

ASPEN • LEADERSHIP • GROUP

ASSOCIATE DEAN AND ASSOCIATE VICE PRESIDENT FOR DEVELOPMENT AND ALUMNI RELATIONS
SCHOOL OF MEDICINE AND HEALTH SCIENCES
THE GEORGE WASHINGTON UNIVERSITY
Washington, DC
<https://smhs.gwu.edu/>

School of Medicine & Health Sciences

THE GEORGE WASHINGTON UNIVERSITY

The Aspen Leadership Group is proud to partner with the George Washington University in the search for an Associate Dean and Associate Vice President for Development and Alumni Relations, School of Medicine and Health Sciences.

The Associate Dean and Associate Vice President (AD/AVP) is a critical member of the university and School of Medicine and Health Sciences (SMHS) senior leadership teams. The primary roles and responsibilities of this leader include identifying and managing priority prospects who are capable of making transformational gifts; building, developing, mentoring, and leading a development and alumni relations team; facilitating synergy between university and SMHS development teams; supporting regional advisory boards and councils; and advancing the SMHS strategic plan.

The Associate Dean and Associate Vice President facilitates partnership and synergy between the SMHS development and alumni relations staff and the university's central Development and Alumni Relations (DAR) division, which is responsible for leading the university's alumni and fundraising efforts. DAR's goal is to advance GW's mission of excellence in education, research, scholarship, and patient care. DAR recently led the university's ambitious *Making History: The Campaign for GW*, which closed in July 2017 after raising more than \$1 billion, placing the university in an elite group of institutions.

ONE GW

On January 6, 2017, Thomas J. LeBlanc was unanimously elected by the Board of Trustees of the George Washington University as the university's 17th President. Dr. LeBlanc began his service at the George Washington University on August 1, 2017 after a successful twelve-year stint as Provost at the University of Miami where he played a prominent role in the university fundraising campaign that exceeded \$3 billion. Dr. LeBlanc joined an institution that was created on February 9, 1821 when President James Monroe signed the Act of Congress that created Columbian College. The following year, classes were led by a faculty of three professors and one tutor. The College graduated its first class of three seniors on December 15, 1824. Considered an important event for the nation's capital, the President of the United States, his cabinet, and many members of Congress attended. In 1904, Columbian University became the George Washington University by an Act of Congress.

Today, GW's academic health center is built upon a comprehensive clinical enterprise, called *One GW*. This enterprise is comprised of the School of Medicine and Health Sciences, The GW Medical Faculty Associates, and the George Washington University Hospital. Alignment of these organizations serves three primary goals: offering patients the most comprehensive and highest quality of care possible; training the next generation of health care professionals through technically advanced clinical techniques and modalities; and improving patient outcomes by advancing biomedical, translational, and health services delivery research. The Associate Dean and Associate Vice President will provide strategic direction and leadership to *One GW*.

Founded in 1824, the GW SMHS is the 11th oldest medical school in the country, and was the first in the nation's capital. Since its establishment, the school has been at the forefront of medical education, and it has grown to include highly ranked programs in the health sciences and biomedical research. With dozens of top-tier residency programs, SMHS is a competitive and esteemed destination for medical school graduates across the country. Students and residents learn within an innovative educational environment from world-renowned faculty members in state-of-the-art facilities. Outside of the classroom, students and residents enjoy unmatched opportunities to engage with nearby government, non-governmental, and non-profit organizations. SMHS graduates are well-trained, compassionate clinicians, scientists, and leaders who are exceptionally prepared to participate in the decisions affecting the future of the nation's health care.

The GW Medical Faculty Associates (MFA) has nearly 800 physician faculty and 150 advanced practice providers who provide comprehensive patient care across more than fifty medical and surgical specialties. These physician faculty and numerous other professionals serve as teachers and mentors for SMHS students, residents, fellows, and researchers. Additionally, the Dr. Cyrus and Myrtle Katzen Cancer Research Center (CNMC), the GW Heart and Vascular Institute, and the GW Breast Care Center are headquartered in the MFA. In a field as complex and rapidly evolving as health care, philanthropic support from patients and friends is essential. The GW Medical Faculty Associates and SMHS jointly support a grateful patient development program, which helps GW be there for its patients and their families when they need it most.

The GW Hospital is jointly owned and operated by Universal Health Services, Inc. and the George Washington University. The hospital is a multidisciplinary, tertiary care hospital renowned for breast care services, surgery, cancer care, cardiovascular care, emergency medicine, OB/GYN services, and orthopedics. The hospital also serves as a foundational home for clinical education and research.

