



SENIOR DEVELOPMENT DIRECTOR, PRINCIPAL GIFTS

[UNIVERSITY OF UTAH](#)

FLEXIBLE/HYBRID LOCATION (METROPOLITAN SALT LAKE CITY, UTAH)



Aspen Leadership Group is proud to partner with the University of Utah in the search for a Senior Development Director, Principal Gifts.

The Senior Development Director, Principal Gifts will identify, cultivate, and solicit major and principal gifts from individuals, corporations, and foundations. The Senior Development Director will work closely with the University Advancement team to ensure that all fundraising initiatives are coordinated and aligned with the organization's goals. The Senior Development Director will collaborate closely with senior leadership, including the Deputy Chief Philanthropy Officer for Principal Gifts and the University of Utah Health Chief Philanthropy Officer, to drive fundraising initiatives and secure gifts at a seven-figure level or higher. In the first one to two years, the Senior Development Director will serve as the lead fundraiser responsible for developing and implementing comprehensive fundraising strategies for the new Discovery and Innovation Building. Additionally, the Senior Development Director will support principal gift efforts across the University of Utah campus and maintain a portfolio of principal gift prospects and donors.

Founded in 1850, the University of Utah is the state's public flagship institution and top-tier research university. It is Utah's oldest institution of higher education. The university provides its more than 32,000 students opportunities to grow with over 80 undergraduate majors to choose from, and almost as many minors and certificates. With a motto of *Imagine, then Do*, the university encourages all learners to be active participants in the educational process and to believe that all things are possible. An institution on the rise, Utah Athletics was invited to join the Big-12 due to both its sporting prowess and the university's strong academic and scientific research achievements. It also boasts the lowest tuition among its Big-12 and Big-10 public peers and the lowest student-to-faculty ratio (18:1) of Utah public institutions. With an endowment of approximately \$1.32 billion, there is a strong network of alumni and friends that care deeply about the institution and its continued success.

The University of Utah is classified by the Carnegie Foundation among the 137 research universities with the "highest research activity" in the nation. The University of Utah is a member of the prestigious Association of American Universities, which for more than 100 years has recognized the most outstanding academic institutions in the nation. *U.S. News and World Report* ranks dozens of the university's programs—from computer science to psychology to physics to dance—in the top 100 in the nation. It has also been ranked first for best online college for bachelor's degree programs, best online college for master's degree programs, and best online for doctoral degree programs by *OnlineColleges.com*.

As an institution with a strong business school, *The Princeton Review* has named the university among the top 25 for online M.B.A. programs and entrepreneurship. The University of Utah is also a great place to work, having been ranked third amongst America's best employers for women by *Forbes*.

## **UNIVERSITY OF UTAH ADVANCEMENT**

The University of Utah raised \$415 million in fiscal year 2022 from more than 40,000 alumni, grateful patients, and friends of the university. University Advancement bases its work on donor-centric and One U collaborative principles and provides central services to development professionals across the campus. This includes gift processing, prospect management and research, information systems, annual giving, legacy giving, principal gifts, corporate and foundation relations, as well as strategy and planning. Within University of Utah Advancement, the Main Campus fundraising team focuses on fundraising for the non-health academic colleges, student support initiatives, and community-facing organizations. In FY22, these areas accounted for \$247 million of the total dollars raised and 37,000 of the donors.

## **UNIVERSITY OF UTAH HEALTH**

With an annual budget of \$4.8 billion, University of Utah Health is a highly advanced university health system. The faculty practice and students learn among five hospitals and 12 community clinics; a 1,800-member University of Utah Medical Group; a highly-ranked research enterprise encompassing six schools and colleges, including the Schools of Medicine and Dentistry, Colleges of Health, Nursing, and Pharmacy and the Eccles Health Sciences Library; a 245,000+ member health plan; one of the nation's largest reference laboratories, ARUP Laboratories; and numerous institutes and centers reflecting interdisciplinary, professional expertise in over 200 specialties. The foundational collaborative legacy of University of Utah Health is driving its trajectory forward as a highly innovative and integrated health care delivery, research, education, and service organization that is serving as a model for the nation.

