



EXECUTIVE DIRECTOR OF ADVANCEMENT SERVICES
RUSH UNIVERSITY MEDICAL CENTER
Chicago, Illinois
[Rush University Medical Center](#)



Excellence is just the beginning.

The Aspen Leadership Group is proud to partner with Rush University Medical Center in the search for an Executive Director of Advancement Services.

The Executive Director of Advancement Services will lead an integrated program of prospect management, research, gift processing and fund management. The Executive Director will collaborate closely with departmental leadership to ensure that the program effectively meets the goals of optimizing gift officer portfolios and ensuring timely and accurate processing of gifts. The Executive Director will interface with representatives of departments across Rush University System for Health to ensure the appropriate and timely use of philanthropic dollars, while exemplifying the Rush mission, vision and values.

Rush University System for Health, or RUSH, is an academic health system whose mission is to improve the health of the individuals and diverse communities it serves through the integration of outstanding patient care, education, research and community partnerships. RUSH comprises Rush University Medical Center, Rush University, Rush Copley Medical Center, and Rush Oak Park Hospital, as well as numerous outpatient care facilities. Rush University, with more than 2,500 students, is a health sciences university that comprises Rush Medical College, the College of Nursing, the College of Health Sciences, and the Graduate College.

One of the nation's leading health systems, RUSH brings together some of the brightest minds in medicine, research, and academics. Rush University Medical Center is ranked No. 1 in the nation for quality, according to a study of leading academic medical centers conducted by Vizient, a health care services company. The Medical Center has also been named a Top Teaching Hospital by The Leapfrog Group and is ranked among the nation's top 50 hospitals in five specialties – with two in the top 10 – in *U.S. News & World Report's* 2019-2020 "Best Hospitals" rankings.

Faculty, clinicians and nonclinical staff at RUSH enjoy a team-based culture that leverages their collective expertise and is driven by excellence. At all levels, they are guided by a vision to shape the future of health care by making it more personal, accessible, and transparent, while also inspiring and empowering the next generation of health care providers.

Working together with residents, community leaders, nonprofit organizations, and other health care institutions, Rush University Medical Center has made a commitment to be a catalyst for community health and vitality by dismantling barriers to health, and by promoting health equity both within and outside of Rush. Already recognized as a national leader in this work, Rush was honored in 2018 with an "Equity of Care" award from the American Hospital Association – their third such honor, which recognizes Rush's efforts to reduce health care disparities and advance diversity and inclusion.

REPORTING RELATIONSHIPS

The Executive Director of Advancement Services will report to the Vice President, Philanthropy Programs and Services Peter Briechele.

PRINCIPAL OPPORTUNITIES

Rush University Medical Center in Chicago seeks an Executive Director of Advancement Services to lead an integrated prospect management, prospect research, and gift and records management function in the 66-member Rush Office of Philanthropy. As the institution launches a multimillion-dollar comprehensive capital campaign, it builds on the momentum of two recent record-breaking fundraising years and an inspiring institutional vision to improve health in the Chicago area and beyond. To support the campaign and build the organization's fundraising effectiveness for the long term, Rush is seeking an energetic, results-oriented professional with proven management skills to join its successful Philanthropy team.

The Executive Director of Advancement Services will join a team of experienced, collaborative advancement professionals and departmental leaders in pursuit of a common vision. A successful candidate will possess deep experience in pipeline development and moves management for major and principal gifts teams; a sophisticated understanding of gift processing; an appreciation for accurate records management; the financial acumen to provide effective collaborative leadership in fund accounting; a demonstrated ability to translate strategy into effective implementation; superior communication skills both up and down; and a thorough knowledge of current prospect development tools and processes.

As an institution, Rush is dedicated to improving health in the Chicago area and beyond. Rush's commitment to excellence is widely recognized; in fact, Vizient recently ranked Rush #1 in the nation for quality of patient care. Rush's strategic plan looks to the future. Its goals are to advance the diagnosis, treatment and prevention of disease; educate and train a highly skilled health care workforce; reduce health care disparities; and accelerate innovation in every aspect of its mission. Guided every day by a true commitment to our ICARE values (Innovation, Collaboration, Accountability, Respect and Excellence), we believe the work of Office of Philanthropy staff — along with our volunteer leaders and institutional partners — to engage and inspire generous donors will provide the essential margin of excellence to achieve these goals.

