



EXECUTIVE VICE PRESIDENT FOR DEVELOPMENT AND COMMUNICATIONS

[SCRIPPS RESEARCH](#)

SAN DIEGO, CALIFORNIA (LA JOLLA)



Aspen Leadership Group is proud to partner with Scripps Research in the search for an Executive Vice President for Development and Communications.

The role of Executive Vice President for Development and Communications is ideally suited for a passionate philanthropic leader and powerful communicator. The successful candidate will be a highly skilled, entrepreneurial fundraising and communications professional capable of partnering with other senior leaders to drive transformational growth in revenue and impact.

The Executive Vice President will be a thought leader and key strategic advisor to the President and CEO, other senior administrative leaders, and the board. The Executive Vice President will be charged with driving success in a campaign and other major fundraising initiatives, partnering with the President and board to build relationships that drive seven-, eight-, and nine-figure gifts. The Executive Vice President will create clear strategic communications strategies and compelling messaging that position Scripps as a global leader in biomedical research and drug development and a platform for philanthropic partners seeking meaningful impact on human health. The Executive Vice President will promote and protect the brand and reputation of Scripps Research among external and internal constituents and ensure strategic alignment of communications across multiple platforms and audiences. The Executive Vice President will lead, integrate, and inspire the Philanthropy and Marketing and Communications teams.

Scripps Research ranks as one of the most influential scientific organizations in the world, unparalleled in propelling innovation in science and medicine. Its unique structure merges foundational studies in biology, chemistry, and medicine 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 carry out fundamental studies that span the molecular sciences to human disease. New discoveries are translated into innovative medicines for aging, cancer, infectious disease, and cardiovascular and metabolic disease. Scripps also has a top ranked graduate program that trains the next generation of scientific leaders to push the frontiers of science.

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.

Scripps Research has contributed enormously to science and technology over the last century including our understanding of the sense of touch and innate immunity, the development of new synthetic and proteomic methods, elucidating the structures of viruses, cell signaling and immune proteins, and the creation of new technologies in synthetic biology and tools to synthesize and screen biological and chemical diversity.

These innovations have driven numerous medical advances. When premature infants struggle to breathe, they are given a life-saving medicine that originated at Scripps Research. When patients are diagnosed with conditions, such as heart disease, multiple sclerosis, and cancer, they often receive medicines that Scripps Research developed or enabled. When the COVID-19 pandemic began, Scripps Research discoveries were critical to the rapid development of vaccines that protected hundreds of millions of people worldwide.

A leader in translating scientific breakthroughs into life-changing medicines, Scripps Research discoveries have enabled 15 FDA-approved therapies, and many others are currently in clinical trials across multiple disease areas. Its graduate program has been recognized as among the top 10 training programs in the United States for the past 24 years and, with support from over 100 endowed graduate fellowships, will expand to train more students in the future.

Already, its drug discovery division Calibr has advanced a portfolio of eight novel therapies into human clinical trials and is poised to advance seven more to the patients' bedsides over the next two years—an unprecedented level of productivity for a nonprofit research institute. These include novel regenerative medicines to repair the damage caused by osteoarthritis, heart failure, and intestinal and respiratory diseases. Scripps Research is developing transformative new therapies for solid tumors and blood cancers, obesity and its related comorbidities, Parkinson's and Alzheimer's disease, and infectious diseases such as malaria, tuberculosis, coronavirus, and HIV.

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 25 potential medicines in the pipeline. Scripps Research also educates and trains the scientific leaders of tomorrow. The Skaggs Graduate School of Chemical and Biological Sciences at Scripps Research is 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 over \$700 million in annual funding. 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 that affect the entire globe. Scripps Research is science changing life.

LEADING THE NEXT 100 YEARS A CENTENNIAL CAMPAIGN

With the goal to make its bold vision into a reality within the next ten years, Scripps Research will launch a Centennial Campaign with the goal of raising \$1 billion to support its scientific mission. The yearlong Centennial celebration in 2024 will present a tremendous opportunity to attract local and national attention to the Institute and generate momentum for the campaign. It will put a spotlight on the Institute as it celebrates its history and its impact while continuing its ascendance into a second century.

The Centennial Campaign will create the financial foundation for Scripps Research to not only achieve its bold vision, but also to sustain itself as the world's leading independent biomedical research institution into the next 100 years. Importantly, Scripps Research is also creating a business model that will continue to grow and amplify the philanthropic investments of the campaign. By turning its discoveries into new medicines, it will not only impact global health but also generate considerable future licensing revenues that ensure that its unique and high-impact scientific enterprise thrives in perpetuity.

