



**ASSOCIATE DEAN FOR DEVELOPMENT AND ALUMNI RELATIONS
COLUMBIA UNIVERSITY**

MAILMAN SCHOOL OF PUBLIC HEALTH

New York, New York

[Columbia University Mailman School of Public Health](#)



The Aspen Leadership Group is proud to partner with Columbia University Mailman School of Public Health in the search for an Associate Dean for Development and Alumni Relations.

The Associate Dean will provide strategic leadership to the Mailman School of Public Health's Office of Development and Alumni Relations including the design and implementation of all philanthropic and volunteer engagement activities including alumni engagement. The Associate Dean will develop and lead a comprehensive strategy for all aspects of private sector fundraising, orchestration of major campaigns and other related programmatic activity, as well as donor engagement events. The Associate Dean will craft a strategic fundraising plan for the School that is ambitious, measurable, and realistic, and will work closely with colleagues throughout Columbia University's Office of Development and Alumni Relations to harness collaborative fundraising opportunities and institution-wide philanthropic goals and objectives.

The Columbia Mailman School is celebrating its centennial in the 2021 - 2022 academic year, and the Associate Dean will play an important role in leveraging the celebrations for increased awareness and engagement and in setting the vision and strategy for the School's next century of fundraising success through highly aspirational leadership, maximizing collaborative partnerships, and achieving transformative philanthropic results.

The Mailman School of Public Health is one of the oldest and most highly respected graduate schools of public health in the nation. Established in 1922, the School is ranked among the top five schools of public health in the country and is the sixth largest recipient of National Institutes of Health grants among schools of public health. The School's more than 1,400 Master's and Doctoral students, 161 full-time faculty (plus 78 faculty with joint appointments at the Mailman School) are highly global – leading an agenda of research, education, and service that address the critical and complex public health issues affecting New Yorkers, the nation, and the world.

The School's departments of Biostatistics, Environmental Health Sciences, Epidemiology, Health Policy and Management, Population and Family Health, and Sociomedical Sciences offer students myriad opportunities to work closely with experts in a specialized field, while connecting peers with similar professional interests. The School is also home to three leading, interdisciplinary school-wide research centers: ICAP (formerly: The International Center for AIDS Care and Treatment), the Center for Infection and Immunity, and the Robert N. Butler Columbia Aging Center. There are also 18 department-based research centers, which provide a hub for students to bridge classroom theory with real-world research, practice, and policy.

The Mailman School of Public Health is respected as a leader in educational innovation, combining state-of-the-art curriculum with internationally renowned research and training programs. This convergence enables students to become the world's future leaders in public health. In 2010, the School launched a new MPH curriculum focusing on a common core of interdisciplinary case-based methods, skills, and aptitudes. Through interdisciplinary training, more hands-on experience in applying theory to practice, and a life-course perspective, this style of education has been met enthusiastically by students and employers. The curriculum has set a new standard for public health graduate education across the country, with many other schools adopting the approach in recent years.

Research at the Mailman School of Public Health spans basic to intervention science. Scientific contributions are strong, as demonstrated through publication metrics. One-third of the Mailman School's research publications are among the world's most highly cited, and more than half of them are published in the world's top journals.

A global presence built on vision, excellence, and impact, the School addresses today's and tomorrow's health challenges through a broad lens, driving scientific discoveries and innovations to create model public health solutions that provide life-saving and health-improving interventions to millions of people. To this end, faculty members pursue research, service, and educational projects in more than 100 countries. Whether promoting the health of whole populations or focusing on how to improve the well-being of those most vulnerable – whether working in resource-limited communities to improve reproductive health for women, or developing models of care and prevention for HIV-infected people in northern Manhattan or Africa – the School is committed to improving the health of populations in all corners of the world.

Located in Washington Heights in Northern Manhattan, the Columbia Mailman School is a thoughtful, long-standing partner in the community. Faculty and students work with diverse populations throughout the City's five boroughs to improve urban health in areas including, but not limited to, healthy child development, food policy, designing cities and work places to promote health, HIV/AIDS education, prevention, and care, smoking cessation initiatives, school-based clinics, prevention across the full life course, and programs and research to stem the growing asthma and/or obesity epidemics in an urban environment.

