



**VICE PRESIDENT FOR DEVELOPMENT**  
**UNIVERSITY OF ARIZONA HEALTH SCIENCES**  
**Tucson, Arizona**  
[University of Arizona Health Sciences](#)



The Aspen Leadership Group is proud to partner with the University of Arizona Foundation and the University of Arizona Health Sciences in the search for a Vice President for Development.

The Vice President for Development will provide leadership, vision, and strategic direction for the Arizona Health Sciences Development Team within the University Development Program (UDP). The Arizona Health Sciences Development Team includes seven fundraising programs including the University of Arizona's two Colleges of Medicine (in Tucson and Phoenix), the College of Pharmacy, the Mel and Enid Zuckerman College of Public Health, the College of Nursing, the UArizona Cancer Center, and Arizona Health Sciences Strategic Initiatives. Working in close collaboration with the Arizona Health Sciences Senior Vice President, deans, and unit directors, the Vice President for Development will indirectly manage (dotted-line) the members of the Arizona Health Sciences Development Team as a key member of the University Development Program leadership team and will provide support and coordinate the resources of other operating units to achieve optimum financial results. The Vice President for Development will also be a key member of the Arizona Health Sciences leadership teams and work with senior University of Arizona and UDP leaders, deans, department heads, faculty, and staff to achieve established fundraising goals and objectives, and foster a consistent culture of and approach to major gift philanthropy across campus.

The University of Arizona Health Sciences is the statewide leader in biomedical research and health professions training. Arizona Health Sciences includes the Colleges of Medicine (Tucson and Phoenix), Nursing, Pharmacy, and the Mel and Enid Zuckerman College of Public Health, with main campus locations in Tucson and the growing Phoenix Biomedical Campus in downtown Phoenix. From these vantage points, Health Sciences reaches across the state of Arizona and the greater Southwest to provide cutting-edge health education, research, and community outreach services. A major economic engine, Health Sciences employs nearly 5,000 people, has approximately 900 faculty members, and garners \$200 million in research grants and contracts annually. Health Sciences is in a unique position to effect change in a rapidly shifting health care landscape. As part of the University of Arizona's Strategic Plan, Health Sciences has developed a set of initiatives to reshape the future of health care and address critical health challenges, focusing on five vitally important areas: Next-Generation Education, Precision Health Care for All, Making Wellness Ageless, Creating Defenses Against Disease, and New Frontiers for Better Health. Through these strategic initiatives, Health Sciences has unprecedented opportunities to excel in education and research in more and better ways than ever before. The strengths Health Sciences possesses provide an incredible advantage that can improve the health and well-being of individuals in the local community, across the state of Arizona, and around the world.

## REPORTING RELATIONSHIPS

The Vice President for Development will report to the Senior Vice President for Development, University of Arizona Foundation, Vicki Fleischer. The Vice President for Development will supervise an administrative associate and jointly manage several development officers who lead the fundraising programs for Arizona Health Sciences Strategic Initiatives, each of the Arizona Health Sciences colleges, and the UArizona Cancer Center.

## PRINCIPAL OPPORTUNITIES

The statewide leader in biomedical research and health professions training, University of Arizona Health Sciences helps advance the University of Arizona by building relationships, securing philanthropic support, and stewarding assets.

The Vice President for Development will provide strategy, coordination, and oversight of the fundraising team and philanthropic relationships for Arizona Health Sciences, in support of the university's overall mission to teach and uplift the people of Arizona, and the citizens of the world. The University of Arizona recently unveiled its new [Strategic Plan](#), laying out a series of goals through over 90 specific initiatives and five pillars to be achieved by the year 2025. These include initiatives to increase the university's global footprint; streamline its services; and boost diversity, recruitment, and student success.

The University of Arizona Health Sciences is in a unique position to effect change in a rapidly shifting health care landscape. As part of the University of Arizona's Strategic Plan, it has developed a [set of initiatives](#) to reshape the future of health care and address critical health challenges.

It is focusing its efforts on five vitally important areas: Next-Generation Education, Precision Health Care for All, Making Wellness Ageless, Creating Defenses Against Disease, and New Frontiers for Better Health. These initiatives can be seen coming to life through a growing collection of stories under the banner of *Tomorrow is Here*.

Through these strategic initiatives, it has unprecedented opportunities to excel in education and research in more and better ways than ever before. The strengths it possesses give it an incredible advantage that it can use to improve the health and well-being of individuals in the local community, across the state of Arizona, and around the world.

