



ASSOCIATE VICE PRESIDENT, PRINCIPAL GIVING

[SCRIPPS RESEARCH](#)

SAN DIEGO, CALIFORNIA (LA JOLLA)



Aspen Leadership Group is proud to partner with Scripps Research in the search for an Associate Vice President, Principal Giving.

The Associate Vice President, Principal Giving will oversee the identification and assessment of potential donors and the optimization of prospect pools to ensure the maximization of gift officer portfolios, resulting in a strong prospect pipeline. Working closely with the President and Vice President, Philanthropy, the Associate Vice President will expand the Institute's broad reaching fundraising efforts, working with donors and prospects with the capacity to give at the level of \$5 million and above. The Associate Vice President will be key fundraising strategist who acts as an influential relationship connector among Office of Philanthropy leaders, senior leadership, faculty leaders, and high-capacity donors and prospects.

Scripps Research ranks as the most influential scientific organization in the world, unparalleled in propelling innovation in science and medicine. Its unique structure merges foundational studies in biology, chemistry, and computer science with translational science to produce the next generation of drugs and advances in digital and precision medicine. Scientists in the Institute's five academic research departments work hand-in-hand with researchers of the Scripps Research Translational Institute and Calibr. Together, Scripps Research cultivates the next generation of scientific leaders and expands the frontiers of knowledge to drive innovation that improves lives around the planet.

Scripps Research enjoys a rich history of academic and scientific achievement. Its world-class faculty and visionary leadership have partnered to create a top-ranked nonprofit biomedical research institute that translates discoveries into new medicines while training the next generation of scientists.

It all began nearly 100 years ago when, on December 11, 1924, philanthropist Ellen Browning Scripps founded the Scripps Metabolic Clinic after being inspired by the discovery of insulin. This clinic was poised to become a specialized facility to diagnose, treat, and investigate diabetes and other disorders of metabolism. Scripps Metabolic Clinic was initially part of Scripps Memorial Hospital, which was run by Dr. James Sherrill, but separated from Scripps Memorial Hospital in 1946 and committed a major portion of its limited reserves to the construction of a new research facility and to the recruitment of biomedical students. In 1956 the Metabolic Clinic became the Scripps Clinic and Research Foundation to reflect its broader focus. Over the next several decades, Scripps recruited noted scientists and researchers to lead various divisions and projects. Many of these individuals received awards, including Nobel Prizes, and have been elected to the National Academy of Sciences for their work.

The work of researchers and scientists at Scripps Research has led to many breakthroughs in medical treatments. In 1990, work by Theodore Zimmerman, MD, and Carol Fulcher, PhD, resulted in the approval of Monoclate by the FDA. The blood coagulant is used to prevent excessive bleeding in patients with hemophilia. Three years later, Ernest Beutler, MD led the team that tested the new anti-cancer drug, 2CdA (Leustatin) developed at Scripps Research by Dennis Carson, MD.

It was characterized as one of the most promising chemotherapeutic agents developed and subsequently produced a large number of complete remissions in patients with hairy cell leukemia, as well as other leukemias and lymphomas. By searching among billions of antibody variants taken from human blood samples, a technique called “combinational antibody libraries” enabled scientists to identify human antibodies that bind to specific targets involved in disease. This work, stemming from research in the lab of Richard Lerner, MD, led to development of the drug, Humira, which was approved by the FDA to treat rheumatoid arthritis in 2002. Humira was later approved for the treatment of psoriatic arthritis, ankylosing spondylitis, Crohn’s disease, plaque psoriasis, juvenile idiopathic arthritis, and moderate-to-severe ulcerative colitis. Research has led to many other breakthroughs by Scripps, including treatment for lupus; respiratory distress syndrome; gastric cancer and non-small cell lung cancer; high-risk cases of neuroblastoma; relapsing forms of multiple sclerosis; and many more.

Scripps Research continues to expand its fields of research. In 2022, Scripps Research received a \$67 million award from the National Institute of Allergy and Infectious Diseases, part of the National Institutes of Health, to establish and lead a Center for Antiviral Medicines and Pandemic Preparedness (CAMPP). A U.S. government response to the COVID-19 pandemic, the center focuses on near-term development of drugs against viruses with high pandemic potential.

Some of the most brilliant minds in the world join forces at Scripps Research. Chemists at Scripps Research have won six Wolf Prizes. Scientists have also won six Nobel Awards. One scientist has received the Breakthrough Prize in Life Sciences and the faculty currently includes two MacArthur Fellows. Scripps faculty also hold 31 memberships in the prestigious National Academies of Sciences, Medicine, and Engineering. Scientific teams collaborate across disciplines to improve human health. There are more than 175 faculty members working to advance scientific knowledge and the drug discovery division, Calibr, has more than 50 potential medicines in the pipeline. There are 15 FDA-approved drugs and vaccines that have risen from discoveries at Scripps Research. Scripps Research also educates and trains the scientific leaders of tomorrow. The Skaggs Graduate School of Chemical and Biological Sciences at Scripps Research in consistently ranked among the ten-best graduate programs of its kind in the nation by *U.S. News & World Report*.