COLUMBIA UNIVERSITY AND COLUMBIA UNIVERSITY MEDICAL CENTER

Founded in 1754, Columbia University encompasses 14 graduate and professional schools and enrolls over 6,000 undergraduates. The University extends across three campuses in upper Manhattan in the Morningside Heights neighborhood, Manhattanville, and the Medical Center in Washington Heights. Columbia offers access to the entirety of New York City, the ultimate classroom, and is surrounded by a residential neighborhood lined with bookstores, cafes, and parks. Called "the quintessential great urban university," Columbia is diverse in every way: students come from all 50 states and over 90 foreign countries, and over half of undergraduates are students of color. With more than 500 student organizations offered, including 31 Division I Ivy League athletic teams and dozens of community service organizations, performance sections, political clubs, and publications, Columbia offers a rich campus life. Notably, the renowned Columbia Core Curriculum unites all Columbia undergraduates by providing a common foundation in literature, philosophy, science, art, history, and music, and caps classes at 22 students to afford close interaction with Columbia's renowned faculty.

Columbia University Irving Medical Center (CUIMC) is situated on a 20-acre campus in Northern Manhattan and accounts for roughly half of Columbia University's nearly \$4 billion annual budget. The Medical Center provides global leadership in scientific research, health and medical education, and patient care. CUIMC includes the Columbia Mailman School of Public Health, the College of Physicians and Surgeons, the College of Dental Medicine, and the School of Nursing. Combined, there are more than 3,676 full-time faculty and 3,510 students enrolled in 86 departments and programs, including 45 centers and institutes. With a long history of contributing to valuable discoveries and advances in science, health and medicine, Columbia's faculty are leaders in initiatives that address the most pressing health issues of the day.

REPORTING RELATIONSHIPS

The Associate Dean for Development and Alumni Relations will report to Dean Linda P. Fried. The Associate Dean will be a member of Dean Fried's Senior Cabinet and will oversee a team of twelve.

MAILMAN SCHOOL OF PUBLIC HEALTH'S COMMITMENT TO DIVERSITY, EQUITY, AND INCLUSION

The public health field justifiably takes pride in being among the most diverse professions in the world. The Mailman School is no exception. Throughout its history, the School has sought to engage members of diverse communities in its work, research, and policy making initiatives. As one of the nation's top-ranked schools of public health, the Mailman School has worked diligently to recruit a student body, faculty, and staff that reflect the racial, ethnic, social, economic, and cultural diversity of the United States and of the international communities that have been the focus of its scholarship and service. Mailman School students, staff, and faculty come from every walk of life, from more than 35 nations, able and disabled backgrounds, and diverse lesbian, gay, bisexual, and transgender communities. The School is committed to creating an environment that supports success for people of all backgrounds.

The Mailman School of Public Health has also been in the forefront of research and programming to examine and resolve disparities in health and in healthcare wherever they exist. Efforts to serve underrepresented minority groups in the United States have led to the creation of a number of programs that have gained national and international prominence. The School has been especially dedicated to building a pipeline that leads students from the undergraduate years into careers at the doctoral and post-doctoral levels of study, and recognizing, strengthening, and expanding the particular intellection and cultural abilities of its students.

PRIMARY RESPONSIBILITIES

The Associate Dean for Development and Alumni Relations will

- capitalize on the excitement of the school's centennial to drive increased fundraising and engagement;
- direct all phases of a comprehensive development and alumni relations program for Columbia Mailman School of Public Health including principal and major gifts, corporate and foundation relations, annual giving, and stewardship;
- serve as the primary liaison in conjunction with the Chief of Staff and Executive Director of Strategic Projects to the Board of Advisors;
- provide oversight of the alumni relations program, including life-long engagement and volunteer and philanthropic cultivation;

- create a case for philanthropic support and build consensus around a plan that will further engage and inspire existing and new donors, taking an innovative, metrics-guided and results-oriented approach to advancement;
- increase philanthropic capacity through creative strategies, diversification of the donor pool, and building meaningful relationships with donors;
- set goals, monitor work, and evaluate results to ensure that objectives are met and metrics are consistently measured;
- serve as a senior strategic thought partner to the Dean and other senior school leaders, including members of the Board of Advisors;
- serve as a member of the School's 10-person Senior Cabinet, advising the Dean on major strategic decisions for the School;
- maintain active contact with qualified principal gifts prospects capable of making 8- or 9-figure gifts to MSPH;
- identify, cultivate, solicit, and provide recognition and stewardship to major and principal gift prospects for restricted and unrestricted giving to the School;
- partner with the Chief of Staff and Executive Director to support the School's 44-member Board of Advisors, including directly staffing its development committee and working to develop philanthropic giving from its members;
- build strong relationships with leaders of the School's academic departments and research centers, educational enterprise, and other colleagues to understand their aspirations and pursue the support needed to realize them;
- mentor and provide opportunities for professional development to all staff members and be a source of inspiration, guidance, and collaboration;
- refine the team structure and create a culture of accountability to increase fundraising skill, campaign readiness, secure major gifts, grow annual giving, and increase alumni engagement;
- work effectively and often with the University's Development and Alumni Relations division ensuring that the School's fundraising and engagement strategies align and compliment the vision for the University's broad philanthropic goals and objectives;
- harness opportunities for cross-collaborative philanthropic pursuit to ensure a donor-centric approach to cultivation and solicitation;
- operate with a high degree of fiscal responsibility, prepare and provide oversight of the department budget, and report on financial forecasts and projections; and
- assess the return on investment for engagement, cultivation, and prospecting activities relative to the School's fundraising objectives while being a good steward of fiscal and staff resources.

