



**SENIOR DIRECTOR OF DEVELOPMENT, NATIONAL ACADEMY OF MEDICINE
THE NATIONAL ACADEMIES OF SCIENCES, ENGINEERING, AND MEDICINE**

Washington, DC

[The National Academies of Sciences, Engineering, and Medicine](#)

*The National
Academies of* | SCIENCES
ENGINEERING
MEDICINE

The Aspen Leadership Group is proud to partner with the National Academy of Medicine (NAM) and the National Academies of Sciences, Engineering, and Medicine in the search for a Senior Director of Development for the NAM.

The Senior Director of Development will play a central role in all fundraising programs for the National Academy of Medicine including planning, implementing, and meeting philanthropic and program fundraising goals. The Senior Director of Development will serve as a partner to Academy leadership in setting and achieving goals for private support and will work collaboratively with program colleagues in a multi-tiered institution, actively participating in building a culture of philanthropy. The Senior Director of Development will also manage a portfolio of major gift and principal gift prospects.

The National Academy of Medicine is one of the three Academies constituting the National Academies of Sciences, Engineering, and Medicine (the Academies). Working together under the 1863 NAS Congressional Charter signed by President Abraham Lincoln, the Academies are called on to serve as the adviser to the government and the nation to solve complex problems and inform public policy decisions. Presidential Executive Orders have defined the special relationship of the Academy to Government and cited its unique capacity to marshal scientific evidence and expertise of the highest caliber for independent, objective, and trusted advice. The NAM was established in 1970 (initially as the IOM/Institute of Medicine) to advise the nation on issues of health, health care, and biomedical science.

The National Academy of Medicine, along with its counterpart National Academies of Sciences and of Engineering, is easily one of the world's most influential scientific bodies working outside government, offering the successful candidate the opportunity to profoundly impact the future of health and medicine. Working together, the National Academies' primary mission is to provide expert advice on the most pressing challenges facing the nation and the world, and their members are among the world's most distinguished scientists, engineers, physicians, and researchers and include more than 300 Nobel laureates.

As the COVID-19 pandemic grips the nation and the world, the National Academy of Medicine, joined by its sister Academies, has rapidly mobilized critical expertise in science, engineering, and medicine to inform government response and recovery efforts with evidence-based guidance, and is facilitating collaboration across research disciplines and between the public and private sectors.

Activities undertaken include many projects and activities in recent months to help the nation respond to and recover from the COVID-19 pandemic including the Response and Resilient Recovery Strategic Science Initiative which engages an executive council of distinguished leaders with experience in crisis management from government, industry, civil society, and academia. NIH and CDC recently turned to the

National Academy of Medicine to facilitate development of a fast-track study on how to equitably allocate vaccines as they become available. Since the early days of the pandemic, the Academies' Standing Committee on Emerging Infectious Diseases and 21st Century Health Threats has been providing rapid expert consultations to inform the federal government on urgent questions such as diagnostic testing, crisis standards of care, and virus seasonality.

REPORTING RELATIONSHIPS

The Senior Director of Development, National Academy of Medicine will have a dual working relationship with the NAM President, Dr. Victor Dzau and the Chief Development Officer, Alison Purvis. The Senior Director is accountable to both the Chief Development Officer and the NAM President for the program's success.

PRINCIPAL OPPORTUNITIES

The mission of the National Academy of Medicine is to improve health for all by advancing knowledge and accelerating progress in science, medicine, policy, and health equity. The NAM actively identifies and addresses critical issues with balanced and authoritative scientific evidence, and leads and inspires action on bold ideas to impact science, medicine, and health in the United States and globally. The [Global Grand Challenge for Healthy Longevity](#) was launched in 2018 and has achieved international support and acclaim. The NAM is now in the early stages of launching its next [Grand Challenge for Human Health and Climate Change](#), addressing one of the most significant threats to human health in the 21st century.

The National Academy of Medicine's 50th Anniversary campaign goals are grounded in these challenges. The NAM's deep relationships with top foundations and leading philanthropists in the United States and around the world make it a stimulating and rewarding place to work. This is an exciting opportunity for a seasoned professional to have an impact in one of today's most distinctive fundraising campaigns and work closely with some of the world's most prominent figures in science, health, medicine, business, and technology.

PRIMARY RESPONSIBILITIES

The Senior Director of Development, National Academy of Medicine will

- provide support and guidance for the President and Executive Officer in all fundraising activities for the Academy;
- identify and cultivate large net worth donors for engagement by Academy leadership in the activities and contributions of the NAM including support for growing NAM capacity
- participate in the delivery of a major comprehensive campaign;
- manage a portfolio of donors including identification, cultivation, solicitation, and stewardship with an active program of face-to-face meetings and travel;
- participate in strategic planning efforts;
- identify funding sources and opportunities;
- prepare annual fundraising plans;
- actively participate in building a culture of teamwork, collaboration, creativity, and high performance;
- represent the NAM and the Office of Development in conferences, seminars, and other public and private events to advance the goals of the organization;

- provide leadership and mentorship, including training and development of staff for current and future roles; and
- form effective teams and cultivate a work environment that fosters teamwork.

KEY COLLEAGUES



Victor J. Dzau
President, National Academy of Medicine

Victor J. Dzau is the President of the National Academy of Medicine, formerly the Institute of Medicine (IOM). In addition, he serves as Chair of the Health and Medicine Division Committee of the National Academies of Sciences, Engineering, and Medicine. He is Chancellor Emeritus and James B. Duke Professor of Medicine at Duke University and the past President and CEO of the Duke University Health System. Previously, Dr. Dzau was the Hersey Professor of Theory and Practice of Medicine and Chairman of Medicine at Harvard Medical School's Brigham and Women's Hospital, as well as Chairman of the Department of Medicine at Stanford University. Dr. Dzau has made a significant impact on medicine through his seminal research in cardiovascular medicine and genetics, his pioneering of the discipline of vascular medicine, and his leadership in health care innovation.

