



**DIRECTOR OF DEVELOPMENT, NATIONAL ACADEMY OF MEDICINE
NATIONAL ACADEMIES OF SCIENCES, ENGINEERING, AND MEDICINE**

Washington, DC

<http://nationalacademies.org>



The Aspen Leadership Group is proud to partner with The National Academies of Sciences, Engineering, and Medicine (the National Academies) in their search for a Director of Development, National Academy of Medicine (NAM).

This is an exciting opportunity to join the leadership of one of the world's most important and influential scientific bodies. The National Academies of Sciences, Engineering, and Medicine provide expert advice on some of the most pressing challenges facing the nation and the world. Their work helps shape sound policies, inform public opinion, and advance the pursuit of science, engineering, and medicine. Academy members are among the world's most distinguished scientists, engineers, physicians, and researchers and include more than 300 Nobel laureates.

The Director of Development is a member of the senior leadership of the National Academies of Sciences, Engineering, and Medicine's Office of Development. The National Academies is in the planning stage of a major comprehensive fundraising campaign and the Director of Development will play a central role in this campaign.

The Director of Development will plan, implement, and evaluate all fundraising programs for the National Academy of Medicine and serve as a partner to the President, Chief Development Officer, and Academy leadership in setting and achieving goals for private support. The Director of Development will participate as a senior leader in strategic and annual planning, in identifying priority initiatives, and in securing private philanthropy.

The Director of Development will manage a portfolio of major gifts and principal gift prospects and will work closely with senior colleagues of the National Academies' Office of Development in planning and coordinating events, stewardship, annual giving, institutional giving, and planned giving for the NAM. The Director of Development will actively participate in building a culture of philanthropy and will work collaboratively with senior program colleagues across a decentralized development office and multi-tiered institution.

Through a meticulous process of information collection, evidence analysis, and deliberation, the National Academies' studies provide blueprints for progress. By shining a spotlight on subjects and facilitating dialogue across disciplines, their work advances understanding of critical issues. The needs of the nation—and therefore the topics they study—change over time, but their commitment to putting sound advice to work for the public good does not.

REPORTING RELATIONSHIPS

The Director of Development, National Academy of Medicine will report to the Chief Development Officer and will have a direct working relationship with the NAM President.

PRINCIPAL OPPORTUNITIES

Society is facing an array of complex challenges. The National Academies of Sciences, Engineering, and Medicine are distinctly qualified to provide nonpartisan, objective guidance for decision makers and the public to address these challenges. As they have done since their founding in 1863, they marshal the energy and intellect of the nation's leading critical thinkers to respond to policy challenges with science, engineering, and medicine at their core. Academy members are among the world's most distinguished scientists, engineers, physicians, and researchers and include more than 300 Nobel laureates.

The National Academies are embarking on their first comprehensive campaign in nearly 20 years. With deep linkages to the top foundations and leading philanthropists in the United States and around the world, the National Academies are poised for a major comprehensive fundraising campaign. Under the leadership of its President, Dr. Victor Dzau, the NAM has been reaching out to major philanthropists with grand challenge events hosted by leading figures in Hollywood, Silicon Valley, New York, and Hong Kong. This is an exciting opportunity for a seasoned Director of Development to be a key leader in one of today's most distinctive fundraising campaigns and work closely with some of the world's most prominent figures in science, health, medicine, entertainment, business, and technology.

PRIMARY RESPONSIBILITIES

The Director of Development, National Academy of Medicine will

- provide support and guidance for the President and Executive Officer in all fundraising activities for the Academy;
- participate in planning and delivery of a major comprehensive campaign;
- manage a portfolio of donors including identification, cultivation, solicitation, and stewardship with an active program of face-to-face meetings and travel;
- participate in strategic planning efforts;
- identify funding sources and opportunities;
- prepare annual fundraising plans;
- actively participate in building a culture of teamwork, collaboration, creativity, and high performance;
- represent the Office of Development in conferences, seminars, and other public and private events to advance the goals of the organization;
- provide leadership and mentorship, including training and development of employees for current and future roles; and
- form effective teams and cultivate a work environment that fosters teamwork.

KEY COLLEAGUES



Michael Murphy

Chief Development Officer

National Academies of Sciences, Engineering, and Medicine

Michael Murphy joined the National Academies of Sciences, Engineering, and Medicine as their Chief Development Officer in 2015. Prior to moving to Washington, he served as Chief Executive Officer of the Foundation and Friends of the Royal Botanic Gardens, Kew in London, where he led its £100 million Breathing Planet Campaign. Murphy has served as the Associate Director of Development for the Royal Society in London, where he led its successful 350th Anniversary Campaign. Murphy has also held senior positions at the Dublin City University Educational Trust, Antioch College and Planned Parenthood of Chicago.