Because of their extensive reach, the Health Sciences strategic initiatives have been integrated across the five pillars of the university's plan: Wildcat Journey, Grand Challenges, Arizona Advantage, Arizona Global, and Institutional Excellence. Last fall, University of Arizona launched the [360 Initiative Campaign](#), which seeks to raise at least \$50 million by fall of this year to remove obstacles to students' success, enrich their experiences, and prepare them to pursue meaningful careers. The vision for the campaign is to combine institutional and private resources to provide *360 degrees of support*. The University of Arizona is committed to its students' success, and in order to prepare every student with the skill set and mindset they need to lead as citizens of the world, the partnership of the incredibly generous Arizona community will need to unite around this vision. This is a remarkable opportunity for the incoming Vice President for Development to rally the talents of the university, Arizona Health Sciences, and foundation teams in support of this new initiative.

## PRIMARY RESPONSIBILITIES

The Vice President for Development will

- work under the direction of the Senior Vice President for Development to lead, manage, support, and coordinate major-gift fundraising strategies for all Arizona Health Sciences fundraising programs;
- work closely with the Arizona Health Sciences Senior Vice President, deans, and unit directors and their development team members to foster a culture of major gift philanthropy and to lead by example in personally implementing successful fundraising strategies with their own assigned prospects and donors;
- create and manage an original portfolio of approximately 20 prospects, serving as a major/principal gifts officer who cultivates relationships, submits major/principal proposals, stewards high level donors, and spearheads specific fundraising initiatives, as appropriate;
- advise the Senior Vice President for Development and Senior Vice President for Health Sciences on all matters related to Arizona Health Sciences development;
- lead and/or participate in key UDP efforts;
- lead, manage, and coordinate with UDP colleagues the recruitment, training, coaching, mentoring, and evaluation of Arizona Health Sciences frontline fundraising professionals;
- work with foundation and UDP colleagues, Arizona Health Sciences senior leadership, college/unit development officers, and deans/unit directors to establish annual fundraising goals and guide specific fundraising strategies that are aligned with the UDP goals and the university and Arizona Health Sciences Strategic Plans, reviewing and developing a moves management approach that takes prospects from identification through stewardship;
- monitor the annual development plans developed in partnership with Arizona Health Sciences Leadership and update, as needed, on a semi-annual basis;
- ensure accountability for the fundraising metrics of the Arizona Health Sciences development team and the team members' commitment to the UDP One Team approach to development at the university;
- exemplify accountability and transparency by routinely recording contact reports, proposals, and other pertinent information in accordance with UDP prospect management policies;
- support consistent messaging with development team, supporting overall goals, objectives, and processes;
- direct relevant UDP and Arizona Health Sciences budgets in partnership with UAHS and UDP leadership to monitor investments in major-gift fundraising for Arizona Health Sciences development programs;
- educate and inform various internal and external constituent groups about university development services provided by the foundation and/or UDP;
- manage and direct relationships with consultants on matters related to advancing the Arizona Health Sciences development program;
- collaborate with senior university administrators and academic leadership team members, as well as other UDP and community leaders, on matters related to soliciting and securing private support for the advancement of the university to ensure solid communication with all Arizona Health Sciences colleges/units across campus in the execution of duties;
- represent UDP and Arizona Health Sciences at campus and community events; and
- demonstrate and build a spirit of teamwork within a large and diverse organization.

## KEY COLLEAGUES



**Michael D. Dake, MD**  
**Senior Vice President, Arizona Health Sciences**  
**Professor, Department of Medical Imaging**  
**Professor, Department of Surgery**  
**Professor, Department of Medicine**

Michael D. Dake, MD, directs strategic integration of undergraduate and graduate education, research, service, and clinical activities in the Arizona Health Sciences colleges, centers, and clinical affiliates.

Dr. Dake is a leading researcher, clinician, teacher, and administrator. He is internationally known for pioneering image-guided therapies and novel approaches in interventional therapy in the fields of vascular imaging, venous thromboembolic disease, aortic aneurysms, and dissection. Dr. Dake made medical history with the implantation of the world's first thoracic stent-graft in 1992 and his groundbreaking research with CT angiography and stent-grafts has re-written medical and surgery textbooks.

Prior to joining Arizona, he served at Stanford University as Professor of Cardiothoracic Surgery and Director of the Catheterization and Angiography Laboratories at Stanford Medical Center, where he spent much of his career. Previously, he served as Chairman of the Department of Radiology in the Virginia Health System.

He is a graduate of Harvard College and Baylor College of Medicine, where he completed an internship, residency and chief residency in internal medicine. He pursued fellowship training in pulmonary diseases followed by a residency and chief residency in radiology at the University of California San Francisco. He went on to complete subspecialty training in vascular and interventional radiology at UCSF.

