



DIRECTOR OF DEVELOPMENT, NEUROLOGICAL INSTITUTE

[UNIVERSITY OF CALIFORNIA SAN DIEGO](#)

Location—Hybrid (San Diego)

UC San Diego
Health Sciences

The Aspen Leadership Group is proud to partner with University of California San Diego in the search for a Director of Development, Neurological Institute.

The Director of Development, Neurological Institute will secure major gifts (\$100,000 and above) for the Neurological Institute, and other related priorities as identified by Health Sciences leadership. The Director of Development will be responsible for managing a portfolio in various stages of identification, qualification, cultivation, solicitation, and stewardship. Special emphasis will be placed on creating and implementing strategies for successful solicitations and building strategic relationships with academic and medical center faculty and staff. Due to the sensitive nature of the fundraising priorities, the Director of Development will be skilled in communicating confidential information and engaging grateful patients within compliance standards. The Director of Development will staff Neurological Institute leadership and partner with the Chairs of Neurosciences and Neurological Surgery in the development of department strategy while collaborating closely with colleagues in both Health Sciences Advancement and University Development, serving on committees and task forces as requested by Health Sciences Leadership.

A \$1.5 billion research enterprise, UC San Diego is situated in the heart of one of the most densely concentrated innovation hubs in the nation. UC San Diego is a unique place where fresh ideas are translated into solutions that nurture the physical and economic well-being of the planet—from wireless health technologies and unlocking the mysteries of the human brain to developing sustainable methods of food and energy production. Entrepreneurism thrives with nearly a dozen incubator resource centers on campus. UC San Diego's research has helped launch licensed start-ups—more than 1,000 companies around the world use or have used technology created there, providing hundreds of jobs, and fueling acquisitions by tech giants like Cisco and Apple. UC San Diego is the nation's 4th strongest university in start-up creation and provides \$16.5 billion in total annual economic impact in California.

At UC San Diego, challenging convention is its most cherished tradition. Through the *Campaign for UC San Diego*—a university-wide comprehensive fundraising effort concluding in 2022—UC San Diego is enhancing student support, ensuring student success, transforming its campus, connecting to its community, and redefining education on a global scale.

UC San Diego Health Sciences stands at the forefront of a new age of medicine and health care. As the only academic health system in the San Diego region, it is uniquely positioned to lead this journey forward. In partnership with members of the community, the UC San Diego Health Sciences development team is poised to play a pivotal role in transforming health care locally and globally. UC San Diego Health Sciences has imagined the future of medicine—and Health Sciences Advancement is critical to helping realize this vision.

The UC San Diego Health Neurological Institute is a comprehensive care and research center for people with neurological disorders. It is changing the course of neurological diseases in people's lives every day. The Neurological Institute leverages the expertise of scientists and clinicians to provide leading-edge, compassionate care for adults and children. These specialists are organized into overlapping programs based on their areas of expertise and research interests, providing comprehensive care for diseases of the brain, nervous system, and spine. Equipped with the most advanced neuroimaging and monitoring technology available, the Neurological Institute is a hub of medical innovation. UC San Diego Health is ranked #26 in the nation for neurology and neurosurgery by *U.S. News and World Report*.

REPORTING RELATIONSHIPS

The Director of Development, Neurological Institute will report to the Senior Executive Director of Development, Health Sciences Advancement, Whitney Egan.

FROM THE SENIOR EXECUTIVE DIRECTOR

Thank you for your interest in the Director of Development, Neurological Institute position and in becoming a member of the UC San Diego Health Sciences Advancement team.

The Director of Development fulfills a critical role in continuing to drive the upward trajectory of fundraising success for the Departments of Neurosciences and Neurological Surgery at UC San Diego, under the umbrella of the Neurological Institute. The departments have 160 combined faculty members, and the Director of Development will staff some of the most prestigious scientists, clinicians, and surgeons in the world. The Neurological Institute serves patients with neurodegenerative disorders like Parkinson's disease and ALS, memory disorders like Alzheimer's disease and related dementias, stroke and neurocritical care as well as brain tumors, epilepsy, spinal cord injuries, and many more. With the robust research pipeline of Neurosciences (#1 in the world for NIH funding!) combined with the innovations occurring in Neurological Surgery, the Neurological Institute at UC San Diego saves lives every day and advances solutions for neurological diseases and disorders that impact millions of people around the planet.

