



CHIEF PHILANTHROPY OFFICER—MAIN CAMPUS

[UNIVERSITY OF UTAH](#)

Location — Hybrid (Metropolitan Salt Lake City, Utah)



The Aspen Leadership Group is proud to partner with the University of Utah in the search for a Chief Philanthropy Officer—Main Campus.

The Chief Philanthropy Officer—Main Campus will implement advancement programs designed to generate revenue in a donor-centric, sustainable fashion. The Chief Philanthropy Officer—Main Campus will be a leader and partner, helping to lead all campus (non-health) fundraising staff including academic, student services, athletics, and community-facing units, providing strong overall leadership for all aspects of the university's advancement program. In collaboration with the Chief Philanthropy Officer, University of Utah Health, the Chief Philanthropy Officer—Main Campus will provide visionary leadership for University Advancement, developing and executing plans to ensure that the university can rely on an increasing and sustainable flow of philanthropic support. The Chief Philanthropy Officer—Main Campus will be called upon to provide leadership in a number of crucial areas, including increasing fundraising productivity and success, maintaining a portfolio of major donors, focusing on advancing the university's scholarship and student support programs, and working closely with the Provost to grow support for campus-wide (non-health) initiatives.

Founded in 1850, the University of Utah is the state's public flagship institution and top-tier research university. It is Utah's oldest institution of higher education. The university provides its more than 32,000 students opportunities to grow with over 80 undergraduate majors to choose from, and almost as many minors and certificates. With a motto of *Imagine, then Do*, the university encourages all learners to be active participants in the educational process and to believe that all things are possible. An institution on the rise, Utah Athletics was invited to join the Pac-12 due to both its sporting prowess and the university's strong academic and scientific research achievements. It also boasts the lowest tuition among its Pac-12 and Big10 public peers and the lowest student-to-faculty ratio (18:1) of Utah public institutions. With an endowment of approximately \$1 billion, there is a strong network of alumni and friends that care deeply about the institution and its continued success.

The University of Utah is classified by the Carnegie Foundation among the 137 research universities with the "highest research activity" in the nation. The University of Utah is a member of the prestigious Association of American Universities, which for more than 100 years has recognized the most outstanding academic institutions in the nation. *U.S. News and World Report* ranks dozens of the university's programs—from computer science to psychology to physics to dance—in the top 100 in the nation. It has also been ranked first for best online college for bachelor's degree programs, best online college for master's degree programs, and best online for doctoral degree programs by *OnlineColleges.com*. The site also ranks the University of Utah among the 20 best online colleges for adults going back to school. *College Magazine* ranks it among the top ten best colleges for cinephiles. As an institution with a strong business school, *The Princeton Review* has named the university among the top 25 for online MBA programs and entrepreneurship. The University of Utah is also a great place to work, having been ranked third amongst America's best employers for women by *Forbes*.

## UNIVERSITY OF UTAH ADVANCEMENT

The University of Utah raised \$415 million in fiscal year 2022 from more than 40,000 alumni, grateful patients, and friends of the university. University Advancement bases its work on donor-centric and *One U* collaborative principles and provides central services to development professionals across the campus. This includes gift processing, prospect management and research, information systems, annual giving, legacy giving, principal gifts, corporate and foundation relations, as well as strategy and planning. The Chief Philanthropy Officer–Main Campus also manages frontline fundraising for the non-health academic colleges, student support initiatives, and community-facing organizations. In FY22, these areas accounted for \$247 million of the total dollars raised and 37,000 of the donors.

## REPORTING RELATIONSHIPS

The Chief Philanthropy Officer–Main Campus will report to the Vice President for University Advancement, Heidi Woodbury, and will serve as a senior member of the University Advancement Team. The Chief Philanthropy Officer–Main Campus will be a member of the expanded Council of Academic Deans and the University Leadership Council. The Chief Philanthropy Officer will oversee a team of fundraisers for the 12 academic colleges, led by a Senior Executive Director of Advancement; the Student Support Initiatives team fundraising for Undergraduate and Graduate Studies, Student Affairs, and EDI, led by a Senior Advancement Director; and community-facing organizations including public broadcasting, theatres, museums, and University Neighborhood Partners. The Chief Philanthropy Officer–Main Campus also will work closely with the Athletics fundraising team.

