



DIRECTOR OF DEVELOPMENT
THE UNIVERSITY OF TEXAS AT AUSTIN
DELL MEDICAL SCHOOL & UT HEALTH AUSTIN
Austin, Texas
[University of Texas at Austin](#)
[Dell Medical School](#)
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The University of Texas at Austin
Dell Medical School



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UT Health Austin

The Aspen Leadership Group is proud to partner with The University of Texas at Austin and Dell Medical School in the search for a Director of Development.

The Director of Development will raise philanthropic support for Dell Medical School and its clinical practice, UT Health Austin, from major and principal gift prospects and donors. The Director of Development will build relationships primarily with prospects with a capacity of \$100,000 to \$5,000,000, working on a number of gifts of \$1,000,000 and more annually. He or she will be a key player in the development of an emerging grateful patient program, and will work closely with faculty leaders, including department chairs and research directors.

Established in 2014, Dell Medical School boasts emerging Centers of Excellence led by sought-after faculty from premier institutions such as MIT, Harvard, Stanford, UCSF, UT Southwestern, MD Anderson, Johns Hopkins, and the Cleveland Clinic, as well as high-ranking military, government, and public policy/public health administrators. It is the newest of 18 colleges and schools at UT Austin and the first new medical school at a top-tier Association for American Universities research university in nearly 50 years.

UT Austin is a bold, ambitious leader and the flagship institution of The University of Texas System. The school and its clinical practice are located on the university's campus near downtown Austin.

DELL MEDICAL SCHOOL & UT HEALTH AUSTIN

The future of medical education, care, and research is taking shape at The University of Texas. At Dell Medical School and UT Health Austin, 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.

A New Kind of Doctor. Dell Med recruits and trains physicians of the future – leaders who are as comfortable taking on systemic challenges in health as they are caring for individual patients. 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.

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 Med, 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.

Improving Health, Improving Care. Per capita, the U.S. spends more than any other country on health care, but the investment doesn't translate to superior health. Dell Medical School is committed to making the health care system work better. That is why its experts, alongside others in the community, are focused on fostering innovation and opportunity to address the socioeconomic, behavioral, and structural barriers to health. Through UT Health Austin, Dell Med has created a national model in Central Texas for value-based care, poised to revolutionize how people get and stay healthy.

THE UNIVERSITY OF TEXAS AT AUSTIN

One of the biggest and best research universities in the country, UT Austin is home to more than 51,000 students and 3,000 faculty. Through groundbreaking research and an innovative, hands-on approach to education across disciplines, the university develops leaders who go on to change the world. Located in the heart of Austin, Texas, one of the nation's hubs for creative and entrepreneurial activity, the university educates tomorrow's artists, scientists, athletes, doctors, entrepreneurs, and engineers. UT Austin offers dozens of top-ranked programs with a proven record of success. The university is one of the top 20 public universities according to *U.S. News & World Report*, with the No. 1 accounting, Latin American history, and petroleum engineering graduate programs in the country – plus more than 15 undergraduate programs and more than 40 graduate programs ranked in the top 10 nationally. As a public university, UT Austin takes seriously its charge to serve the state of Texas with billions of dollars in added state income every year, as well as countless other benefits to local and statewide communities. An enduring symbol of the spirit of Texas, UT Austin drives economic and social progress while serving the city, state, and nation as a leading center of knowledge and creativity.

REPORTING RELATIONSHIPS

The Director of Development will report to the Senior Director of Development, Dell Medical School, Randi Mejia.

PRINCIPAL OPPORTUNITIES

Dell Medical School at The University of Texas at Austin is the realization of one community's hope for better health. In 2012, the taxpayers of Central Texas voted to increase their property taxes to establish not just a medical school, but the academic health system of the future.

Now in its fifth year, the school is fully enrolled, with a rapidly growing clinical enterprise at UT Health Austin and a new approach to health innovation that harnesses the university's vast research expertise.

The ambitions of Dell Medical School are high, and so too are the ambitions of its Development Office. To date, Dell Medical School has received more than \$220 million in philanthropic support, including a \$50 million foundational gift from the Michael & Susan Dell Foundation, \$50 million from the Mulva Family Foundation to establish the Mulva Clinic for the Neurosciences, \$50 million from the LIVESTRONG Foundation to create the LIVESTRONG Cancer Institutes, and \$20 million from the Wong Family to launch the Mitchel and Shannon Wong Eye Institute. Dell Medical School has attracted philanthropic investment from community leaders, as well as the UT alumni base – with nearly 500,000 living alumni.

The University of Texas is heading into its next campaign – anticipated to be one of the largest and most ambitious campaigns in public higher education. Transforming health is one of four campaign pillars, and Dell Medical School’s fundraising priorities have the full support of the President, Provost, and Board of Regents. This is a once-in-a-lifetime opportunity to capture the attention of generous philanthropists ready to invest in shaping the future of medical education, care, and research. At The University of Texas at Austin, what starts here changes the world.