The SMHS and Children's National Health System (CNHS) are partners through an innovative clinical affiliation and commitment to collaboration across education, research, and patient care. Two SMHS departments are based at CNHS, including the Department of Pediatrics and the Department of Genomics and Precision Medicine. GW sponsors two residency programs and ten fellowships at CNHS. GW and CNMC are partners on transformational research initiatives, funded through a prestigious Clinical and Translational Science Award from the National Institutes of Health.

REPORTING RELATIONSHIPS

The Associate Dean and Associate Vice President reports dually to the Vice President for Health Affairs and Dean of the School of Medicine and Health Sciences as well as the university Vice President for Development and Alumni Relations.

PRINCIPAL OPPORTUNITIES

Earlier this summer, *Making History: The Campaign for GW* surpassed its \$1 billion goal one year ahead of schedule thanks to more than 165,000 individual gifts. Nearly 67,000 donors contributed more than \$1.02 billion to the university, with about 42,000 alumni donating to their alma mater. The campaign established 235 new endowments, providing perpetual support for student financial aid, professorships, instructional and academic programs, libraries, athletics, and more. The Associate Dean and Associate Vice President has a unique opportunity to continue to build on this success to support growth in educational programs, research, and patient care across the SMHS and its clinical enterprise.

In addition:

- SMHS researchers were recognized as recipients of the NIH Martin Delaney Collaboratory grant to find a cure for HIV/AIDS using new approaches;
- the GW Cancer Center recently celebrated the opening of new labs dedicated to cancer research and collaboration—the GW Cancer Center is paving the way for more success by recruiting the best researchers and clinicians in the country to be a part of its growing efforts;
- the launch of the GW Autism and Neurodevelopmental Disorders Institute is redefining education, clinical care, and research addressing the full spectrum of autism; and
- numerous other highlights demonstrate the steep upward trajectory of the GW SMHS.

An advancement leader could not choose a better time to join a growing academic medical center enterprise poised to make a tremendous impact.

PRIMARY RESPONSIBILITIES

The successful candidate for the position of Associate Dean and Associate Vice President will

- advance the education, clinical, and research missions of the SMHS;
- set the strategic direction of development initiatives in collaboration with clinical enterprise leaders;
- oversee major and principal gift fundraising for priority programmatic areas pertaining to clinical care, research, and education;
- lead and mentor the SMHS development and alumni relations team;
- build the major and principal gift pipeline;
- establish innovative programs to engage prospects, enhance grateful patient programs, and optimize volunteers and development councils;
- identify and manage priority prospects who are capable of making seven- and eight-figure philanthropic gifts to the SMHS;
- serve as a member of the SMHS senior leadership team;
- build, develop, mentor, and lead development and alumni relations staff using best practices;
- serve as a member of the development and alumni relations leadership group and as a primary institutional advancement liaison between the SMHS and university;
- collaborate with other development and alumni relations leaders and staff to achieve overall university and SMHS goals;
- provide strategic direction and leadership to the *One GW* clinical enterprise; and
- collaborate with the SMHS Dean and other colleagues to support related advisory boards and councils.

KEY COLLEAGUES



**Jeffrey S. Akman, M.D., Vice President for Health Affairs,
Walter A. Bloedorn Professor of Administrative Medicine, and
Dean, School of Medicine and Health Sciences**

Jeffrey S. Akman, M.D., was named the Vice President for Health Affairs (VPHA) and the Dean of the School of Medicine and Health Sciences in 2013 after serving as interim VPHA and Dean since 2010. As dean, he leads the 11th oldest medical school in the United States, an institution that is widely recognized for its commitment to biomedical research, for excellence and innovation in medical and health sciences education, and for its commitment to improving the health and well-being of our local, national, and global communities. In his capacity as the VPHA, he serves on GW President Thomas LeBlanc's Leadership Council and as a liaison between the university and its clinical partners, including the GW Medical Faculty Associates, the GW Hospital, and the Children's National Health System. On October 23, 2013, Dr. Akman was installed as the Bloedorn Professor of Administrative Medicine.

Dr. Akman is one of a handful of psychiatrists who defined and developed the field of HIV/AIDS psychiatry in the mid-1980s. He was the principal investigator of an NIH grant to train and educate health care professionals in medical and mental health aspects of HIV/AIDS. Dr. Akman served as a member of D.C. Mayor Vincent Gray's Commission on HIV/AIDS for many years, and now serves on the Presidential Advisory Council on HIV/AIDS where he and other leaders provide advice, information, and recommendations on HIV-related issues and policies to the HHS Secretary and the White House.