## FROM THE VICE PRESIDENT

*There could not be a better time to work in advancement at the University of Utah. Since its founding in 1850, the University of Utah has been home to the intellectually adventurous, producing generations of academic pioneers who have steadily elevated the state of Utah, connected the Mountain West region, and advanced knowledge around the world. Located in Salt Lake City at the base of the picturesque Wasatch mountains, some have called the university “one of the best kept secrets” in the nation. But the secret is out.*

*As a proud graduate, I have always known the University of Utah to be a center of excellence. When I graduated, a patient named Barney Clark received the first artificial heart at our hospital. I realized then that this was a place where anything could happen. Over the course of my career, I have seen the University of Utah ascend with remarkable speed: in 2019 we were invited to join the prestigious Association of American Universities, whose 65 schools and colleges are recognized as the nation’s leading institutions; for 12 years, our academic medical system has been ranked in the top ten for patient quality; and our athletic program is a powerhouse in the highly competitive PAC-12 conference.*

*A large part of our success is the result of the long-range vision and support of our thriving philanthropic community. In 2023, the university is on track to close our historic capital campaign with \$3 billion that has expanded our student body, advanced our research, improved patient outcomes, and enriched the lives of the people of Utah and beyond.*

*Yet there is still so much opportunity ahead. According to the U.S. census, Utah is the fastest growing state in the nation, attracting newcomers with our famous natural beauty and quality of life. Our tech sector, Silicon Slopes, is home to more than 6,500 startups, and many national companies are now moving their operations here. The state is also becoming more diverse, with more than 120 languages represented.*

*President Taylor Randall, who assumed office in August of 2021, has articulated a bold vision for the University of Utah to accelerate its ascent to become a top-10 public university in a decade. Within that timeframe, we will grow to accommodate 40,000 students, seek \$1 billion in research funding annually, and make significant investment back into our communities across the state. To get there, we are building a best-in-class advancement operation, with more than 120 professionals engaged in development, alumni relations, donor relations, advancement services, and communications.*

*We seek those with the same intellectual curiosity and adventurous spirit that built this institution to join us. Discover how our unique campus, thriving metropolis, and unparalleled natural landscape can create a fulfilling career and lifestyle second to none.*

*I invite you to consider your next step with the University of Utah.*

—Heidi Woodbury, Vice President for University Advancement

### **THE UNIVERSITY OF UTAH'S COMMITMENT TO EQUITY, DIVERSITY, AND INCLUSION**

The University of Utah celebrates the rich diversity of its staff, students, trainees, and faculty, by striving to make its campus a welcoming, inclusive, and anti-racist environment. The ways in which communication takes place should always seek to honor the humanity of each person who crosses paths with the institution, where no one perspective is more worthy than another.

As a part of the University of Utah, University Advancement is deeply committed to fostering, cultivating, and preserving a culture of equity, diversity, and inclusion (EDI). It embraces this commitment to grow and maintain a diverse, safe, and inclusive workplace culture for all employees in University Advancement. With an increasingly diverse population of alumni and donors, it recognizes that nationally the most successful advancement offices employ individuals who can connect with these diverse communities and understand approaches that mirror a broad perspective of cultures, values, and experiences. The long-term strength and viability of the University of Utah stem from its ongoing EDI practices, and University Advancement works intentionally to ensure these efforts are reflected in all aspects of its fundraising and advancement work. It highly encourages applications from historically underrepresented groups, persons with disabilities, persons who have served in the military, and others who would bring additional dimensions of education and experience to the team.

### **PRIMARY RESPONSIBILITIES**

The Chief Philanthropy Officer–Main Campus will

- maintain a portfolio of principal and major gift prospects, with particular focus on scholarships and student support;
- collaborate with the Senior Vice President for Academic Affairs and the Vice President for University Advancement to identify campus priorities and solicit gifts;
- manage the campus (non-health) Development Directors, most closely those participating in the dual report, including hiring and personnel decisions, establishing performance goals and objectives, developing cultivation and solicitation strategies, and expediting the professional development and training of such staff;
- foster diversity at all levels of the organization, including the professional staff, the volunteer corps, and the constituencies served;

- collaborate closely with the Chief Philanthropy Officer, University of Utah Health to develop and execute a plan for building a pool of fundraising talent as well as career paths for development staff, ensuring common policies and processes across the two frontline fundraising teams; and
- liaison campus front-line fundraising with the University Advancement office's service, data, and prospect management functions.

## LEADERSHIP

### **Heidi Woodbury**

#### **Vice President for University Advancement, University of Utah**

Heidi Woodbury has led University Advancement at the University of Utah as the Vice President for University Advancement since February 2019. During her tenure, she has spearheaded several fundraising campaigns and led the university to exceed its \$2 billion *Imagine New Heights* campaign goal. Since her appointment as Vice President, University Advancement has developed campus-wide partnerships with a renewed focus on donor-centric fundraising and a *One U* approach to customer service and teamwork.

