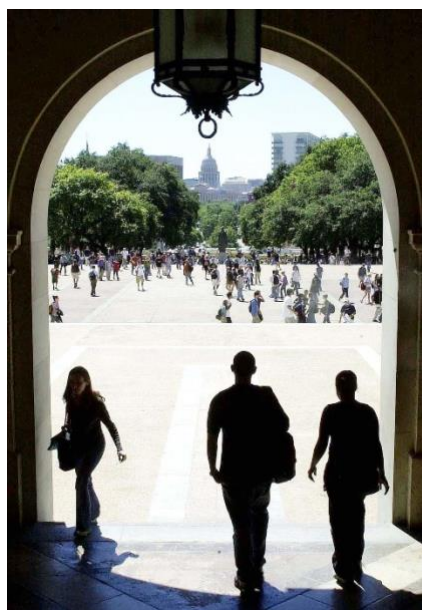
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## ***The Opportunities:***

The University of Texas at Austin and Dell Medical School, which was founded in 2013, seek four Directors of Development to raise philanthropic support for the School and its clinical practice, UT Health Austin, from major and principal gift donors and prospective donors. Dell Medical School's students, faculty, and staff are revolutionizing how people get and stay healthy by improving health in the community as a model for the nation; evolving new models of person-centered, multidisciplinary care that reward value; accelerating innovation and research to improve health; educating leaders who transform health care; and redesigning the academic health environment to better serve society.





As the University of Texas heads into its next campaign — anticipated to be one of the largest and most ambitious campaigns in public higher education — transforming health will be one of four campaign pillars. Dell Medical School's fundraising priorities have the full support of the President, Provost, and Board of Regents, representing a once-in-a-lifetime opportunity to capture the attention of philanthropists ready to invest in shaping the future of medical education, care, and research.

Successful candidates will have exemplary relationship building skills, strong organizational and writing skills, expertise in and an enthusiasm for building a portfolio from scratch, and a successful track record of fundraising successes at organizations of academic medicine, science research, or with a grateful patient model. A demonstrated ability to think creatively, nimbly, and strategically and a belief in the mission and vision of Dell Medical School are essential for these new roles.

The development team at Dell Medical School, which is growing rapidly, is highly collaborative, goal-oriented, and deeply committed to the success of Dell Medical School. Individually, members are bright, curious, highly motivated, and kind; collectively, they are a fundraising force.

## Overview

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The [University of Texas at Austin](#) is the flagship campus of the [University of Texas](#) (UT) system and the fifth-largest university in the United States, with about 40,000 undergraduates and more than 11,000 graduate and professional students from around the world. Through innovative research and hands-on approach to education across disciplines, the university develops leaders who go on to change the world. UT Austin has been internationally recognized for its [groundbreaking research](#), cutting-edge technology, and innovative learning techniques, marking it as a bold and ambitious leader in higher education. The University is one of the top 20 public universities in the U.S., according to *U.S. News & World Report's* 2019 rankings, and more than 40 UT Austin programs are ranked among the top 10 in the country.

[Dell Medical School](#), the newest of UT Austin's 18 colleges, is a fully enrolled, rapidly growing clinical enterprise taking a new approach to health innovation. Founded in 2013 as the first new medical school at a top-tier Association for American Universities research university in nearly 50 years, Dell Med is uniquely positioned to create a culture of innovation, collaboration, and education designed to meet the needs and opportunities of 21st-century medicine. The School's mission is to create a "vital, inclusive health ecosystem" within Austin as a model for



[Video: Dell Medical School: Rethink Everything](#)

how people across the nation can more easily get and stay healthy. As a result, Dell Med is reliant on its community for support and [cemented partnerships](#) with [Ascension Seton](#), one of the Austin area's biggest health care providers, and [Central Health](#), a public agency that serves the poor and uninsured, prior to opening. These connections have created a learning environment based on cutting edge training and access to innovation.



Free from the restraints of an established curriculum, the Dell Medical School team created [a new model of medical education](#) to equip students with the knowledge, skills, and confidence needed to transform the health care system and improve outcomes locally. At Dell, students gain the core competencies to practice modern medicine while also learning how to become better leaders, communicators, partners, and caregivers. Training includes a focus on value-based health care, team-based learning, space for self-discovery, expanded clinical opportunities, engagement with community partners, and more. Similarly, the School's academic departments consist of traditional subject areas like surgery, pediatrics, neurology, and psychiatry, and topics more relevant to 21st-century health, such as [population health](#) and informatics, [women's health](#), and design- and policy-focused courses. Already having achieved distinction as the second-most competitive medical school in the country, Dell Medical School receives close to 5,500 applicants for 50 spots in each class.

Dell Med's approach to care is in practice at [UT Health Austin](#), the School's clinical component, which treats specialty conditions such as [Alzheimer's and other cognitive disorders](#), [joint pain](#) and [gastroesophageal reflux disease](#). UT Health Austin offers redesigned care with technological advances and lab discoveries that help save money while benefitting patients. Founded in 2017, the 30-clinic system uses a value-focused business model to provide excellence of care for cognitive impairments, mental health, women's health, cancer, back and knee pain, and primary care, among others, and is rapidly expanding into additional medical practice areas, building on the expertise of UT Austin's robust research community to accelerate breakthroughs in medical conditions.