The Spencer Fox Eccles School of Medicine at the University of Utah serves as the flagship medical education institution in the Intermountain West, with an impressive legacy of exceptional training and research for generations of physicians, scientists, educators, and health professionals. The medical school plays a central role at the University of Utah and University of Utah Health, one of a small number of academic health centers nationally that are collocated with and under common governance with a comprehensive research university and its significant strengths, including engineering, business, science, social and behavioral science, and many others.

The Spencer Fox Eccles School of Medicine is ranked #15 in Research, #21 in Primary Care, and #6 in graduates practicing in rural areas among public universities. The Spencer Fox Eccles School of Medicine at the University of Utah trains more than two-thirds of Utah physicians, nurses, pharmacists, therapists, and other health care professionals, offering both M.D. and Ph.D. degrees, and its physician assistant program is ranked #4 in the nation (*U.S. News and World Report*).

University of Utah Health continues to open new care facilities on and off campus, including the state-of-the-art Craig H. Neilsen Rehabilitation Hospital. It now treats more patients from Utah and neighboring states than ever before through a growing network of over two dozen regional affiliate hospitals and health systems throughout the Intermountain West. The system provides care for residents of Utah, Idaho, Colorado, Nevada, Montana, and Wyoming, in a referral area encompassing more than 400,000 square miles, 10% of the continental United States.

For 13 consecutive years, Vizient Inc. has ranked University of Utah Health Hospitals and Clinics in the nation's top 10 for quality health care among leading academic medical centers. The only other academic medical center to hold this distinction is the Mayo Clinic. U of U Health achieved the #7 ranking in the nation in 2022.

## REPORTING RELATIONSHIPS

The Senior Development Director, Principal Gifts will report to the Deputy Chief Philanthropy Officer, Principal Gifts, Dhiraj Chand with a dotted line reporting relationship to the Chief Philanthropy Officer, University of Utah Health, Marika Jones. The Senior Development Director will serve as a core member of the University Advancement Principal Gifts team along with Carolyn Buma, Executive Director for Principal Gifts, University of Utah Health; Brian Davis, Executive Director, Advancement, Hospital and Clinics, University of Utah Health; Mary Rosenbury, Senior Director, Major and Corporate Philanthropy; Debra Hoyt, Development Officer, Major Gifts; Danielle Keddington, Project and Operations Manager; and Amiee Abramyans, Administrative Officer.

## FROM THE DEPUTY CHIEF PHILANTHROPY OFFICER

*The role of Senior Development Director, Principal Gifts is a fantastic opportunity to make a significant impact at a leading institution in a beautiful and dynamic part of the country I am happy to call home.*

*The University of Utah is set for tremendous growth and innovation, and we are looking for a motivated and experienced fundraising professional to help us further our mission. We are a top-tier research institution, the state's largest employer, a member of the Association of American Universities, and home to University of Utah Health, the only academic medical center in the state of Utah and the Intermountain West. The university is a significant contributor to the vibrant culture and economy of the city and state. We are surrounded by breathtaking natural beauty, with easy access to world-class skiing, hiking, and other outdoor activities. There is a thriving arts and culture scene, with museums, galleries, and performance spaces. Salt Lake City is a welcoming and friendly community.*

*With so much growth and opportunity, there is good reason to be excited about the future of the university. President Randall has set a bold goal for the institution to become a top 10 public university with unsurpassed societal impact. His strategy outlines three objectives: to inspire a new generation of students by revolutionizing the student experience, innovate and generate discoveries that change the world, and serve the state to impact the lives of all 3.4 million Utahns. This is also an exciting moment to be part of the University of Utah Advancement and University of Utah Health Advancement teams. Under the leadership of Heidi Woodbury, Vice President for University Advancement, we have just concluded a \$3 billion campaign. Additionally, our University Advancement colleagues across the division recently developed a set of core values affirming our commitment to a culture of belonging, collaboration, empowerment, and integrity when interacting with donors, alumni, colleagues, students, faculty, staff, patients, volunteers, and community members. Looking at Utah's incredible philanthropic community, the U's leadership, our commitment to our team, and the many high-impact opportunities on the horizon, there is no better time to join this dynamic team.*

*In this role, you will have the opportunity to lead the fundraising efforts around the new Discovery and Innovation Building, a revolutionary project that will shape the future of health and medicine. Working closely with Marika Jones, Chief Philanthropy Officer, U of U Health and Mark Paul, Executive Director of the University of Utah Health Center for Medical Innovation, CMI, you will help ensure that the future of medicine is more innovative than ever.*