Prior to Woodbury's current position, she served in various leadership roles in the David Eccles School of Business from 1996 to 2019, most recently as Assistant Dean for External Relations. Under her direction, financial support from private, foundation, and industry donors significantly increased; new academic centers and facilities were built to meet the needs of students, faculty, and community business professionals; and alumni connections across the nation and world have flourished. Prior to joining the Eccles School, Woodbury was the Director of Public Relations for KUER-FM, the university's public radio station. During her storied career, she has been the recipient of many awards for her outstanding achievements, most recently the Patti N. Choate Award for Lifetime Achievement in the Fundraising Profession from the Utah Society of Fundraisers.

Growing up in rural Utah, Woodbury's post-high school vision was not to attend college. Fortunately, her academic counselor urged her to apply for the prestigious University of Utah leadership scholarship. The scholarship offered life changing opportunities, enabling her to graduate from the University of Utah with a degree in Social and Behavioral Science in 1989. She has since dedicated her life's work to paying it forward and facilitating more University of Utah chances for those who want to achieve higher education goals.

### **Marika V. Jones, M.B.A.**

#### **Chief Philanthropy Officer, University of Utah Health**

Marika Jones is a seasoned advancement professional with over 25 years of experience in building development organizations to advance the goals of hospital systems, universities, and non-profit organizations. Jones currently serves as the Chief Philanthropy Officer for University of Utah Health, where her team of 50 professionals is responsible for raising over \$200 million per year in support of five schools and colleges and the University of Utah Hospitals and Clinics. Prior to her position at the University of Utah, Jones served as President of the UnityPoint Health–Trinity Health Foundation in Moline, Illinois, where she successfully implemented a comprehensive development program increasing annual revenues tenfold.

She has also served in development leadership positions at Iowa State University and the University of Michigan where she participated in several \$1 billion+ campaigns. Jones holds an M.B.A. from the University of Chicago Booth School of Business and a Bachelor of Science in Industrial and Operations Engineering from the University of Michigan.

**Kris Bosman****Chief Alumni Relations Officer**

Kris Bosman BS'99 is the Chief Alumni Relations Officer at the University of Utah. In this role, she is responsible for creating a vision and executing a strategy to increase the engagement of alumni with the university and building connections to current students to facilitate lifelong engagement and support.

Prior to her appointment at the Office of Alumni Relations, Bosman was the Director of Alumni Relations at the David Eccles School of Business, where she planned large-scale alumni events, managed two boards, and was the Editor-in-Chief of *Eccles Experience* magazine. She also spent three years at the Alumni Association, managing the chapter and regional engagement strategy. She began her career at the University of Utah as a student intern in the Department of Athletics.

She is a native of Kenosha, Wisconsin and graduated from the University of Utah with her bachelor's degree in political science.

**PREFERRED COMPETENCIES AND QUALIFICATIONS**

The University of Utah seeks a Chief Philanthropy Officer—Main Campus with

- a commitment to the mission of the University of Utah—to generate and share new knowledge, discoveries, and innovations, engaging local and global communities to promote education, health, and quality of life;
- a history of leadership, management, financial planning, quality improvement, service delivery, human relations, and effective communication;
- progressively responsible experience as a development leader and manager in a complex, decentralized, comprehensive university environment;
- experience managing a large team of fundraisers with a focus on metrics, systems, and relationship building skills to maximize strategic cultivation, solicitation, and stewardship of donors;
- a deep understanding of and commitment to an integrated advancement program;
- experience in a complex major research university environment; and
- a deep understanding of the natural tension that exists when working with a multitude of colleges, centers, and programs with varying priorities.

A bachelor's degree or an equivalent combination of education and experience is required for this position as is at least ten years of professional fundraising experience.

**SALARY and BENEFITS**

The salary range for this position is \$250,000 to \$325,000 annually. The University of Utah offers a comprehensive [package of benefits](#).

**LOCATION**

The University of Utah is in Salt Lake City, Utah. This role may provide an opportunity for a hybrid (3 days on-site and 2 days remote weekly) work environment.

## APPLICATION INSTRUCTIONS

All applications must be accompanied by a cover letter and résumé. ***Cover letters should be responsive to the mission of the University of Utah 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: [Chief Philanthropy Officer–Main Campus, University of Utah.](#)

To nominate a candidate, please contact Steven Wallace, [stevenwallace@aspenleadershipgroup.com.](mailto:stevenwallace@aspenleadershipgroup.com)

*All inquiries will be held in confidence*