PRIMARY RESPONSIBILITIES

The Director of Development will

- 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 produce at least \$3 million per year in philanthropic support;
- develop a prospect pipeline through visits, events, correspondence, and regular calls as required for donors in the portfolio;
- maintain relationships with donors and top administrators;
- conceptualize, prepare, and present funding proposals and other materials necessary to solicit and close gifts, including those that require careful negotiations and complex joint strategies involving other CSUs;
- 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;
- 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.

KEY LEADERS



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

Dean, Dell Medical School and Vice President for Medical Affairs

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

Clay Johnston has served as the inaugural Dean of the Dell Medical School at The University of Texas at Austin since March 2014. 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, Dean 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.



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.

At UT Austin, Rabenold 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 as 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 to 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.

KEY COLLEAGUES



Stacy L. Waters, MBA

Associate Vice President, Development

Dell Medical School & UT Health Austin

Stacy Waters joined The University of Texas at Austin in September 2018 as the Associate Vice President for Development of Dell Medical School and UT Health Austin. Reporting to Clay Johnston, Dean of Dell Medical School and Vice President for Medical Affairs at UT, Waters leads the philanthropic efforts to support the mission and vision of Dell Medical School and UT Health Austin.

Previously, she served for eight years as the Associate Vice President of Development at the University of Chicago Medicine and Biological Sciences Division, where she played an

important role in the university's campaign planning and fundraising success. Prior to that she was a partner for 17 years in a successful consulting firm focusing on local and state government human resources and operations improvement.

She earned her bachelor's degree from the University of Chicago and her MBA from the University of Chicago Booth School of Business.



Randi Mejia

Senior Director of Development, Dell Medical School & UT Health Austin

Randi Mejia joined The University of Texas at Austin in July 2018 and is the Senior Director of Development for Dell Medical School and UT Health Austin, the school's clinical practice. Under the leadership of Stacy Waters, Associate Vice President of Development, Mejia 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. She earned her bachelor's degree from Saint Xavier University in Chicago.

PREFERRED QUALIFICATIONS

The University of Texas at Austin and Dell Medical School seek a Director of Development with

- 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.

A bachelor's degree is required for this position. A minimum of three years of successful major gifts fundraising experience, including successful closure of multiple six-figure gifts, is preferred.

DIVERSITY, EQUITY, AND INCLUSION

Diversity is an indispensable part of excellence. The University of Texas at Austin embraces and encourages diversity in many forms, and strives to create an inclusive community that fosters an open and supportive learning, teaching, and working environment. UT Austin's strength as a university draws from its wide range of perspectives and experiences, and it supports a free exchange of ideas alongside thoughtful consideration of differences. Diversity and excellence are mutually reinforcing. The university seeks diversity and a wide variety of perspectives in conversations, interactions, and learning on campus. As a university community UT Austin upholds freedom of speech, and values and affirms diverse individual, cultural, and intellectual perspectives in the search for a more complete understanding of the truth. The Dell Medical School is especially interested in qualified candidates who can contribute to diversity and excellence within the learning health system. The Dell Medical School/UT Health Austin enterprise strives to create a vital, inclusive health ecosystem.

SALARY & BENEFITS

The University of Texas at Austin offers a competitive and comprehensive salary and package of employee benefits.

LOCATION

Nestled next to the picturesque countryside of Hill Country, Austin, Texas has transformed from a bustling college town to one of the largest, most vibrant cities in the U.S. It is the 11th largest city in the United States with a population of over 2 million. Austin has been consistently ranked #1 in the United States as the Best Place to Live by *U.S. News and World Report*.

Between the booming local and state economies, beautiful weather, great schools, robust job market, and one-of-a-kind culture and recreation, you can't go wrong with planting roots in the state capital. Named the Live Music Capital of the World, Austin is known for its eclectic live-music scene and is home to the Austin City Limits Music Festival. Austin is also a top destination for professionals and creatives who attend South by Southwest (SXSW) – an annual conference and festivals that celebrate the convergence of the interactive, film, and music industries.

Central Texas has become known as a hub for technology, health care, business, and government. Often referred to as an “epicenter for innovation,” Austin is one of the nation's top destinations for many startups, tech incubators, and venture capitalists. Technology companies such as Dell, Amazon, Apple, and Google as well as startup companies such as Bumble, Indeed, and Home Away have established major operations in Austin.

APPLICATION INSTRUCTIONS

All applications must be accompanied by a cover letter and résumé. Before submitting your materials, please read them over for accuracy. Review of applications will begin immediately and continue until the successful candidate has been selected.

To apply for this position, visit:

[Director of Development, The University of Texas at Austin.](#)

To nominate a candidate, please contact Greg Duyck:

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

All inquiries will be held in confidence.