Led by two dynamic leaders, Dr. Jim Brewer and Dr. Alex Khalessi respectively, the successful candidate will have the opportunity to work side-by-side with true fundraising partners who have a big vision for changing the outcomes of people who suffer from neurological diseases, disorders, and injuries. Brain science is a top fundraising priority for Chancellor Pradeep K. Khosla and UC San Diego broadly, so the successful candidate will have opportunities to lead their own programs while also participating in cross-institutional philanthropic strategies.

As we come to the close of our historic and successful Campaign for UC San Diego in June 2022, there is a unique opportunity to be changemakers in envisioning how the Neurological Institute and its related areas will be positioned in the next campaign for UC San Diego. The Chairs and their faculty are eager to push the bounds of what's possible through innovations in engineering, new therapeutic solutions to neurological diseases with currently no hope and breaking down silos to reimagine what brain science could and should be to bring about impact.

We are confident that this opportunity will be a challenging and rewarding professional experience, now and into the future. We look forward to beginning conversations with qualified candidates.

—Whitney Egan

Senior Executive Director of Development, Health Sciences Advancement

UNIVERSITY OF CALIFORNIA SAN DIEGO'S COMMITMENT TO DIVERSITY, EQUITY, AND INCLUSION

The University of California San Diego is dedicated to learning, teaching, and serving society through education, research, and public service. Its international reputation for excellence is due in large part to the cooperative and entrepreneurial nature of the UC San Diego community. UC San Diego faculty, staff, and students are encouraged to be creative and are rewarded for individual as well as collaborative achievements. To foster the best possible working and learning environment, UC San Diego strives to maintain a climate of fairness, cooperation, and professionalism. These principles of community are vital to the success of the university and the well-being of its constituents. UC San Diego faculty, staff, and students are expected to practice these basic principles as individuals and in groups.

The university values each member of the UC San Diego community for their individual and unique talents and applauds all efforts to enhance the quality of campus life. It recognizes that each individual's effort is vital to achieving the goals of the university. It affirms each individual's right to dignity and strives to maintain a climate of justice marked by mutual respect. It values the cultural diversity of UC San Diego because it enriches lives and the university. It celebrates this diversity and supports respect for all cultures, by both individuals and the university.

UC San Diego is a university that adapts responsibly to cultural differences among the faculty, staff, students, and community. It acknowledges that society carries historical and divisive biases based on race, ethnicity, sex, gender identity, age, disability, sexual orientation, religion, and political beliefs. Therefore, it seeks to foster understanding and tolerance among individuals and groups, and it promotes awareness through education and constructive strategies for resolving conflict.

The university takes an active approach to cultivating a welcoming environment for all because excellence is only attainable when everyone is included, respected, and empowered. It is committed to providing a workplace free of discrimination and harassment.

To foster the best possible working environment in alignment with the [UC San Diego Principles of Community](#), Advancement employees strive to cultivate a rich and diverse environment, inclusive of varying social, cultural, economic, and ethnic backgrounds, and those with disabilities. It also encourages the opportunity to build a network of peers through the [UC San Diego Staff Associations](#) network.

The University of California is an Equal Opportunity/Affirmative Action Employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, disability, age, protected veteran status, gender identity or sexual orientation. For the complete University of California nondiscrimination and affirmative action policy, see: [Nondiscrimination and Affirmative Action Policy Regarding Academic and Staff Employment](#).