—Peter Briechele, Vice President, Philanthropy Programs and Services

PRIMARY RESPONSIBILITIES

The Executive Director of Advancement Services will

- lead the continuous improvement of an effective donor pipeline program to ensure the growth and renewal of gift officer portfolios with a special emphasis on prospects with a capacity of \$1 million or more;
- support the integration of the prospect management and research functions to optimize gift officer portfolios in support of campaign and annual fundraising goals;
- guide the consensus-building process to establish prospect development policies and procedures and ensure that regular user training is in place;
- leverage data and reporting tools such as Advance, the data warehouse, relationship mapping, data visualization programs, and research-specific resources to achieve results;
- analyze gifts and records management procedures and oversee the implementation of any changes to increase efficiency, accuracy and timeliness;
- serve as a senior liaison to Finance, Research Affairs, and Information Services to support the timely creation of new funds and the appropriate allocation of gifts to funds;

- address questions as they arise and lead the creation of enhanced processes to address inefficiencies in collaboration with other senior administrators;
- provide leadership on selected Rush-wide committees to help ensure that Rush policies and procedures related to the use of philanthropic gifts are appropriately received, documented, allocated and utilized; and
- manage programs under purview to support departmental goals, continually prioritizing to ensure consistent focus on the highest priorities.

KEY COLLEAGUES



Peter Briechle

Vice President, Philanthropy Programs and Services

As Vice President for Philanthropy Programs and Services, Peter Briechle oversees nine operational and donor engagement teams that support the Trustee, Principal Gifts, Major Gifts and Annual Giving functions, as well as Corporation and Foundation Relations. Along with Tom Wick and institutional leadership, Pete co-directs Rush's largest philanthropic campaign in its history. Prior to joining Rush in the spring of 2018, Pete served as Associate Vice President and Campaign Director, Institutional Advancement, for the Illinois Institute of Technology. There, he directed both front-line fundraising and support teams and oversaw and successfully completed the University's \$250 million capital campaign four months ahead of schedule. From 2007 to 2013, Pete served in several roles of increasing responsibility at the University of Rochester, leading to Chief of Staff for University Advancement for a staff of more than 270 fundraising professionals. At Rochester, Pete was part of the senior leadership team that planned and executed a successful \$1.2 billion campaign. He began his career in advancement at Cornell University in prospect research and data support. Pete earned BS, MA and PhD degrees at the State University of New York, Buffalo in Business Management, Economics, and Higher Education Leadership and Policy, respectively.



Tom Wick

Vice President, Philanthropy Individual Giving

Tom Wick is Vice President, Philanthropy Individual Giving, which includes Trustee, Principal, Major, Planned, and Annual Giving for key Rush strategic priorities. Tom is also co-directing what will be Rush's largest philanthropic campaign in its history. Tom joined the Rush team in March 2018. Prior to Rush, Tom served as Senior Vice President for Mission Advancement at the Y of Metro Chicago and led their efforts to successfully complete a major capital campaign. He spent 30 years working in higher education development, including 12 years at the University of Chicago. During his tenure at UChicago, he led a team to solicit and close a \$35 million gift to name a new arts center and established a development program for the Urban Education Institute, which was highlighted by several gifts of \$5 million+. Tom earned a BA in Government from Lawrence University and an MS in Education from Northwestern University.



Michael J. Behr

Executive Director of Systems, Reporting, and Business Intelligence

Michael J. Behr is Executive Director of Systems, Reporting, and Business Intelligence, arriving at Rush in 2017. As the systems lead for philanthropy, Mike directs a team of experienced data, analytics, systems and project management specialists who are committed to the highest degree of accuracy and ease of use supporting all functions of philanthropy. They employ the latest project management practices to drive on-time delivery of projects; the team fulfills about 300 major and minor projects annually. Prior to his position at Rush, Mike served as a principal consultant at

Ellucian, a worldwide leader of CRM software for higher education. There, he worked with more than 50 clients during a 15-year tenure. He holds an AB in History and Philosophy from Indiana University and earned an MBA at DePaul University.

