



**SENIOR DIRECTOR, STRATEGIC INITIATIVES**

**UNIVERSITY OF ARIZONA**

**Tucson, Arizona**

**[University of Arizona Foundation](#)**



**The University of Arizona  
Health Sciences**

The Aspen Leadership Group is proud to partner with the University of Arizona in the search for a Senior Director, Strategic Initiatives.

The Senior Director, Strategic Initiatives will direct and manage the identification, qualification, cultivation, and solicitation of major individual, corporate, and foundation prospects in support of [University of Arizona Health Sciences Strategic Initiatives](#), as identified in the University of Arizona Strategic Plan and by the Senior Vice President, University of Arizona Health Sciences.

The Senior Director's initial priority areas of focus include:

- **Health Sciences Design Program.** Teaching students how to apply design thinking principles to health and wellness challenges through experiential project-based collaborative learning.
- **Arizona Simulation Technology & Education Center (ASTEC).** Providing innovative, collaborative learning opportunities for new students and seasoned practitioners alike, who learn, practice, and assess their understanding of procedures in a high-tech, realistically simulated environment.
- **El Mirador Project.** Infusing health and science with art in a visionary public arts program designed to create an environment for students to develop critical thinking, empathetic, and intuitive skills they need to form meaningful connections with their patients.
- **Corporate Fundraising:** Exploring opportunities to leverage corporate fundraising partnerships.

University of Arizona Health Sciences is the statewide leader in biomedical research and health-professions training. UArizona Health Sciences includes the Arizona Cancer Center, Colleges of Medicine (Tucson and Phoenix), Nursing, Pharmacy, and the Mel and Enid Zuckerman College of Public Health, with main campus locations in Tucson and the growing Phoenix Biomedical Campus in downtown Phoenix. From these vantage points, Health Sciences reaches across the state of Arizona and the greater Southwest to provide cutting-edge health education, research, and community outreach services. A major economic engine, Health Sciences employs nearly 5,000 people, has approximately 900 faculty members, and garners \$200 million in research grants and contracts annually. Health Sciences is in a unique position to effect change in a rapidly shifting health care landscape. As part of the University of Arizona's Strategic Plan, Health Sciences has developed a set of initiatives to reshape the future of health care and address critical health challenges, focusing on five vitally important areas: Next-Generation Education, Precision Health Care for All, Making Wellness Ageless, Creating Defenses Against Disease, and New Frontiers for Better Health. Through these strategic initiatives, Health Sciences has unprecedented opportunities to excel in education and research in more and better ways than ever before. The strengths Health Sciences possesses provide an incredible advantage that can improve the health and well-being of individuals in the local community, across the state of Arizona and around the world.

## **REPORTING RELATIONSHIPS**

The Senior Director, Strategic Initiatives will directly report to the Senior Vice President, UA Health Sciences Dr. Michael D. Dake, MD and have a dotted line reporting relationship to the Vice President, University of Arizona Health Sciences Development.

## **PRINCIPAL OPPORTUNITIES**

The Senior Director will devote the majority of work time to major and principal gift fundraising activities, as well as play a leadership adviser role to the Senior Vice President, Arizona Health Sciences and Vice President, University of Arizona Health Sciences Development, on all matters related to the Arizona Health Strategic Initiatives development activities.

The successful candidate will work closely with the Arizona Health Sciences leadership to establish priorities for fundraising projects and development goals related to UAHS Strategic Initiatives, and help foster a culture of philanthropy within UAHS in support of the university's overall mission. UArizona recently unveiled its new [\*Strategic Plan\*](#), laying out a series of goals through over 90 specific initiatives and five pillars to be achieved by the year 2025. These include initiatives to increase the university's global footprint; streamline its services; and boost diversity, recruitment, and student success.

## **PRIMARY RESPONSIBILITIES**

The Senior Director, Strategic Initiatives will

- advise the Senior Vice President, University of Arizona Health Sciences and Vice President, University of Arizona Health Sciences Development on all matters related to University of Arizona Health Sciences Strategic Initiatives development activities;
- work closely with the Senior Vice President, University of Arizona Health Sciences and Vice President, University of Arizona Health Sciences Development to establish priorities for fundraising projects and development goals related to University of Arizona Health Sciences Strategic Initiatives, which will be reflected in an Annual Development Plan;
- foster a culture of philanthropy within the University of Arizona Health Sciences, and advise, assist, and provide training for the University of Arizona Health Sciences central leadership, administration, and staff regarding development initiatives;
- work closely with University of Arizona Health Sciences central leadership, administration, and professional staff, as appropriate and needed;
- build and develop a prospect portfolio of approximately 50-75 major and/or principal gift prospects, with a goal of having a portfolio made up of 40-50 donor prospects in the cultivation and/or solicitation phase of the donor cycle at any given time;
- direct and manage the identification, qualification, cultivation, solicitation, and stewardship of major individual, corporate, and foundation prospects;
- after an initial 3-6-month on-boarding period, execute an agreed upon metric of at least 100 current or prospect donor 1:1 visits and presentation of 20+ proposals per year, with an expectation of \$3 million+ raised after the initial on-boarding period (with incremental increases after the first year);
- develop short- and long-term strategic plans, and set goals and objectives;
- utilize University of Arizona and University of Arizona Foundation tools and systems for managing donor, alumni, and prospect relationships as resources for planning and for managing and monitoring activities;