Dr. Akman received his medical degree from GW in 1981 and completed his psychiatry residency at GW in 1985, serving as chief resident in psychiatry. He then joined the GW psychiatry faculty where he directed the medical student courses in behavioral sciences and psychiatry and served as Director of Medical Student Education in Psychiatry. From 1991-2000, Dr. Akman also served as the Assistant Dean for Student Educational Policies before being appointed to Associate Dean for Student and Faculty Development and Policies. Dr. Akman was appointed as the Leon M. Yochelson Professor and Chair of the GW Department of Psychiatry and Behavioral Sciences in 2000. As chair he led the department's financial turnaround, recruited nationally recognized faculty, and set a vision that led to national recognition for the department's residency training and medical student education programs. Dr. Akman held this position until 2010, when he assumed the role of VPHA and Dean of SMHS. In this role, Dr. Akman has led the reorganization of the medical center, increased philanthropy to the school, and recruited nationally-recognized chairs and faculty members. In addition to his leadership roles within the university, Dr. Akman continues to teach medical students and he maintains a clinical practice.



**Robert H. Miller, Ph.D., Senior Associate Dean for Research and Professor of
Anatomy and Regenerative Biology**

Robert H. Miller, Ph.D. joined SMHS in 2014 from Case Western where he served as VP for Research. In May 2015, Miller was installed as Vivian Gill Distinguished Research Professor. He has authored 198 peer-reviewed publications. His research focuses on understanding the cellular and molecular basis of glial cell development in the vertebrate CNS and neural responses to injury and disease. His laboratory has been continually funded for 30 years and he has served on multiple review panels. He holds a number of patents and is a founding member of the Myelin Repair Foundation whose goal is to accelerate the discovery and delivery of new treatments for Multiple Sclerosis. Miller is the Co-PI of the NIH CTSA. Miller has amassed a variety of awards, including the Jacob Javits Neuroscience Merit Award from NIH.



Reamer L. Bushardt, Pharm.D., PA-C, DFAAPA, Senior Associate Dean for Health Sciences and Professor of Physician Assistant Studies

Reamer L. Bushardt, Pharm.D., PA-C, DFAAPA joined GW in 2017 and brings with him national recognition. Prior to GW, he was at Wake Forest serving as professor and chair of the Department of PA Studies, professor in the Department of Internal Medicine, and a program leader in their Clinical Translational Science Institute. Bushardt is an active researcher currently engaged in health workforce and educational research projects extramurally funded by the NIH, HHS, and several foundations. Bushardt's clinical practice has been embedded in primary care and geriatrics. He has published extensively on the education and training of health care professional students and leaders, inter-professional education, and collaborative practice models. He serves as editor-in-chief for the Journal of the American Academy of Physician Assistants. He is the recipient of numerous awards.



Nancy D. Gaba, MD, FACOG, Oscar I. and Mildred S. Dodek Professor of Obstetrics & Gynecology, Chair of the Department of Obstetrics and Gynecology

Nancy D. Gaba, MD, FACOG is a nationally-recognized academic OB/GYN, and an outstanding physician with a proven track record of successful leadership at SMHS. She is a Fellow of the American Congress of Obstetricians and Gynecologists (ACOG). A published author and recipient of numerous prestigious teaching awards, including ACOG's Donald F. Richardson Faculty Award of Excellence and the Association of Professors of Obstetrics and Gynecology Excellence in Teaching Award, Gaba also serves as a board examiner for the American Board of Obstetrics and Gynecology. In 2014, she became president of the Society for Academic Specialists in Obstetrics and Gynecology and is a founding member of the organization. Gaba previously served as SMHS OB/GYN residency training director and associate dean for graduate medical education.



David Bruce Anderson, Senior Associate Vice President for Development

David Anderson provides oversight for all fundraising university-wide, other than principal gifts, which resulted in \$117 million in gifts and pledges during the past fiscal year. During his three years at GW, Anderson has worked with volunteer leadership to create best practices for volunteer advisory boards and created a lead annual giving team to increase the pipeline of prospective donors and alumni giving. Anderson also provided joint oversight of GW's successful \$1 billion comprehensive campaign, *Making History: The Campaign for GW*.