PRIMARY RESPONSIBILITIES

The Director of Development, Neurological Institute will

- manage a portfolio of major gift, planned giving, corporate and foundation, and campaign donor prospects with an individual capacity rating of \$100K or more that include the most influential, complex or highest capacity-rated donors;
- maintain and manage the portfolios of senior campus leadership including Chairs of Departments, Deans, and the Vice Chancellor;
- develop tactical-level planning for all major gift prospects including the qualification and solicitation of prospects with plans that include philanthropic interest, relationship to Health Sciences, demographic information, key stakeholders, timing, and strategic moves within an assigned prospect portfolio with the goal of increasing fundraising over a five-year period;

- develop, create, write, implement, and evaluate individualized marketing plans and strategies for cultivation and solicitation of major gift, gift planning, and corporate and foundation prospects;
- play a key role on the Health Sciences Advancement Team, working collaboratively with UC San Diego Health Sciences departments, divisions, and centers;
- develop and maintain a series of programs aimed at identifying major gift prospects (i.e. salon events and focus groups);
- establish strategic relationships with Health Sciences faculty and key senior leaders in Health Sciences for the purpose of identifying and soliciting major gifts as well as assist individual faculty in planning, presenting, and marketing specific research and educational programs to prospective funding sources;
- develop and review complex proposals for solicitation of high value individual, corporate, and foundation prospects;
- prepare, present, and implement annual program plans to Advancement fundraisers that meet fundraising goals established by senior leadership; and
- create, establish, and evaluate methods for building and maintaining prospect and volunteer constituencies including the identification, recruitment, and direction of the activities of high-level volunteers.

LEADERSHIP

Melanie Cruz

Associate Vice Chancellor, Health Sciences Advancement

Melanie Cruz is Associate Vice Chancellor for Health Sciences Advancement and serves as the leader for all fundraising activities supporting Health Sciences, UC San Diego Health, the UC San Diego School of Medicine, Herbert Wertheim School of Public Health and Human Longevity Science, and the Skaggs School of Pharmacy. She also serves as Vice President of the UC San Diego Board of Trustees. Prior to serving as Associate Vice Chancellor, Cruz was a Senior Executive Director of Leadership Strategy Engagement leading fundraising efforts for the Chancellor's key strategic priorities. In her role as Senior Executive Director, Cruz was responsible for the comprehensive and diverse fundraising for the campus on a local, national, and global level.

She joined UC San Diego in 2006 during its first capital campaign, serving first as the Director of Development for the Division of Physical Sciences, then as Senior Director before her dual role as Executive Director of the Divisions of Biological and Physical Sciences.

Cruz received her bachelor's degree in political science and geography from the University of Kentucky, and her master's in higher education and student affairs from The Ohio State University.

Whitney Egan

Senior Executive Director of Development, Health Sciences Advancement

Whitney Nifong Egan is Senior Executive Director of Development with UC San Diego Health Sciences Advancement. As a member of the Senior Management Leadership Team, Egan oversees a fundraising team dedicated to raising philanthropic support to benefit clinical, research, and educational programs related to the brain. Her strategic purview includes the Departments of Neurosciences, Neurosurgical Surgery, Psychiatry, and Anesthesiology. Under Egan's leadership, fundraising revenue for brain-related areas in the Health Sciences has more than doubled.

Egan also oversees strategic initiatives for the university, including the Student Mental Health Initiative for UC San Diego; the Sanford Institute for Empathy and Compassion, of which she secured a \$100M gift; the Epstein Family Alzheimer's Research Collaboration at USC and UC San Diego; and Aging, including the Center for Healthy Aging and Division of Geriatrics and Palliative Medicine.

In her eleven years at UC San Diego—all within Health Sciences Advancement, Egan has managed philanthropic programs for seven departments representing more than 650 faculty. She has participated in the UC San Diego–La Jolla Medical Center campus expansion raising critical dollars for Jacobs Medical Center, specifically enabling the construction of the Neurosurgical Quad Pod, which is equipped with intraoperative MRI and intraoperative CT capabilities.

Egan was the primary development officer, working in close partnership with faculty leadership, on the development and completion of the Center for the Future of Surgery, the largest and most comprehensive training facility for surgeons in the world, securing more than \$20 million in corporate partnerships.