- may supervise, monitor, and coordinate the activity of development staff;
- manage diverse interests and divergent points of view in a professional manner while advancing the needs of the University of Arizona Health Sciences and the University of Arizona;
- develop and oversee the creation of materials, including case statements and proposals, in support of assigned fundraising efforts;
- strategically and effectively use the time and impact of the Senior Vice President, University of Arizona Health Sciences and other University of Arizona Health Sciences leadership in donor cultivation, solicitation, and stewardship; and
- work cooperatively with University of Arizona, University of Arizona Health Sciences, and UDP colleagues, as well as UA Foundation central and executive staff.

#### KEY COLLEAGUES



**Michael D. Dake, MD**  
**Senior Vice President, Arizona Health Sciences**  
**Professor, Department of Medical Imaging**  
**Professor, Department of Surgery**  
**Professor, Department of Medicine**

Michael D. Dake, MD, directs strategic integration of undergraduate and graduate education, research, service, and clinical activities in the Arizona Health Sciences colleges, centers, and clinical affiliates.

Dr. Dake is a leading researcher, clinician, teacher, and administrator. He is internationally known for pioneering image-guided therapies and novel approaches in interventional therapy in the fields of vascular imaging, venous thromboembolic disease, aortic aneurysms, and dissection. Dr. Dake made medical history with the implantation of the world's first thoracic stent-graft in 1992 and his groundbreaking research with CT angiography and stent-grafts has re-written medical and surgery textbooks.

Prior to joining Arizona, he served at Stanford University as Professor of Cardiothoracic Surgery and Director of the Catheterization and Angiography Laboratories at Stanford Medical Center, where he spent much of his career. Previously, he served as Chairman of the Department of Radiology in the Virginia Health System.

He is a graduate of Harvard College and Baylor College of Medicine, where he completed an internship, residency and chief residency in internal medicine. He pursued fellowship training in pulmonary diseases followed by a residency and chief residency in radiology at the University of California San Francisco. He went on to complete subspecialty training in vascular and interventional radiology at UCSF.

As a member of University of Arizona's senior executive team, Dr. Dake works collaboratively with teams throughout the university and with Banner Health to build the university's competitiveness in education, clinical care, and biomedical research.



**Vicki Fleischer, JD**  
**Senior Vice President for Development**

Vicki Fleischer, is Senior Vice President, Development for the university at the University of Arizona Foundation. She will continue to oversee Health Sciences Development going forward and will directly supervise the Vice President to whom the Senior Director will report.

Over the last five years, Fleischer has served as one of the senior members of the leadership team at the University of Arizona Foundation, guiding the University Development Program's main campus, regional, discovery, gift planning, principal gifts and health sciences development teams in support of the most successful fundraising period in the university's history.

She has 21 years of higher education advancement experience and has been involved with several successful fundraising campaigns. Before joining the foundation in 2015, she led development programs for the UA James E. Rogers College of Law and the Eller College of Management, as well as for Seton Hall Law School in Newark, New Jersey. Fleischer's areas of expertise include strategic planning, communicating priorities, principal and major gift fundraising, change management, and leadership.

Originally from the East Coast, Fleischer earned a Bachelor of Arts in history from the University of Wisconsin-Madison and a Juris Doctor degree from Notre Dame Law School. She practiced law for five years before moving to Tucson, where she became an advancement professional.



**Clint McCall**  
**Vice President for Principal Giving and Campaign**

Clint McCall is Vice President for Principal Giving and Campaign at the University of Arizona.

He has 21 years of higher education experience, beginning his career at the university in 1994 as an admission officer and recruiter.

After serving as an admissions officer in the University of Arizona Office of Undergraduate Admissions, Phoenix/Yuma, McCall transitioned to alumni and development in 1999 joining the university College of Agriculture and Life Sciences (CALS) as Assistant Director of Development. Later in his career, McCall joined the foundation, becoming Director of the Telephone Outreach Program before moving to the University of Arizona Sarver Heart Center and subsequently the College of Medicine.