LEADERSHIP AND KEY COLLEAGUES

Linda P. Fried, MD, MPH

Dean and DeLamar Professor of Public Health

Senior Vice President, Columbia University Medical Center

Professor of Epidemiology, Mailman School of Public Health

Professor of Medicine, College of Physicians and Surgeons, Columbia University

Linda P. Fried, MD, MPH, is a leader in the fields of epidemiology and geriatrics who has dedicated her career to the science of healthy aging and understanding the transition to a world where greater longevity benefits people of all ages. An internationally renowned scientist, she has done seminal work in defining frailty as a medical condition and illuminating its causes and the potential for prevention as keys to optimizing health for older adults.

Under Fried's visionary leadership, the Mailman School continues to be a leader in transforming the health of populations and is ranked among the top U.S. schools of public health. Fried led the School to build the nation's first program on climate and health and a multidisciplinary program that delivers economic evidence on the value of prevention and the approaches to create the most health at the lowest cost for all. Fried opened the Robert N. Butler Columbia Aging Center, the Lerner Center for Public Health Promotion, and elevated Columbia's leadership role in research, policy, and programming to support healthy cities. As a leader in public health education, she led the creation of an innovative new public health curriculum that emphasizes a life-course approach to prevention of disease and disability and the systems to accomplish it. As Dean, Fried is invited annually to participate in the World Economic Forum and remains a highly cited expert in policy and practice for creating healthier societies that benefit all, from the youngest to the oldest.

Before coming to Columbia in 2008 as Dean of the Mailman School, Fried founded and led the Johns Hopkins Center on Aging and Health, and directed the Division of Geriatric Medicine and Gerontology, and held joint appointments in the schools of medicine, public health, and nursing.

Fried is also the designer and co-founder of Experience Corps, an evidence-based senior volunteer public health program in which older adults serve in public schools. The program is now in 22 cities under the auspices of AARP. Acting as tutors, mentors, and coaches, the older volunteers help boost students' academic success while bolstering their own health through carefully designed roles, continued activity and engagement. Fried has led an ongoing evaluation of this innovative intervention, showing its effectiveness in improving health outcomes and preventing cognitive decline among older adults, while improving child literacy and school climate, providing evidence for the potential win-wins of an aging society.

Fried is the recipient of numerous awards, including the 2000 U.S. Woman Physician Scientist of the Year. In 2004, the U.S. Congress named her a Living Legend in Medicine. She received the U.S. Bridge Builders Award in 2008 and is the recipient of the Alliance for Aging Research's inaugural 2011 "Silver Innovator Award" and their 2012 Silver Scholar Award, and Fondation IPSEN's 2012 Longevity Prize. In 2012, Fried was also profiled by *The New York Times* as one of 15 world leaders in science. Global publisher Thomson Reuters named her "one of the most influential scientific minds of the past decade" in 2014. Most recently, Fried was the recipient of the 2016 Inserm International Prize in Medical Research.

Fried is a member of numerous leadership and advisory boards, including the Milken Institute's newly created Center for the Future of Aging. Fried is an elected member of the National Academy of Sciences' National Academy of Medicine, and elected to its Executive Council. She is a member of the MacArthur Network on an Aging Society. Fried served as the 2016-17 President of the Association of American Physicians, the elected society of the U.S.'s leading physician scientists. She is the second dean of a School of Public Health to be President of AAP, the first being William Henry Welch in 1904. An elected member of the Council on Foreign Relations, Fried is also co-chair of the World Economic Forum's Global Futures Council on the Future of Human Enhancement.