In addition to its on-site services, UT Health Austin is building a network that includes the [Texas Center for Pediatric and Congenital Heart Disease](#), a focused heart program led by [Charles Fraser Jr., M.D.](#), that leverages the power of the partnership between UT Health Austin and Dell Med, the greater UT Austin community, and [Dell Children's Medical Center of Central Texas](#).

Dell Med faculty, joined by physicians in residency, also practice in community settings across Central Texas. At [Dell Seton Medical Center at The University of Texas](#), the primary teaching hospital affiliated with Dell Med, up-and-coming doctors complete their training, providing care to patients under the supervision of faculty. In addition, Dell Seton joins [CommUnityCare Health Centers](#) and [Integral Care](#) (where the chief medical officers are part of the Dell Med faculty) as a place where shared leadership brings a common

focus to improvement. The chairs of Dell Med's departments of [Surgery and Perioperative Care](#), [Women's Health](#) and [Psychiatry](#) are all heads of Ascension Seton's service lines in their areas of specialization. Dell Med faculty and residents also provide care at CommUnity Care and [People's Community Clinic](#), and Dell Med students join with volunteer physicians, medical students from the [University of Texas Medical Branch](#), and UT Austin nursing and pre-health undergraduate students to staff the [C.D. Doyle Clinic](#), which provides care for un- and underinsured patients, particularly those experiencing homelessness.

## The Roles

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Reporting to the Senior Director of Principal Gifts, Dell Medical School, the Directors of Development will raise philanthropic support for Dell Medical School and UT Health Austin from major and principal gift donors and prospective donors. S/He/They will build relationships primarily with prospects with a capacity of \$100,000 to \$5,000,000, working on a number of gifts of \$1 million and more annually. The Directors will be key players in the development of an emerging grateful patient program and will work closely with faculty leaders, including department chairs and research directors.

### ***Key Responsibilities:***

- Build and carry an active portfolio of 50–125 prospective donors;
- Set and implement a strategy for identification, qualification, and relationship-building to close and steward major/principal gifts of \$100,000 and above;
- Within 36 months of start date, consistently raise at least \$3 million per year in support;
- Develop a prospect pipeline through visits, events, correspondence, and regular calls as required for donors in the portfolio;
- Maintain excellent relationships with donors and top administrators;
- Conceptualize, prepare, and present funding proposals and other materials necessary to solicit and close gifts, including those requiring negotiations and complex joint strategies involving other Colleges, Schools, and Units (CSUs) within University Development;
- Assist with case statement development, talking points, proposals, and briefing materials for these activities;
- Advise and involve academic leaders in fundraising strategies and the development of fundable opportunities consistent with Dell Medical School, UT Health Austin, and UT Austin priorities;
- Staff and meet regularly with select faculty and program directors to develop a sophisticated, up-to-date understanding of institutional research, programs, and resource needs;
- Develop comprehensive development plans for various departments, institutes, and related research and education units, which may include medical education, internal medicine, women's health, population health, pediatrics, and innovation/commercialization;
- Advance grateful patient relationships through partnerships with university leaders, faculty, and clinical care teams to develop and implement individual strategies towards a philanthropic investment;
- Maintain appropriate electronic documentation on a timely basis, including proposal tracking, contact reports, donor strategies, and forecasting in VIP database;



- Develop timely reports, letters, proposals, or gift agreements following contact; and
- Work collaboratively, proactively, and in a professional, service-oriented manner with all University development officers to further the development goals of the University.

## ***Required Qualifications:***

- A Bachelor's degree required, with a minimum of three years of successful major gifts fundraising experience including the successful closure of multiple six-figure gifts preferred;
- A passion for health care and for major gifts fundraising;
- A successful track record of fundraising successes working in support of institutions of academic medicine, basic science research, and/or any grateful patient model;
- A belief in the mission and vision of Dell Medical School as well as a strong understanding of medicine, science, and/or health care;
- Expertise in the creation of a portfolio from scratch, managing a portfolio of at least 80 donors, and executing a strategic development plan for soliciting, securing, and stewarding major gifts;
- A demonstrated record of success in portfolio management, prospect qualification, analytics, and research, and a proven track record of establishing strategies for identifying and qualifying major gifts donors;
- Expertise at partnering with senior administrators, faculty, and fellow gift officers;
- The ability to be a team player who works collaboratively and embraces and contributes to a startup environment;
- A demonstrated ability to think strategically and creatively, work well under pressure, and manage details of several concurrent projects; and
- An excellent professional demeanor, discretion, and the ability to confidently engage sophisticated philanthropists.

## **Leadership**

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**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***

[S. Claiborne Johnston](#) has served as the inaugural dean of Dell Medical School since 2014 and is also the vice president for medical affairs at UT Austin. In addition to his academic duties, Johnston continues his professional work as a neurologist specializing in stroke care and research.