Prior to joining UC San Diego, Egan worked at Children's Hospital Los Angeles (CHLA) during the *Living Proof Campaign*—the first ever billion-dollar campaign achieved by a children's hospital. Egan served on the campaign priority team securing philanthropic contributions for the Marion and John E. Anderson Pavilion as well as the Children's Fund, the unrestricted funding vehicle that enables CHLA to treat every child regardless of the family's ability to pay for care. She managed the *Financial Community Campaign*—the #1 fundraising priority for the CHLA Board of Trustees at the time—and oversaw the celebrity engagement strategy. As passion projects, she also fundraised for specialty disease areas like cystic fibrosis and mitochondrial disease.

Egan is a graduate of the University of Southern California where she received her Bachelor of Fine Arts in Theatre.

James B. Brewer, MD, PhD

Professor of Neurosciences and Radiology

Chair, Department of Neurosciences

Director, Shiley-Marcos Alzheimer's Disease Research Center

Dr. Jim Brewer is a board-certified neurologist who specializes in the early detection of Alzheimer's disease. He is a pioneer in developing neuroimaging approaches to analyze brain structure.

As Chair and Professor of neurosciences, Dr. Brewer trains medical students, residents, and fellows while overseeing one of the world's first and largest neurosciences programs. Currently, the department is ranked #1 in NIH funding. He also serves as Director of the Shiley-Marcos Alzheimer's Disease Research Center at UC San Diego.

Dr. Brewer has developed and applied advanced neuroimaging approaches for early detection of Alzheimer's in the clinical setting and as a measure of the efficacy of new drugs under development. He assisted in the design and in the studies that led to United States FDA and European regulatory clearance of a widely used tool for brain structure analysis that has been applied to help radiologists assess brain atrophy.

Appointed in both the Departments of Neurosciences and Radiology, he directs the Imaging Core for the multi-institutional Alzheimer's Disease Cooperative Study and the UC San Diego Shiley-Marcos Alzheimer's Disease Research Center, overseeing the brain imaging of enrolled subjects.

Dr. Brewer's research interests include the development and clinical applications of imaging biomarkers for Alzheimer's disease and other neurodegenerative disorders. He seeks to develop care pathways for improved differential diagnosis and predictive prognosis using genetic and biomarker information.

Dr. Brewer completed his neurology residency at Johns Hopkins School of Medicine in Baltimore. He earned his MD and PhD in the Medical Scientists Training Program at Stanford University School of Medicine, where he developed advanced structural and functional neuroimaging approaches for the study of human memory.

Alexander Khalessi, MD, MBA, MS, FAANS, FACS
Professor of Surgery, Radiology and Neurosciences
Chair, Department of Neurological Surgery

Alexander A. Khalessi, MD, MBA, MS, FAANS, FACS, is Chair of Neurological Surgery and Professor of Surgery, Radiology, and Neurosciences at UC San Diego. As a board-certified neurosurgeon, he specializes in complex cranial surgery, endovascular neurosurgery, stroke care, and neurological oncology.

Dr. Khalessi has served on the Executive Committee of the Congress of Neurological Surgeons (CNS) since 2014, including as both Scientific Program and Annual Meeting Chair. Dr. Khalessi is the only neurosurgeon to serve on the Interventional Advisory Panel for the *StrokeNet* Steering Committee at the NIH and serves on the Board of Governors for the American College of Surgeons (ACS).

As a dedicated and highly sought educator, Dr. Khalessi directs national and international courses, including the intermediate resident course for the Society of Neurological Surgeons (SNS). Dr. Khalessi served on the Accreditation Council for Graduate Medical Education (ACGME), Residency Review Committee (RRC) for Neurological Surgery, and editorial board for the Journal of Graduate Medical Education. He also participated in the authorship of the ACGME Neurosurgery and Endovascular Surgical Neuroradiology Milestone Projects.

Dr. Khalessi remains deeply committed to the San Diego region and was selected by his physician peers as a “Top Doc” in *San Diego Magazine’s* 2019 annual presentation of Top Doctors. He also served two terms as President of the San Diego Academy of Neurological Surgery.

Dr. Khalessi has published over 150 peer reviewed papers and monographs with over 200 abstracts and presentations. He has served as principal or co-investigator of more than 25 clinical trials and grants. The intersection between physiology, engineering, and neurosurgical technique animates his research interest.