Through the Centennial Campaign, Scripps Research will seek philanthropic support for investment in these pivotal areas:

- **Pillar I: Endowing Scientific Excellence and Innovation.** By endowing all tenured professors and graduate students, Scripps Research will ensure that it will continue to recruit and retain the best and brightest faculty around the world. Because the faculty and staff are at the heart of its success, it views this as a critical element of its overall plan.
- **Pillar II: Future Medicines Center.** With the establishment of a state-of-the-art facility dedicated to drug discovery, Scripps Research will create an epicenter for harnessing the scientific excellence of Scripps Research to generate much-needed new medicines. This one-of-its-kind facility will house drug discovery laboratories and infrastructure, including start-of-the-art automation, chemical libraries, and imaging capabilities required to progress the most promising experimental therapies through early development and into clinical trials.
- **Pillar III: Scripps Research Investigators Program.** To substantially expand its global impact and brand, Scripps Research will launch the Scripps Research Investigators Program. The program will fund leading investigators in the United States and globally who are working on major challenges in human health, energy, and the environment. Anchored by the reputation and scientific excellence of Scripps Research, the Investigators Program will bring together a virtual network of the most exceptional scientists to push the frontiers of science, breaking down institutional, disciplinary, and geographic barriers.

Scripps Research has begun to lay the groundwork for the Centennial Campaign to create momentum and ensure it reaches or exceeds its goal. An expansive consortium of philanthropic, business, scientific, and community leaders are engaged and have expressed their interest in helping Scripps Research realize its vision and ambition for its next century. The Scripps Research board is committed to increasing the Institute's philanthropic base of support, and President and CEO Peter Schultz is committed to launching this Centennial Campaign to raise endowment and unrestricted funds, research funds, professorships, graduate fellowships, and other programmatic funds that will enable transformational advancements for the Institute and for biomedical science.

REPORTING RELATIONSHIPS

The Executive Vice President for Development and Communications will report to the President and CEO, Dr. Peter Schultz. The Executive Vice President will oversee a team of approximately 50 current and proposed staff including two direct reports, the Vice President, Philanthropy and Vice President, Marketing and Communications.

FROM THE PRESIDENT AND CEO

At Scripps Research, our 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. 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 have a tremendous opportunity and responsibility 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. To realize our vision, the board, senior leadership team, and I need a partner who shares our values, our passion, and our commitment, and who comes with exceptional skills in engaging philanthropic partners at the highest levels. Scripps is poised for transformational growth and impact—please join us and play a key leadership role in making it happen.

—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 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 Executive Vice President for Development and Communications will

- partner with the President and CEO on the development of strategies that drive growth in revenue and impact;
- lead all aspects of development and communications strategy, goal setting, and operations;
- staff and coordinate the development and communications work of the board and develop philanthropic engagement strategies for all board members;
- work with the President and CEO, board, and program leaders to create and lead major annual and multi-year fundraising campaigns to support strategic priorities;
- foster a culture of philanthropy that fully engages diverse constituencies and stakeholders in a deep and meaningful way;
- ensure excellence in all aspects of development and communications work;

- continuously assess and seek to improve development and communications programs to ensure overall effectiveness and efficiency and to ensure awareness and appropriate incorporation of new trends and skills in fundraising, marketing, and communications;
- oversee the people and work of the philanthropy and marketing and communications teams; and
- ensure that the work of the philanthropy and marketing and communications teams is aligned with institutional expectations and policies, the staff has clear roles and responsibilities, all institutional policies are promoted and followed, sound budgeting and financial management practices are implemented, risks are appropriately managed, and all department practices reflect Scripps' commitment to promoting an equitable and inclusive work environment.

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 scientist and 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.

PREFERRED COMPETENCIES AND QUALIFICATIONS

Scripps Research seeks an Executive Vice President for Development and Communications with

- a deep commitment to the values and the mission of Scripps Research—to advance scientific understanding, educate the scientists of tomorrow, and impact human health across the globe;
- a record of successful leadership of fundraising teams at an organizational level, working directly with CEOs and board members, setting and hitting ambitious fundraising goals, and developing and promoting strategic initiatives;
- experience building and sustaining effective relationships with major philanthropic partners and high-net-worth individuals, and experience securing gifts at a level transformational to an organization;
- demonstrated skill in designing and leading successful fundraising campaigns in nonprofit organizations;
- excellent strategic communications skills;
- an unwavering commitment to diversity, equity, inclusion, and anti-racism; experience leading diverse teams and promoting an equitable and inclusive environment where all team members are valued and have clear roles and responsibilities aligned to team goals; and
- experience managing budgets, establishing and driving the achievement of strategic goals, overseeing the development of workforce strategies, and aligning resources to priorities.

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 15 years of experience in a complex nonprofit or research environment, including at least five years of experience at an executive level, and including substantial fundraising experience, is strongly preferred. A background in science-focused fundraising is preferred.

SALARY AND BENEFITS

The salary range for this position is \$450,000 to \$500,000 annually. Scripps Research offers a [comprehensive package of benefits](#).

LOCATION

This position is in the La Jolla district of San Diego, California.

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: [Executive Vice President for Development and Communications, Scripps Research](#).

To nominate a candidate, please contact Ron Schiller, ronschiller@aspenleadershipgroup.com.

All inquiries will be held in confidence.