Dr. Dzau has been a member of the Council of the IOM and the Advisory Committee to the Director of the National Institutes of Health (NIH), as well as Chair of the NIH Cardiovascular Disease Advisory Committee and the Association of Academic Health Centers. Among his honors and recognitions are the Gustav Nylin Medal from the Swedish Royal College of Medicine; the Max Delbrück Medal from Humboldt University, Charité, and the Max Planck Institute; the Commemorative Gold Medal from the Ludwig Maximilian University of Munich; the Inaugural Hatter Award from the Medical Research Council of South Africa; the Polzer Prize from the European Academy of Sciences and Arts; the Novartis Award for Hypertension Research; the Distinguished Scientist Award from the American Heart Association (AHA); and the AHA Research Achievement Award for his contributions to cardiovascular biology and medicine. Recently, he was awarded the Public Service Medal by the President of Singapore. He has received nine honorary doctorates.



Alison Purvis
Chief Development Officer, National Academies of Sciences, Engineering, and Medicine

Alison joined the National Academies in January 2018 as the campaign and deputy director. She previously led the Foundation and Friends of the Royal Botanic Gardens, Kew, where she supported the successful closure of the £100 million Breathing Planet campaign. The Kew Foundation was named the second fastest growing charity by income in the UK in 2016. Prior to Kew, Alison led the Development Department at the Natural History Museum, London, where she completed the Darwin Centre campaign, designed and delivered the Evolution campaign, and brought the world's most complete Stegosaurus fossil to the collections for public display.

Purvis brings years of fundraising and leadership experience across a wide range of sectors, from International NGOs to complex, global scientific research organizations.

Purvis is a graduate of St. Lawrence University in New York and a certified business coach from the University of Strathclyde.



J. Michael McGinnis

Leonard D. Schaeffer Executive Officer, National Academy of Medicine

J. Michael McGinnis serves as the Leonard D. Schaeffer Executive Officer at the National Academy of Medicine. In this role, Dr. McGinnis serves as the chief operating officer and is responsible for managing NAM's programs and guiding its operation on a daily basis.

Prior to his appointment, Dr. McGinnis served as Senior Scholar and Executive Director of the NAM Leadership Consortium for Value & Science-Driven Health Care. Prior to his work at the Academies, Dr. McGinnis was Senior Vice President at the Robert Wood Johnson Foundation, where he founded and directed RWJF's

Health Group. From 1977 to 1995, Dr. McGinnis served as Assistant Surgeon General, Deputy Assistant Secretary for Health, and Founding Director of the Office of Disease Prevention and Health Promotion at the U.S. Department of Health and Human Services. Dr. McGinnis is the author of more than 150 peer-reviewed publications and has been editor-in-chief for more than two dozen volumes on public health policy. He is an elected member of the NAM.

PREFERRED QUALIFICATIONS AND COMPETENCIES

The National Academies of Sciences, Engineering, and Medicine seek a Senior Director of Development, National Academy of Medicine with

- appreciation of the importance health and medicine and the mission of the National Academy of Medicine;
- thorough understanding of philanthropy and trends in the profession;
- ability to quickly grasp the compelling opportunities and state of play in health, medical care, and biomedical care throughout the nation and the world
- an ability to conceptualize, plan, and implement a programmatic approach to building relationships and securing philanthropic support including setting ambitious goals, developing strategies for prospects, prioritizing activities, asking for gifts, and orchestrating the involvement of volunteers and organization leadership;
- an ability to solve problems of substantial variety and complexity;
- an ability to undertake tasks broad in nature, requiring ingenuity and originality;
- an ability to serve as a resource to others in the resolution of complex problems and issues;
- experience working in complex environments with a high degree of organizational effectiveness;
- an ability to work successfully in a team environment and to form and maintain effective teams;
- an ability to develop relationships with co-workers and employees in other departments through effective communication; and
- excellent communication skills with a proven ability to effectively interact with all levels of employees.

A bachelor's degree is required for this position as is eight years of related professional experience.

DIVERSITY, EQUITY, AND INCLUSION

The National Academies of Sciences, Engineering, and Medicine value diversity in its members, volunteers, and staff and strives for a culture of inclusion in its workplace and activities. Convening a diverse community to exchange ideas and perspectives enhances the quality of its work and increases its relevance as advisers to the nation about the most complex issues facing the nation and the world.

To promote diversity and inclusion in the sciences, engineering, and medicine, the National Academies is committed to increasing the diversity of the National Academies' staff, members, and volunteers to reflect the populations it serves. It pledges to cultivate an environment and culture that promotes inclusion and values respectful participation of all individuals who help advance the mission of the institution.

SALARY & BENEFITS

The National Academies of Sciences, Engineering, and Medicine offer a competitive benefits package.

LOCATION

This position is located in Washington, DC.

APPLICATION DEADLINE

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

To apply for this position, visit:

[Senior Director of Development, National Academy of Medicine, The National Academies of Sciences, Engineering, and Medicine.](#)

To nominate a candidate, please contact Gregory Leet:

[gregoryleet@aspenleadershipgroup.com.](mailto:gregoryleet@aspenleadershipgroup.com)

All inquiries will be held in confidence.