As Department Chair, Dr. Khalessi remains keenly focused on leveraging the unique assets of the UC San Diego ecosystem to further understanding of neurologic disease and apply imaging, device, and technique advancements to surgical care. This is a time where diseases such as stroke, Parkinson’s disease, epilepsy, and many forms of cancer that were historically managed medically are now within the surgeon’s reach. Dr. Khalessi’s own academic work has spurred such advances in the catheter-based treatment of ischemic stroke, endoscopic treatment of intracerebral hemorrhage, multi-modal treatment of cerebral aneurysms and arteriovenous malformations (AVMs), and complex surgical approaches to brain tumors.

Dr. Khalessi graduated from Stanford University with a BA in Public Policy with Departmental Honors and a Master of Science in Health Services Research. He earned his medical degree at Johns Hopkins School of Medicine and completed his neurosurgical residency at the University of Southern California. During his residency, Dr. Khalessi completed an enrolled, CAST-certified endovascular neurosurgery fellowship with Dr. Nick Hopkins in New York. He further continued his post-graduate education by earning a Master of Business Administration from Massachusetts Institute of Technology Sloan School of Management in 2019.

PREFERRED COMPETENCIES AND QUALIFICATIONS

University of California San Diego seeks a Director of Development, Neurological Institute with

- a commitment to the mission of UC San Diego Health Sciences—to deliver outstanding patient care through commitment to the community, groundbreaking research, and inspired teaching;
- experience raising funds by developing and implementing cultivation and solicitation plans for gifts with significant institutional impact from individuals, corporations, and foundations, both local and national;
- experience writing proposals for significant projects from individuals, foundations, and corporations, both local and national;
- experience in the full spectrum of development functions including gift policies, solicitations, stewardship, donor relations, and recognition as well as public relations concepts, principles, procedures, and techniques;
- excellent interpersonal skills including an ability to establish and maintain good working relationships with colleagues, faculty, donors, volunteers, and university officials, with an emphasis on tact, diplomacy, flexibility, teamwork, professionalism, and discretion;
- knowledge of current issues of concern for both the campus and throughout higher education and healthcare;
- excellent written and interpersonal communication skills, including the political acumen needed to establish and maintain positive working relationships throughout the organization and with outside constituencies;
- an ability to make persuasive and compelling presentations of goals and objectives in order to secure gifts;
- excellent organizational, analytical, and critical thinking skills;
- excellent program and project management skills, including an ability to set and meet program and project goals and objectives within budget and time constraints;
- a commitment to maintaining confidentiality;
- fluency with on-line databases and other software necessary to create, retrieve, and compile up-to-the-minute documents and historical information for proposal reports and analysis;
- an understanding of the philosophy of quality service and group process;
- a commitment to diversity, equity, and inclusion and to equal opportunity in the workplace; and
- an ability to thrive in a centralized, collaborative team environment with consistent coaching and feedback.

A bachelor's degree is required for this position as is at least six years of institutional fundraising or equivalent experience with a track record of building and growing fundraising programs.

SALARY & BENEFITS

University of California San Diego offers a competitive salary and comprehensive package of [employee benefits](#).

LOCATION

University of California San Diego occupies 2,141 acres near the Pacific Ocean in the La Jolla neighborhood of San Diego, California. UC San Diego Health Sciences offices overlook the Torrey Pines Golf Course and the Pacific Ocean. The university is currently working under a hybrid arrangement with two days in the office and three days working remotely.

APPLICATION INSTRUCTIONS

All applications must be accompanied by a cover letter and résumé. ***Cover letters should be responsive to the mission of University of California San Diego Health Sciences and the responsibilities and qualifications stated in the prospectus.*** Review of applications will begin immediately and continue until the successful candidate has been selected.

To apply for this position, visit:

[Director of Development, Neurological Institute, University of California San Diego.](#)

To nominate a candidate, please contact Patrick Key:

patrickkey@aspenleadershipgroup.com.

All inquiries will be held in confidence.