As a member of University of Arizona's senior executive team, Dr. Dake works collaboratively with teams throughout the university and with Banner Health to build the university's competitiveness in education, clinical care, and biomedical research.



**Vicki Fleischer, JD**  
**Senior Vice President for Development**

Vicki Fleischer, is Senior Vice President for Development for the university at the University of Arizona Foundation.

Over the last five years, Fleischer has served as one of the senior members of the leadership team at the University of Arizona Foundation, guiding the University Development Program's main campus, regional, discovery, gift planning, and principal gifts development teams in support of the most successful fundraising period in the university's history.

She has 21 years of higher education advancement experience and has been involved with several successful fundraising campaigns. Before joining the foundation in 2015, she led development programs for the UA James E. Rogers College of Law and the Eller College of Management, as well as for Seton Hall Law School in Newark, New Jersey. Fleischer's areas of expertise include strategic planning, communicating priorities, principal and major gift fundraising, change management, and leadership.

Originally from the East Coast, Fleischer earned a Bachelor of Arts in history from the University of Wisconsin-Madison and a Juris Doctor degree from Notre Dame Law School. She practiced law for five years before moving to Tucson, where she became an advancement professional.



**Clint McCall**  
**Vice President for Principal Giving and Campaign**

Clint McCall is Vice President for Principal Giving and Campaign at the University of Arizona.

He has 21 years of higher education experience, beginning his career at the university in 1994 as an admission officer and recruiter.

After serving as an admissions officer in the University of Arizona Office of Undergraduate Admissions, Phoenix/Yuma, McCall transitioned to alumni and development in 1999 joining the university College of Agriculture and Life Sciences (CALs) as Assistant Director of Development. Later in his career, McCall joined the foundation, becoming Director of the Telephone Outreach Program before moving to the University of Arizona Sarver Heart Center and subsequently the College of Medicine.

During his time as Senior Director for the University of Arizona Sarver Heart Center, he increased the number of named endowments, including five above \$1 million, and secured estate gifts in excess of \$10 million, while engaging clinical and basic science research faculty in the development process.

As Senior Director of Development at the University of Pennsylvania Health Systems. McCall grew the development team from three to nine major gift officers; designed and implemented an in-depth training/mentorship program for new gift officers; in addition to gifts secured jointly with the team, solicited and secured in excess of \$1 million in funding for \$3 million new faculty initiative, built donor pipeline for two historically underperforming departments, closing a six-figure gift for one and a \$2 million estate gift for the other.

In his current role as Vice President, for Principal Giving he works collaboratively with the development team to deepen relationships with those that support the university in generous and transformational ways. McCall works closely with the University of Arizona Foundation CEO and President as well as university leaders to raise eight figure transformative gifts. He is responsible for \$80 million of the UDP's \$350 million FY20 goal.

McCall earned his Bachelor of Arts from University of Arizona in 1994 in Plant Sciences, and his associate degree from Arizona Western College.



**Tilghman Moyer**  
**Vice President of Development**

Tilghman Moyer is Vice President of Development at the University of Arizona.

He has over 25 years of experience in higher education, where he started in 1993 as vice president for development and alumni relations at Muhlenberg College. Originally from the east coast, he transitioned through many development roles at various institutions in Pennsylvania.

After 15 years at Muhlenberg College, he was at Temple University where he became Senior Associate Vice President for Development and Senior Associate Athletic Director, and Thomas Jefferson University where he served as Associate Vice President for Development. Moyer then transitioned to UA in 2018 to be Vice President for Main Campus Development.

In his current role as Vice President of Development, he works with nine colleges and unit-based fundraising programs – Arizona Public Media, Arts Philanthropy, College of Agriculture and Life Sciences (CALs), College of Vet Med, College of Architecture, Planning, & Landscape Architecture (CAPLA), College of Education, College of Humanities, College of Optical Sciences, College of Science, and the University of Arizona Alumni Association. In addition, he works with the centrally based Wildcat Journey fundraising

team, which is focused on raising private support for scholarships and student success to impact the objectives of Pillar 1 of the university's strategic plan.

Moyer graduated earned his Master of Arts in Philanthropy and Development from Saint Mary's University of Minnesota in 1998 and graduated from Penn State University in 1990.



**Jonelle Vold**  
**Vice President of Development**

Jonelle Vold is Vice President of Development. She has a wealth of experience in the legal and higher education world. She served as an associate real-estate attorney and as a consultant for LexisNexis before joining the University of Arizona James E. College of Law as Assistant Dean of Development & Alumni Affairs in 2006. Additionally, she is an experienced business development coach.