As Dean, Johnston focuses on creating an inclusive health ecosystem to support new approaches to education, care, research, and community impact in Austin's medical community. He was named Austinite of the Year by the Greater Austin Chamber of Commerce in 2016 in recognition of this leadership.

Prior to joining UT Austin, Johnston was the associate vice chancellor for research at the University of California, San Francisco and also founded the USCF Center for Health care Value. He has authored more than 300 scientific papers and won several awards for his research and teaching.



**Scott Rabenold**  
***Vice President for University Development***

[Scott Rabenold](#) has been UT Austin's Vice President for University Development since September 2016. He previously served as the Vice Chancellor for Development and Alumni Affairs at the University of Tennessee, Knoxville, where he played an instrumental role in increasing the university's major gifts and doubling its yearly philanthropy. Rabenold also served as an assistant athletic director, director of capital support for athletics, and vice chancellor in the University of Tennessee system. In that role, he worked to increase collaboration across the university and implement campus-wide development strategies.

At UT Austin, Rabenold oversees fundraising efforts, including the leadup to the University's new capital campaign. *The Campaign for Texas*, which concluded in 2014, raised \$3.1 billion.



**Stacy L. Waters, M.B.A.**  
***Associate Vice President, Development***

[Stacy L. Waters](#) joined UT Austin in 2018. In her role as associate vice president for development at Dell Medical School, Waters leads the School's philanthropic efforts. She previously held the role of associate vice president of development at the University of Chicago School of Medicine and Biological Sciences, where she supported the university's campaign planning and fundraising.

Prior to her work in academia, Waters spent 17 years at a successful consulting firm, where she focused on improving human resources and operations within state and local governments.



**Randi Mejia**  
***Senior Director of Principal Gifts, Development***

Randi Mejia joined UT Austin in July 2018 and serves as the chief individual giving officer for Dell Medical School and UT Health Austin. In addition to her role as a principal gifts officer, Mejia is leading the creation and implementation of a grateful patient fundraising program at UT Health Austin.

Previously, Mejia served for five years as an individual giving officer at the University of Chicago, first at the Booth School of Business and most recently at UChicago Medicine, during the university's \$5 billion campaign. While at UChicago, Mejia created the leadership giving program at Chicago Booth and helped lead grateful patient fundraising strategy for key departments and clinics, including securing the largest gift the Celiac Disease Center had received to date. Mejia has also held roles in development at The Nature Conservancy and The Field Museum.

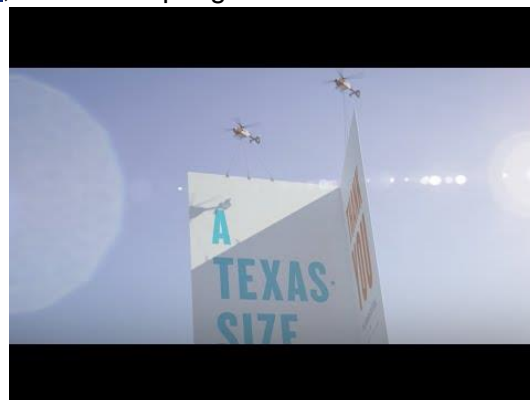
## Development/Advancement Overview

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Since its founding, Dell Medical School and UT Health Austin have received more than \$220 million in philanthropic support, including \$50 million each from the Michael & Susan Dell Foundation, the Mulva Family Foundation, and the LIVESTRONG Foundation, in addition to a \$20 million gift from the Wong family for the Mitchel and Shannon Wong Eye Institute.

Dell Medical School enjoys a close partnership with UT Austin and the entire University of Texas system, which supports Dell's own [philanthropic endeavors](#), which include the [Dell Med Society](#) and [Founders Circle](#). The University of Texas has more than 482,000 living [alumni](#) located all over the world, and each year, thousands contribute to their alma maters. Many [choose to give](#) to the UT system's annual giving initiatives, become part of giving societies, or fund hundreds of scholarships for students. Other fundraising methods include the [40 Hours for the Forty Acres](#) annual giving day, which raised \$4.6 million from 9,360 gifts for UT Austin in 2019, and the [University of Texas Foundation](#), which accepts gifts in the form of unconventional assets that the University may not otherwise be able to accept. UT Austin continues to prioritize health innovation and medical education in its [funding priorities](#).

In 2008, UT Austin publicly announced the [Campaign for Texas](#), a capital campaign that aimed to raise \$3 billion to improve faculty and student recruitment and campus experience, upgrades to facilities, and available programs and research on campus. The campaign ended with [\\$3.12 billion in 2014](#), more than a quarter of which was raised in its last fiscal year, and created more than 800 student scholarships and support endowments and 122 new faculty research and support endowments. As UT Austin prepares for its next capital campaign, which is expected to be one of the largest and most ambitious in higher education to date, transforming health will continue to be a key area of focus.



[Video: Campaign for Texas Thank You](#)

## 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  
Christian Myers, Senior Consultant  
617-262-1102  
or send nominations or cover letter and resume to  
[cmyers@lindauerglobal.com](mailto:cmyers@lindauerglobal.com)

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