PREFERRED QUALIFICATIONS

Rush University Medical Center seeks an Executive Director of Advancement Services with

- demonstrated success in managing a comprehensive research and prospect management function;
- advanced knowledge of fundraising, prospect development, advancement services, donor relations/stewardship, prospect lifecycle analytics and gift processing;
- advanced written, oral and interpersonal communication skills, including the ability to establish and maintain effective working relationships with colleagues at every level and both internal and external to the department;
- the organizational skills needed to meet goals and objectives through effective program and project planning, organization, execution and evaluation;
- strong leadership qualities, including effective delegation skills, problem solving, and the ability to motivate staff to achieve measurable results while promoting professional growth among team members;
- an ability to interact effectively with volunteers and staff at all levels, working collegially and collaboratively among teams;
- experience working in a fast-paced, results-oriented environment and demonstrated flexibility in meeting shifting demands and priorities;
- excellent skills in the Microsoft Office Suite and proficiency with online research tools, wealth screening applications and CRM databases;
- knowledge of ethics in fundraising, applicable laws, rules and regulations; and
- experience with Ellucian's Advance donor database (preferred).

A bachelor's degree is required for this position. At least seven years of professional work experience in development, advancement services, marketing, sales or similar professional work is preferred, as is at least five years of experience in prospect development with a minimum of two years managing staff.

DIVERSITY, EQUITY AND INCLUSION

Rush is committed to diversity and inclusion. For more than three decades, the Rush approach to equal opportunity and diversity has not wavered. Equal opportunity and diversity in employment, education and the delivery of health care are essential and must be furthered. This is a continuation of a policy that emanated from the hospital charters of 1865 and 1883 and the documents governing the establishment of Rush University in 1972.

Discrimination or harassment against any member of the Rush University Medical Center community (i.e., employee, faculty, house staff, student or patient) because of race, color, gender, gender identity and/or expression, sexual orientation, religion, national origin, ancestry, age, marital or parental status, or disability, as defined by Section 504 of the Rehabilitation Act of 1973 and the Americans with Disabilities Act, or any other category protected by federal or state law is prohibited and will not be tolerated. Nor will any person for those reasons be excluded from the participation in or denied the benefits of any program or activity within Rush University Medical Center or Rush University.

Equality is at the heart of Rush's mission. It is dedicated to improving the health of the individuals and diverse communities it serves. One important way it accomplishes this mission is by maintaining a culture of respect, inclusion and equal treatment for lesbian, gay, bisexual, transgender, queer and/or questioning (LGBTQ+)

patients, visitors, students and employees. Rush has a history of being a champion for the LGBTQ+ community. For the eighth consecutive year, Rush University Medical Center has been recognized as a “Leader in LGBTQ Healthcare Equality” in the Healthcare Equality Index (HEI), an annual survey of how U.S. health care facilities treat LGBTQ patients and their families, as well as LGBTQ employees. Fewer than 500 hospitals or health systems in the country have earned leader status out of nearly 1,700 health care facilities evaluated in the report.

SALARY & BENEFITS

Rush University Medical Center offers a competitive salary and package of employee benefits.

LOCATION

Rush University Medical Center is located in the Illinois Medical District near Chicago’s Loop – the nation’s largest urban medical district. Opened in 2012, the Medical Center’s Tower inpatient hospital facility is a Chicago icon. Nurses and doctors worked closely with architects to create the right environment for the highest-quality patient care. The campus also houses dozens of physician practices, classrooms and research labs.

With nearly 10 million residents, the Chicago metropolitan area is the third most populous in the nation. Located on the shores of freshwater Lake Michigan, Chicago is an international hub for finance, culture, commerce, industry, education, technology, telecommunications and transportation.

In October 2019, Chicago was named the “Best Big City” in the country for the third year in a row by *Condé Nast Traveler’s* annual reader’s survey and was ranked first in the 2018 *Time Out City Life Index*, a global quality of life survey of 15,000 people in 32 cities.

Chicago's culture includes the visual arts, literature, film, theatre, comedy (especially improvisational comedy), food and live music, particularly jazz, blues, soul, hip-hop, gospel and electronic dance music, including house music. In addition to Rush University, Chicago has many top-ranked colleges and universities, including the University of Chicago, Northwestern University and the University of Illinois at Chicago. Chicago has professional sports teams in each of the major professional leagues, including two Major League Baseball teams.

APPLICATION INSTRUCTIONS

All applications must be accompanied by a cover letter and résumé. ***Cover letters should be responsive to the mission of Rush University Medical Center.*** Review of applications will begin immediately and continue until the successful candidate has been selected.

To apply for this position, visit:

[Executive Director of Advancement Services, Rush University Medical Center.](#)

To nominate a candidate, please contact Susan Faraone:

susanfaraone@aspenleadershipgroup.com.

All inquiries will be held in confidence.