Kimberly Russo, CEO of the George Washington University Hospital

Kimberly Russo is a healthcare executive with 20 years of clinical and operational experience and a proven track record of exceptional results. Russo was recognized as one of The Washington Business Journal's 2016 "Playmakers," a list of business leaders who made an impact on the DC area in 2016. The Washington Business Journal also named her an honoree of "Women Who Mean Business" in 2010. In addition, in 2010, she was recognized as an "Up and Comer Under 40" by Modern Healthcare and Becker's Hospital Review. Before being named CEO, Russo served as Chief Operating Officer for the hospital since April 2009. Prior to that, she was Associate Administrator at the hospital since August 2006, and was previously Executive Director of Rehabilitation Services.



Robert E. Kelly, M.D., CEO, GW Medical Faculty Associates (MFA)

Robert E. Kelly, M.D., provides leadership and strategic physician enterprise integration, as well as overall operational management for the organization. Kelly brings to GW decades of both clinical and administrative experience, most recently serving as president and chief operating officer of New York-Presbyterian Hospital, and as a faculty member of Weill Cornell College of Medicine since 1985. As CEO, Kelly partners with Anton Sidawy, M.D., M.P.H. '99, president and chair of the Board of Trustees at the GW MFA, and Lewis B. Saltz Professor and Chair of Surgery at the GW School of Medicine and Health Sciences, and other key members of the GW MFA community to further develop and implement the organization's mission and strategic vision.

CANDIDATE QUALIFICATIONS AND QUALITIES

The successful candidate for the position of Associate Dean and Associate Vice President will have

- experience working with senior leadership in a complex organization;
- proven success in academic medicine fundraising or a related field within healthcare;
- proven record of accomplishment in creatively building and leading successful fundraising programs and teams;
- deep appreciation and understanding of the higher education environment and biomedical research with the ability to articulate these enterprises internally and externally;
- ability to travel extensively, nationally and internationally, and communicate effectively with successful individuals of high net worth, both within and beyond the university alumni community;
- experience developing and executing short- and long-range prospect strategies;
- experience supervising a professional staff; and
- outstanding oral and written communication skills.

A bachelor's degree and experience working strategically with high net-worth individuals are necessary qualifications for this position. A master's degree is preferred. A minimum of 10 years of progressive experience in institutional advancement is required for this position as is a strong record of accomplishment in fundraising, including at least 5 years successfully cultivating and soliciting gifts at the seven-figure level and above.

SALARY & BENEFITS

Working at GW is an experience that allows each individual an opportunity to grow both personally and professionally. With a talented workforce that is 11,000 strong, GW is committed to its institutional values of excellence, diversity, and teamwork. Its community includes individuals of diverse and unique backgrounds whose individual contributions build the momentum to make GW a great university and indeed, a great place to work.

As a top employer, GW wants to do all it can to attract the best people who connect to its mission of excellent teaching, research, and community engagement. The George Washington University offers a competitive salary and is committed to offering its employees a comprehensive benefits package including health and welfare plans such as medical, prescription, dental, vision, flexible spending accounts, and life and disability insurance as well as retirement and tuition programs at a competitive cost.

LOCATION

The SMHS operates programs in Foggy Bottom and on the Virginia Science and Technology Campus. The primary home of the school is the Foggy Bottom Campus, which takes GW beyond the front row and immerses its community into the thrum of life in the District of Columbia. This historic campus, nestled between the White House, the Kennedy Center, and a number of federal and international agencies, gives unparalleled opportunities to its faculty, staff, students, and administrators.

The Virginia Science and Technology Campus in Ashburn, Virginia, serves as GW's hub for discovery through dynamic research and academic programs. This campus, located approximately 35 miles from the District of Columbia, is home to 17 research labs, centers, and institutes advancing knowledge in a wide range of interdisciplinary areas. Innovative academic offerings from the School of Medicine and Health Sciences, the School of Nursing, and the College of Professional Studies are among daily activities there.

DIVERSITY AND INCLUSION

GW's goal for diversity and inclusion is to foster an environment in which all members of the GW community are treated equitably, contribute fully to the university's mission, and embrace and model GW values. The university is an Equal Employment Opportunity/Affirmative Action employer that does not unlawfully discriminate in any of its programs or activities on the basis of race, color, religion, sex, national origin, age, disability, veteran status, sexual orientation, gender identity or expression, or on any other basis prohibited by applicable law.

APPLICATION DEADLINE

All applications must be accompanied by a cover letter and résumé. Before submitting your materials for this position, please read it over for accuracy. Review of applications will begin immediately and continue until the successful candidate has been selected.

To nominate a candidate, please contact Greg Duyck at gregduyck@aspenleadershipgroup.com.

All inquiries will be held in confidence.

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