Every day, Scripps Research makes an impact nationally with more than 50 active spin-off companies, 1,100 U.S. patents, and \$295 million in annual federal and state grant expenditures. That impact spans globally as well with 13 faculty earning spots on the 2022 Highly Cited Researchers list (representing the top one percent in the world). Scientists at Scripps Research address diseases affecting 85% of the world’s population. Scripps Research is science changing life.

## **REPORTING RELATIONSHIPS**

The Associate Vice President, Principal Giving will report to the Vice President, Philanthropy, Meredith Johnston.

## **FROM THE VICE PRESIDENT AND PRESIDENT**

*At Scripps Research, we are excited to offer an incredibly unique opportunity for driven and passionate fundraising professionals. Our Institute culture is distinct in our lack of conventional barriers and bureaucracy. We all have the same north star: improving human health as swiftly as possible. Scripps Research scientists are supported to think creatively, react nimbly, and move quickly as they pursue discoveries. We don’t want anything to interfere with scientific progress. This united sense of purpose has led to incredible scientific advancement at an unprecedented speed—the impact of which reaches every corner of our world.*

*We believe in building a healthier future for everyone to enjoy, and this mission drives us above all else, spreading across our campus and throughout our community of advocates. To really benefit human health, we think it's critical to remove unnecessary obstacles and empower creativity. The philanthropy staff are both individual and team contributors leading prospect strategy and donor engagement working with the President, faculty, and board members. We stand on the precipice of a tremendous opportunity to expand our impact even further as we celebrate our centennial year in 2024 and look ahead to the next century. With the centennial celebration we will be launching our first comprehensive campaign. This historic effort will galvanize, inspire, and unite our community around a shared vision for the future of human health—what could the next 100 years look like if we enable the greatest minds to pursue the biggest questions? To realize our vision for a better future, we are looking for colleagues who are hard-working, ambitious, and experienced at fundraising to help us shape that future.*

—Meredith Johnston, Vice President, Philanthropy and  
Dr. Peter Schultz, President and CEO

### **SCRIPPS RESEARCH'S COMMITMENT TO DIVERSITY, EQUITY, AND INCLUSION**

Scripps Research is dedicated to and benefits from faculty, student, and staff populations that are diverse in background, culture, socioeconomic status, and ethnicity. A wide range of perspectives and experiences is essential for educational and scientific excellence. There are more than 65 countries represented among Scripps' researchers. Scripps Research is dedicated to transcending the traditional boundaries of education and discovery. It attracts the best graduate students, faculty, and researchers conducting groundbreaking research. To achieve its mission to positively impact diverse communities, the institute must reflect the very populations it seeks to serve. Scripps Research strives for excellence in creating vibrant and dynamic opportunities for faculty, students, and staff, making Scripps Research a place of inclusion and equity for all.

### **PRIMARY RESPONSIBILITIES**

The Associate Vice President, Principal Giving will

- identify principal gift prospects—cultivating, soliciting, and stewarding top tier prospects and donors with a primary focus on developing relationships to secure transformational gifts;
- using proven relationship skills, work closely with leaders, faculty partners, and philanthropy colleagues to identify, cultivate, steward, and secure leadership-level philanthropic gifts to support the Institute's priorities;
- work closely with the Vice President and Associate Vice Presidents to ensure that fundraising activities and initiatives are moving forward;
- serve as an active leader in departmental strategy discussions to optimize the principal gifts pipeline portfolio through meaningful partnerships that foster productive collaborative working relationships;
- provide fundraising strategy support to senior leadership, as well as colleagues, to develop transformative and principal gift level gift opportunity strategy design and execution;
- actively manage a top tier portfolio, monitoring activities and priorities via dashboards and other reports to effectively keep on target of meeting goals and other key metrics;
- manage and execute complex gift agreements and coordinate negotiations, either personally or through internal and external partners;
- assist with the preparation of briefing reports for the President, Vice President, and senior leadership;

- ensure that key stakeholders are informed and alerted regarding new information about the key activity, gift capacity, and funding interests of top prospects and potential prospects;
- assess donor cultivation and solicitation activities and provide training, guidance, and motivation to increase the frequency and effectiveness of donor and prospect interactions and alumni engagement activities;
- actively partner with the development services and operations units to identify new principal gift prospects through prospect research, data mining, giving trends, and other analytical tactics;
- remain current on key funding priorities and initiatives to ensure optimal philanthropic support is matched to donor interest; and
- remain actively informed and engaged with Institute related news, donor and prospect research, press, and publications.

## LEADERSHIP

### **Peter Schultz, PhD**

#### **President and Chief Executive Officer**

Peter Schultz, PhD, is the President and Chief Executive Officer of Scripps Research as well as a successful biotech entrepreneur. Widely considered one of the top chemists in the world, he has made many seminal contributions to the field, including the development and application of methods to expand the genetic code of living organisms, the discovery of catalytic antibodies, and the development and application of molecular diversity technologies to address problems in chemistry, biology, and medicine.