Murphy received a Bachelor's degree in East Asian Studies from Lawrence University with a period of undergraduate study at the Beijing Foreign Languages Institute and the Chinese University of Hong Kong. He holds a master's degree in management from the McGregor School of Antioch University. Murphy is a dual citizen of the US and UK and has lived in four countries on three continents.

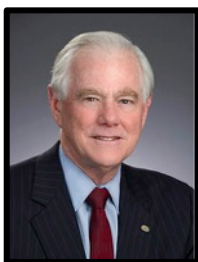


Victor J. Dzau

President, National Academy of Medicine

Victor J. Dzau is the President of the National Academy of Medicine (NAM), formerly the Institute of Medicine (IOM). In addition, he serves as Chair of the Health and Medicine Division Committee of the National Academies of Sciences, Engineering, and Medicine. He is Chancellor Emeritus and James B. Duke Professor of Medicine at Duke University and the past President and CEO of the Duke University Health System. Previously, Dr. Dzau was the Hersey Professor of Theory and Practice of Medicine and Chairman of Medicine at Harvard Medical School's Brigham and Women's Hospital, as well as Chairman of the Department of Medicine at Stanford University. Dr. Dzau has made a significant impact on medicine through his seminal research in cardiovascular medicine and genetics, his pioneering of the discipline of vascular medicine, and his leadership in health care innovation.

Dr. Dzau has been a member of the Council of the IOM and the Advisory Committee to the Director of the National Institutes of Health (NIH), as well as Chair of the NIH Cardiovascular Disease Advisory Committee and the Association of Academic Health Centers. Among his honors and recognitions are the Gustav Nylin Medal from the Swedish Royal College of Medicine; the Max Delbruck Medal from Humboldt University, Charité, and the Max Planck Institute; the Commemorative Gold Medal from the Ludwig Maximilian University of Munich; the Inaugural Hatter Award from the Medical Research Council of South Africa; the Polzer Prize from the European Academy of Sciences and Arts; the Novartis Award for Hypertension Research; the Distinguished Scientist Award from the American Heart Association (AHA); and the AHA Research Achievement Award for his contributions to cardiovascular biology and medicine. Recently, he was awarded the Public Service Medal by the President of Singapore. He has received nine honorary doctorates.



J. Michael McGinnis

Leonard D. Schaeffer Executive Officer, National Academy of Medicine

J. Michael McGinnis serves as the Leonard D. Schaeffer Executive Officer at the National Academy of Medicine. In this role, Dr. McGinnis serves as the chief operating officer and is responsible for managing NAM's programs and guiding its operation on a daily basis.

Prior to his appointment, Dr. McGinnis served as Senior Scholar and Executive Director of the NAM Leadership Consortium for Value & Science-Driven Health Care. Prior to his work at the Academies, Dr. McGinnis was Senior Vice President at the Robert Wood Johnson Foundation, where he founded and directed RWJF's Health Group. From 1977 to 1995, Dr. McGinnis served as Assistant Surgeon General, Deputy Assistant Secretary for Health, and Founding Director of the Office of Disease Prevention and Health Promotion at the U.S. Department of Health and Human Services. Dr. McGinnis is the author of more than 150 peer-reviewed publications and has been editor-in-chief for more than two dozen volumes on public health policy. He is an elected member of the NAM.

CANDIDATE QUALIFICATION AND QUALITIES

The successful candidate for the position of Director of Development, National Academy of Medicine should have

- appreciation of the mission of the National Academies;
- thorough understanding of philanthropy, sophisticated fundraising practices, and industry trends;
- ability to conceptualize, plan, and implement a programmatic approach to building relationships and securing philanthropic support;
- ability to solve problems of substantial variety and complexity;
- ability to serve as a resource to others and to train and develop staff;
- experience working independently in complex environments with a high degree of organizational effectiveness, exercising judgment and discretion;
- ability to work successfully in a team environment and to form effective teams; and
- excellent communication skills across all levels.

A Bachelor's degree is required for this position as is 8 years of related professional experience.

SALARY AND BENEFITS

The National Academies of Sciences, Engineering, and Medicine are committed to a "Total Rewards" strategy, providing employees with competitive base pay, cutting edge benefits, positive workplace that fosters creativity, individual growth opportunities and a compelling future with an organization employees are proud to serve.

LOCATION

This position is located in Washington, DC.

DIVERSITY AND INCLUSION

The diversity of life—from science to technology to medicine—is embraced throughout the work of the National Academies. It prides itself on addressing scientific and technical issues in a fair and balanced manner. This approach is equally important in its working relationships.

The National Academies is an equal opportunity employer and practices affirmative action to recruit, hire, train, upgrade, transfer and promote persons in all job titles without regard to race, color, creed, religion, sex, age, national origin or veteran status, as well as handicaps that do not interfere with the performance of the job.

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 nominate a candidate or learn more, please contact Greg Duyck:

gregduyck@aspenleadershipgroup.com

All inquiries will be held in confidence.