During his time as Senior Director for the University of Arizona Sarver Heart Center, he increased the number of named endowments, including five above \$1 million, and secured estate gifts in excess of \$10 million, while engaging clinical and basic science research faculty in the development process.

As Senior Director of Development at the University of Pennsylvania Health Systems. McCall grew the development team from three to nine major gift officers; designed and implemented an in-depth training/mentorship program for new gift officers; in addition to gifts secured jointly with the team, solicited and secured in excess of \$1 million in funding for \$3 million new faculty initiative, built donor pipeline for two historically underperforming departments, closing a six-figure gift for one and a \$2 million estate gift for the other.

In his current role as Vice President, for Principal Giving he works collaboratively with the development team to deepen relationships with those that support the university in generous and transformational ways. McCall works closely with the University of Arizona Foundation CEO and President as well as university leaders to raise eight figure transformative gifts. He is responsible for \$80 million of the UDP's \$350 million FY20 goal.

McCall earned his Bachelor of Arts from University of Arizona in 1994 in Plant Sciences, and his associate degree from Arizona Western College.

### **PREFERRED QUALIFICATIONS**

The University of Arizona seeks a Senior Director, Strategic Initiatives with

- an ability to establish and maintain powerful relationships;
- an ability to understand and work with budgetary procedures and policies;
- an ability to make policy decisions when necessary;
- an ability to motivate and manage individuals for maximum performance;
- excellent communication skills;
- excellent interpersonal skills and the ability to create personal relationships;
- an ability to model professionalism, leadership, consensus building, and service for team members and colleagues;
- an ability to serve as a University of Arizona Health Sciences and UDP frontline leader;
- an ability to work with academic and administration staff members;
- knowledge of planned giving techniques and the programs available to implement such gifts;
- demonstrated success in major and principal gifts fundraising;
- a passion for higher education and health sciences, and an ability to inspire support thereof;
- knowledge of and experience in executing development best practices;
- demonstrated knowledge of development and fundraising principles and procedures;
- experience working with volunteers, faculty, administration, staff, and students;
- experience in securing philanthropic funding for higher education/health sciences from corporations.
- knowledge of and experience working in health sciences (preferred);
- fundraising experience in a higher education setting (preferred); and
- demonstrated success in planning, organizing, and executing fundraising campaigns.

A bachelor's degree is required for this position as is at least eight years of experience successfully managing and directing a comprehensive fundraising program.

### **DIVERSITY, EQUITY, AND INCLUSION**

The University of Arizona is privileged to be located in Arizona, a land of rich cultural traditions and heritage. Respect for diversity, defined with regard to race, ethnicity, culture, physical abilities, talents, language, spiritual practices, sexual orientation, gender identity, and life experiences is essential to the successful attainment of its mission to promote health and improve the prevention, diagnosis, and treatment of disease for all the people of Arizona and beyond, through education, research, and patient care. Its commitment to diversity enables University of Arizona to provide state of the art education, deliver the highest quality health care, critically address health care inequities, and perform leading edge research to benefit all of its communities.

The University of Arizona and the University of Arizona Foundation are committed to meeting all applicable provisions of state and federal law relating to equality of employment opportunity for all persons. This policy applies to all policies and procedures relating to recruitment and hiring, compensation, benefits, termination, and all other terms and conditions of employment.

The University of Arizona and the University of Arizona Foundation are equal opportunity, affirmative action institutions. They do not discriminate on the basis of race, color, religion, sex, national origin, age,

ancestry, disability, medical condition, veteran status, marital status, pregnancy, sexual orientation, gender identity, gender expression, genetic information, or any other status protected by law in its programs and activities.

### **SALARY & BENEFITS**

University of Arizona Health Sciences offers a competitive salary and benefits package. The University of Arizona has been recognized for its innovative [work-life programs](#).

### **LOCATION**

This position is located in Tucson, Arizona. With a metropolitan population of nearly 1 million, Tucson encompasses a diverse, multicultural metropolis attracted by its natural beauty, rich history, nationally recognized university, and low cost of living (below the national median). Tucson consistently ranks among *U.S. News and World Reports* top 100 Best Places to Live for desirability, value, job market, and quality of life.

### **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 Arizona.*** Review of applications will begin immediately and continue until the successful candidate has been selected.

*To apply for this position, visit:*

[Senior Director, Strategic Initiatives, University of Arizona.](#)

*To nominate a candidate, please contact Anne Johnson:*

[annejohnson@aspenleadershipgroup.com](mailto:annejohnson@aspenleadershipgroup.com).

*All inquiries will be held in confidence.*