Vanita Gowda

Chief Communications Officer, Mailman School of Public Health

Vanita Gowda is a strategic communications and advocacy professional with more than 20 years' experience in the public and private sectors, focusing on initiatives and campaigns to improve the health and well-being of vulnerable and underserved populations around the world. She has worked across diverse, international settings to lead campaigns on a range of issues, including sexual and reproductive health, HIV and malaria drug and vaccine research, mental health, environmental health, and affordable access to medicines.

Gowda has worked with leading public health organizations including Women Deliver, GSK Bio, Pathfinder, the International AIDS Vaccine Initiative, the WHO, and EngenderHealth. She started her career as a reporter in Washington DC, covering Capitol Hill and national affairs. Vanita earned her Master of Public Administration from Columbia University's School of International and Public Affairs and earned her Bachelor of Arts in English from the College of William & Mary.

Bethany Jankunis, MSW, JD

Chief of Staff and Executive Director of Strategic Projects, Mailman School of Public Health

Bethany Jankunis joined the Mailman School in November 2012 as Chief of Staff for Dean Linda Fried. A member of the School's senior leadership team, Jankunis serves as a top strategy and implementation partner to the Dean, coordinating the efforts of various levels of School leadership, and overseeing all aspects of functioning for the Dean's office.

Before joining the Mailman School, Jankunis served on the executive team at New York University's School of Engineering, where she was Chief of Staff for the Provost, then Assistant Vice President in charge of strategic administrative projects for the School's President. Previously, Jankunis worked in politics for more than a decade, first as a Policy Advisor to the New York City Comptroller specializing in children's and women's issues, then as Chief of Staff for New York State Assembly member and Higher Education Chair Deborah Glick. She holds a Master's degree in Social Work from Hunter College and a JD from Fordham Law School (where she was a Stein Public Interest Scholar), and was selected as one of *City Hall Newspaper's* 40 Rising Political Stars Under 40.

PREFERRED COMPETENCIES AND QUALIFICATIONS

Columbia University Mailman School of Public Health seeks an Associate Dean for Development and Alumni Relations with

- a profound excitement about and commitment to the Columbia Mailman School of Public Health's mission achieved through innovative science, education, and leadership and guided by the fundamental principle that health is a human right;
- considerable breadth of knowledge, strong intellectual curiosity, and interest in and capacity for learning across a wide range of fields;
- success as a principal and major gift fundraiser and manager and mentor of people;
- experience developing and supporting faculty, academic leadership, and senior administrators in an effort to raise funds for key initiatives and school-wide programs;
- an ability to add value as a senior member of Dean Fried's Cabinet, contributing to the strategic agenda related to and beyond development and alumni relations;
- impeccable character and an ability to lead, ego-less with recognition of the value of teamwork;
- a highly aspirational, collaborative, and result-focused approach;
- depth and breadth of knowledge in all aspects of development and a proven track record in personally cultivating and stewarding major and principal gift prospects;
- the ability to inspire and excite donors by making a compelling case for MSPH's academic priorities, overall impact, and aspirations;
- an ability to add value to a wide array of strategic discussions and demonstrate enthusiasm, the ability to take risk and the courage to speak and act on convictions;
- detailed knowledge and understanding of current fundraising trends and techniques with a primary focus on major and principal gifts;

- an ability to effectively leverage the time of volunteers, academic and administrative staff in contacts with donors including strong preparation and good judgment about the extent to which cultivation can effectively be staff driven;
- an ability to provide mentorship and inspire a strong team, while also balancing a portfolio of donors;
- strong communication, interpersonal, and relationship-building skills, including the ability to represent the School in public, engage diverse people and audiences individually and collectively, write and speak in a compelling manner, and listen effectively;
- a strong personal work ethic and unquestioned personal integrity;
- diplomacy and tact when dealing with highly complex and sensitive issues; and
- flexibility and a demonstrated ability to thrive in a fast-paced environment, juggling numerous projects simultaneously.

A bachelor's degree is required for this position as is at least ten years of progressive experience in philanthropic endeavors including fundraising and planning and executing campaigns.

SALARY AND BENEFITS

Columbia University offers a competitive salary and [benefits package](#).

LOCATION

This position is located in New York City.

APPLICATION INSTRUCTIONS

All applications must be accompanied by a cover letter and résumé. ***Cover letters should be responsive to the mission of Columbia University and the Mailman School of Public 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:

[Associate Dean for Development and Alumni Relations, Columbia University Mailman School of Public Health.](#)

To nominate a candidate, please contact Ron Schiller:

ronschiller@aspenleadershipgroup.com.

All inquiries will be held in confidence.