Vold has held several positions at the university where she became Senior Director of Development for the James Rogers College of Law in 2012, then Associate Vice President for Regional Development and Engagement in 2017 and was promoted to her current role as Vice President in 2019. In her role, she works with deans and development professionals in Regional and Discovery Development, the College of Engineering, Social and Behavioral Sciences, National Institute for Civil Discourse (NICD), and the Eller College of Management. Vold works closely with UDP Talent Development to develop courses, lead cohort courses, and coach early and mid-level career frontline fundraisers. Her work has assisted in equipping UDP colleagues for success and increasing retention of qualified fundraisers.

Vold graduated with her Juris Doctor in 2001 from the University of Arizona, and from Western Colorado University in 1997 with a Bachelor of Arts in English and History.

### **PREFERRED QUALIFICATIONS**

University of Arizona Health Sciences seeks a Vice President for Development with

- a proven track record of success in soliciting and securing major and principal gifts, and doing so successfully as part of a comprehensive university campaign;
- familiarity with large comprehensive public university development programs and previous experience leading major-gift programs;
- a commitment to team management approaches;
- demonstrated success in personally cultivating, soliciting, and securing gifts at the \$1,000,000+ level;
- a demonstrated capability to be professional, diplomatic, persuasive, donor centric, collegial, and effective in working with dynamic, diverse groups to include colleagues, families, students, faculty, alumni, professionals, university leadership, and others;
- demonstrated success in fostering relationships between higher education/health sciences and companies. and securing philanthropic funding for higher education/health sciences from corporations;
- the ability to meet deadlines, prioritize assignments, and handle multiple projects simultaneously;
- excellent organizational, communication, interpersonal, and networking skills with large groups, as well as with individuals at high levels;
- the ability to understand and work within budgetary procedures, policies, and restrictions;
- the ability to lead, manage, and mentor major gift development professionals;
- the ability to serve as a role model for the UDP One Team approach to development at Arizona;

- the ability to contribute to and adapt in a highly collaborative working environment;
- excellent communication skills;
- excellent interpersonal skills and the ability to create personal relationships;
- the ability to work effectively with a wide variety of individuals, including development officers, deans, faculty, and staff at corporations and foundations; and
- experience managing groups of development professionals and support staff.

A bachelor's degree is required for this position as is ten years of fundraising experience in higher education and/or health sciences.

### **DIVERSITY, EQUITY, AND INCLUSION**

The University of Arizona is privileged to be located in Arizona, a land of rich cultural traditions and heritage. Respect for diversity, defined with regard to race, ethnicity, culture, physical abilities, talents, language, spiritual practices, sexual orientation, gender identity, and life experiences is essential to the successful attainment of its mission to promote health and improve the prevention, diagnosis, and treatment of disease for all the people of Arizona and beyond, through education, research, and patient care. Its commitment to diversity enables University of Arizona to provide state of the art education, deliver the highest quality health care, critically address health care inequities, and perform leading edge research to benefit all of its communities.

The University of Arizona and the University of Arizona Foundation are committed to meeting all applicable provisions of state and federal law relating to equality of employment opportunity for all persons. This policy applies to all policies and procedures relating to recruitment and hiring, compensation, benefits, termination, and all other terms and conditions of employment.

The University of Arizona and the University of Arizona Foundation are equal opportunity, affirmative action institutions. They do not discriminate on the basis of race, color, religion, sex, national origin, age, ancestry, disability, medical condition, veteran status, marital status, pregnancy, sexual orientation, gender identity, gender expression, genetic information, or any other status protected by law in its programs and activities.

### **SALARY & BENEFITS**

University of Arizona Foundation offers a competitive salary and benefits package.

### **LOCATION**

This position is located in Tucson, Arizona. With a metropolitan population of nearly 1 million, Tucson encompasses a diverse, multicultural metropolis attracted by its natural beauty, rich history, nationally recognized university, and low cost of living (below the national median). Tucson consistently ranks among *U.S. News and World Reports* top 100 Best Places to Live for desirability, value, job market, and quality of life.

## APPLICATION INSTRUCTIONS

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

*To apply for this position, visit:*

[\*Vice President for Development, University of Arizona Health Sciences.\*](#)

*To nominate a candidate, please contact Anne Johnson:*

[\*annejohnson@aspenleadershipgroup.com.\*](mailto:annejohnson@aspenleadershipgroup.com)

*All inquiries will be held in confidence.*