*I strongly believe in a creative and entrepreneurial outlook, intellectual curiosity, building trust, and treating people with dignity and respect while accepting feedback and giving appropriate recognition. Every member of the Principal and Major Gift Team, Amiee, Brian, Carolyn, Danielle, Debra, and Mary, has these qualities and more, and I'm fortunate to work with such a dedicated group of people.*

*Inspired by my time as a student at the U and as a direct recipient of its many benefits, I am personally and professionally committed to equity and social change. It is important to work at a place that celebrates the rich diversity of its team by striving to make the campus a welcoming, inclusive, and anti-racist environment. As part of University Advancement, we are deeply committed to fostering, cultivating, and preserving a culture of equity, diversity, and inclusion. We believe that the long-term strength and viability of the University of Utah will stem from its ongoing EDI practices, and we work intentionally to ensure these efforts are reflected in all aspects of our fundraising and advancement work. As such, I would highly encourage applications from historically underrepresented groups and others who would bring additional dimensions of education and experience to the team.*

*I hope you will consider joining our team and contributing to the exciting work we are doing at the University of Utah. Thank you for your interest, and I look forward to the possibility of working together.*

—Dhiraj Chand, Deputy Chief Philanthropy Officer, Principal Gifts

### **THE UNIVERSITY OF UTAH'S COMMITMENT TO EQUITY, DIVERSITY, AND INCLUSION**

The University of Utah celebrates the rich diversity of its staff, students, trainees, and faculty, by striving to make its campus a welcoming, inclusive, and anti-racist environment. The ways in which communication takes place should always seek to honor the humanity of each person who crosses paths with the institution, where no one perspective is more worthy than another.

As a part of the University of Utah, University of Utah Health Advancement is deeply committed to fostering, cultivating, and preserving a culture of equity, diversity, and inclusion (E.D.I.). It embraces this commitment to grow and maintain a diverse, safe, and inclusive workplace culture for all employees in university advancement. With an increasingly diverse population of alumni and donors, it recognizes that nationally the most successful advancement offices employ individuals who can connect with these diverse communities and understand approaches that mirror a broad perspective of cultures, values, and experiences. The long-term strength and viability of the University of Utah stem from the ongoing E.D.I. practices, and university advancement works intentionally to ensure these efforts are reflected in all aspects of its fundraising and advancement work.

It highly encourages applications from historically underrepresented minority groups, persons with disabilities, persons who have served in the military, and others who would bring additional dimensions of education and experience to the team.

### **PRIMARY RESPONSIBILITIES**

The Senior Development Director, Principal Gifts will

- play a crucial role in leading the fundraising effort around the new Discovery and Innovation Building, including developing and implementing comprehensive fundraising strategies that align with the organization's goals and objectives, leading a team of peer fundraisers, and identifying and cultivating major and principal gifts;
- lead the identification, cultivation, and solicitation of major and principal gifts from individuals, corporations, and foundations;
- actively manage relationships with a portfolio of the organization's largest benefactors;
- develop and implement comprehensive fundraising strategies that align with the organization's goals and objectives;

- collaborate closely with senior leadership, including the Deputy Chief Philanthropy Officer and the University of Utah Health Chief Philanthropy Officer, to drive fundraising initiatives and secure gifts at a seven-figure level or higher;
- join the Principal Gifts Team by actively participating in fundraising for other key university priorities as determined by the President and the Vice President of University Advancement;
- work closely with the development team to ensure overall alignment of strategies and activities; and
- stay informed on national and local philanthropic trends to inform and adapt fundraising strategies accordingly.

## **LEADERSHIP**

### **Marika V. Jones, M.B.A.**

#### **Chief Philanthropy Officer, University of Utah Health**

Marika Jones is a seasoned advancement professional with over 30 years of experience in building development organizations to advance the goals of hospital systems, universities, and non-profit organizations. Jones currently serves as the Chief Philanthropy Officer for University of Utah Health, where her team of 50 professionals is responsible for raising over \$200 million per year in support of five schools and colleges and the University of Utah Hospitals and Clinics. Prior to her position at the University of Utah, Marika served as president of the UnityPoint Health–Trinity Health Foundation in Moline, Illinois, where she successfully implemented a comprehensive development program increasing annual revenues tenfold.