In recognition of his accomplishments, Schultz has received numerous prestigious awards, including the Wolf Prize in Chemistry, the Alan T. Waterman Award of the National Science Foundation, the Solvay Prize, the Paul Ehrlich and Ludwig Darmstaedter Prize, the Arthur C. Cope Award of the American Chemical Society, and the Heinrich Wieland Prize.

Schultz has founded nine biotech/tech companies that have pioneered the development and application of new technologies to challenges in energy, materials, and human health. In 1999, he founded the Genomics Institute of the Novartis Research Foundation, serving as its Director for more than 10 years. In 2012, he established Calibr, a nonprofit biomedical research institute designed as a new model to accelerate the discovery of medicines for unmet needs. He continues to oversee its programs as chief executive officer. *Nature Biotechnology* ranked Schultz the #1 translational researcher in 2013.

The co-author of more than 600 scientific publications, Schultz is active on many editorial and scientific advisory boards. He is an elected member of the National Academy of Sciences and the Institute of Medicine of the National Academy of Sciences. Additionally, he has trained over 300 graduate students and postdoctoral fellows, many of whom are on the faculties of major research institutions around the world.

Schultz earned his undergraduate (*summa cum laude*) and doctoral degrees at the California Institute of Technology. After postdoctoral studies at the Massachusetts Institute of Technology, he joined the faculty at the University of California, Berkeley in 1985, where he was a chemistry professor, a principal investigator at the Lawrence Berkeley National Laboratory, and a Howard Hughes Medical Institute investigator. He joined Scripps Research in 1999 and was appointed Chief Executive Officer in 2015. The following year, he was named President of the Institute.

**Meredith Johnston****Vice President, Philanthropy**

Meredith Johnston was raised in Texas and lived in several parts of the country before settling in southern California. She started her career in hospitality and customer relations, strengthening valuable communication and team building skills she still utilizes today. While pursuing her master's degree at University of North Texas, Johnston accepted her first philanthropy position. She was moved by the tangible impact of philanthropy and realized she had a love and aptitude for this field.

Johnston has now worked in philanthropy for 15 years and counting, holding leadership roles at several large public institutions, including Oklahoma State University, University of California, San Diego, and University of California, Riverside. Johnston currently is the Vice President, Philanthropy at Scripps Research, where she started over five years ago as a Senior Director. With the Institute's support, she has cultivated a dynamic philanthropy team of 17 fundraising professionals. To increase support and ensure the longevity of the Institute's philanthropy program, Johnston has strategically bolstered fundraising efforts at Scripps Research by growing key fundraising programs—including annual giving and planned giving—and investing in prospect research, stewardship, operations, and donor relations. She is passionate about team and culture building and investing in her staff.

A dedicated advocate for the profession of philanthropy, Johnston believes partnering with philanthropists to accomplish bold, exciting, and transformative projects is both a noble profession and deeply fulfilling. As an advocate for the importance of philanthropy, she regularly speaks at academic conferences and leads virtual webinars and workshops to help others improve their fundraising efforts.

**PREFERRED COMPETENCIES AND QUALIFICATIONS**

Scripps Research seeks an Associate Vice President, Principal Giving with

- a commitment to the mission of Scripps Research—to advance scientific understanding, educate the scientists of tomorrow, and impact human health across the globe;
- skill as a strategist including an ability to craft and articulate a vision and plan for the future that engages peers, supervisors, and staff while building and institutionalizing an organization capable of fulfilling that vision;
- intellectual curiosity and depth, maturity, wisdom, and the collaborative skills needed to garner the trust of the Vice President, President, faculty, staff, and other stakeholders;
- superior interpersonal skills and an ability to work with a wide variety of stakeholders;
- an ability to work cooperatively with donors, faculty, campus administrators, alumni, volunteers, and other stakeholders;
- campaign experience (preferred);
- strong analytical skills and experience designing, planning, and managing successful fundraising and alumni relations plans, preferably in a higher education setting;
- proficiency with Microsoft Office (Outlook, Word, Excel, and PowerPoint); and
- experience with donor management systems such as Raisers Edge or Salesforce (preferred).

Scripps Research will consider candidates with a broad range of backgrounds. A bachelor's degree or an equivalent combination of education and experience and at least five years of experience securing gifts of significant institutional impact or a record of accomplishment that includes the identification, solicitation, and stewardship of multiple, high-capacity donors, preferably in biomedical research, healthcare, or higher education, is preferred.

### SALARY AND BENEFITS

The salary range for this position is \$200,000 to \$300,000 annually. Scripps Research offers a [comprehensive package of benefits](#).

### LOCATION

This position is in the La Jolla district of San Diego, California. Scripps Research offers a hybrid schedule of three days per week in-office and two days per week remote. Scripps Research will consider candidates that reside in the San Francisco Bay area.

### APPLICATION INSTRUCTIONS

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

To apply for this position, visit: [Associate Vice President, Principal Giving, Scripps Research](#).

To nominate a candidate, please contact Clare McCully, [claremccully@aspenleadershipgroup.com](mailto:claremccully@aspenleadershipgroup.com).

*All inquiries will be held in confidence.*