She has also served in development leadership positions at Iowa State University and the University of Michigan where she participated in several \$1 billion+ campaigns. Jones holds an M.B.A. from the University of Chicago Booth School of Business and a Bachelor of Science in Industrial and Operations Engineering from the University of Michigan.

### **Dhiraj Chand**

#### **Deputy Chief Philanthropy Officer, Principal Gifts**

With over 19 years of experience in higher education leadership and 14 years in development, Dhiraj Chand has helped people be a force for good in the community through their philanthropy. He specializes in principal and major gift fundraising, campaign planning and strategy, corporate and foundation relations, board development, cross-sector collaboration, higher education strategy, and “big ideas” communication.

As the Deputy Chief Philanthropy Officer for Principal Gifts at the University of Utah, he is a member of the University Advancement Leadership Team and focuses on generating philanthropic support for presidential and key initiatives at the University of Utah and University of Utah Health. Chand has a portfolio consisting of a diverse group of individuals and organizations, including corporations and foundations with local ties, representing a variety of interests and backgrounds. He collaborates with colleagues, administrators, deans, faculty, and campus leaders to leverage philanthropy for the greatest societal impact. Some of the recent principal gift campaigns and initiatives he has led include the Spencer Fox Eccles School of Medicine Building, a new School of Computing, Hospitality Leadership initiative, student scholarship and housing projects, and more.

Prior to his role in principal gifts, Chand worked with diverse student programs within the offices of Student Affairs and Diversity, Equity, and Inclusion. He is passionate about anti-racism and DEIB and actively collaborates on solutions-based initiatives to ensure that all students have access to and through higher education.

Chand also enjoys consulting with nonprofit organizations to help maximize their fundraising potential. Chand is a collaborative leader who is committed to creating a culture of belonging and empowerment within his team and the wider organization.

### **PREFERRED COMPETENCIES AND QUALIFICATIONS**

The University of Utah seeks a Senior Development Director, Principal Gifts with

- a commitment to the mission of the University of Utah—to foster student success by preparing students from diverse backgrounds for lives of impact as leaders and citizens;
- excellent communication and interpersonal skills as well as a high-level of professionalism;
- an ability to present complex funding opportunities to prospective donors in person and writing;
- a strong understanding of the confluence of relationships that facilitate principal gifts discussions;
- a history of closing gifts of significant institutional impact as well as the organization of leadership in soliciting such gifts;
- an ability to think strategically and shape messaging to move individuals and institutions towards significant and potentially transformational solicitations;
- an understanding of multi-faceted campaign planning, implementation, and management;
- significant experience in a development role with progressive levels of responsibility, including participating in a major fundraising initiative;
- an ability to work with a team of gift officers and support colleagues effectively and collaboratively;
- an ability to adapt to changing circumstances in a complex environment;
- experience in fundraising for healthcare or academic research institutions;
- success in corporate and industry philanthropy;
- experience in an academic fundraising environment and more specifically a hybrid decentralized fundraising model or similar structure involving many units, departments, and teams;
- knowledge of and an ability to communicate the value of equity, diversity, inclusion, and belonging; and
- leadership of a major capital campaign (preferred).

The University of Utah will consider candidates with a broad range of backgrounds. A bachelor's degree or an equivalent combination of education and experience and at least six years of fundraising experience in higher education or a similar complex environment is preferred.

### **SALARY AND BENEFITS**

The salary range for this position is \$110,000 to \$145,000 annually. The University of Utah offers a comprehensive [package of benefits](#).

### **LOCATION**

The University of Utah is in Salt Lake City, Utah. This role provides an opportunity for a flexible hybrid (2-3 days on-site and 2-3 days remote weekly) work environment.

## APPLICATION INSTRUCTIONS

All applications must be accompanied by a cover letter and résumé. ***Cover letters should be responsive to the mission of the University of Utah as well as the responsibilities and qualifications presented in the prospectus.*** Review of applications will begin immediately and continue until the successful candidate has been selected.

To apply for this position, visit: [Senior Development Director, Principal Gifts, University of Utah](#).

To nominate a candidate, please contact Steven Wallace, [stevenwallace@aspenleadershipgroup.com](mailto:stevenwallace@aspenleadershipgroup.com).

*All inquiries will be held in confidence.*