



SENIOR EXECUTIVE DIRECTOR OF ADVANCEMENT  
SPENCER FOX ECCLES SCHOOL OF MEDICINE  
[UNIVERSITY OF UTAH HEALTH](#)  
FLEXIBLE/HYBRID LOCATION (METROPOLITAN SALT LAKE CITY, UTAH)



The Aspen Leadership Group is proud to partner with the University of Utah and University of Utah Health in the search for a Senior Executive Director of Advancement, Spencer Fox Eccles School of Medicine.

The Senior Executive Director of Advancement for the Spencer Fox Eccles School of Medicine will lead a team of clinical and academic fundraisers and alumni relations professionals to raise funds in support of key clinical, research, and educational initiatives such as diabetes, global health, genomics, medical innovation, precision medicine, neuroscience, and cardiovascular medicine at this top-tier medical institution. The Senior Director will develop and implement strategies that engage and strengthen alumni connections to the Spencer Fox Eccles School of Medicine, and will oversee a vision and strategy, in partnership with the Chief Philanthropy Officer, that will support of the Dean of the Spencer Fox Eccles School of Medicine and continue the current trajectory of the Spencer Fox Eccles School of Medicine towards the next level of excellence. The Senior Director will carry a portfolio of donors and prospects. As part of their fundraising responsibilities, the Senior Director also will be assigned a geographic territory outside of the state of Utah which they will visit once per quarter with the goal of engaging and soliciting alumni and other prospects.

Founded in 1850, the University of Utah is the state's public flagship institution and top-tier research university. It is Utah's oldest institution of higher education, and The Spencer Fox Eccles School of Medicine at the University of Utah is Utah's first medical school. The university provides its more than 32,000 students opportunities to grow with over 80 undergraduate majors to choose from, and almost as many minors and certificates. With a motto of *Imagine, then Do*, the university encourages all learners to be active participants in the educational process and to believe that all things are possible. An institution on the rise, Utah Athletics was invited to join the Pac-12 due to both its sporting prowess and the university's strong academic and scientific research achievements. It also boasts the lowest tuition among its Pac-12 and Big10 public peers and the lowest student-to-faculty ratio (18:1) of Utah public institutions. With an endowment of approximately \$1.32 billion, there is a strong network of alumni and friends that care deeply about the institution and its continued success.

The University of Utah is classified by the Carnegie Foundation among the 137 research universities with the "highest research activity" in the nation. The University of Utah is a member of the prestigious Association of American Universities, which for more than 100 years has recognized the most outstanding academic institutions in the nation. *U.S. News and World Report* ranks dozens of the university's programs—from computer science to psychology to physics to dance—in the top 100 in the nation. It has also been ranked first for best online college for bachelor's degree programs, best online college for master's degree programs, and best online for doctoral degree programs by *OnlineColleges.com*.

As an institution with a strong business school, *The Princeton Review* has named the university among the top 25 for online M.B.A. programs and entrepreneurship. The University of Utah is also a great place to work, having been ranked third amongst America's best employers for women by *Forbes*.

## **UNIVERSITY OF UTAH HEALTH**

The Spencer Fox Eccles School of Medicine at the University of Utah serves as the flagship medical education institution in the Intermountain West, with an impressive legacy of exceptional training and research for generations of physicians, scientists, educators, and health professionals. The medical school plays a central role at the University of Utah and University of Utah Health, one of a small number of academic health centers nationally that are collocated with and under common governance with a comprehensive research university and its significant strengths, including engineering, business, science, social and behavioral science, and many others.

With an annual budget of \$4.8 billion, University of Utah Health is a highly advanced university health system. The faculty practice and students learn among five hospitals and 12 community clinics; a 1,800-member University of Utah Medical Group; a highly-ranked research enterprise encompassing six schools and colleges, including the Schools of Medicine and Dentistry, Colleges of Health, Nursing, and Pharmacy and the Eccles Health Sciences Library; a 245,000+ member health plan; one of the nation's largest reference laboratories, ARUP Laboratories; and numerous institutes and centers reflecting interdisciplinary, professional expertise in over 200 specialties. The foundational collaborative legacy of University of Utah Health is driving its trajectory forward as a highly innovative and integrated health care delivery, research, education, and service organization that is serving as a model for the nation.

University of Utah Health is ranked #15 in Research, #21 in Primary Care, and #6 in graduates practicing in rural areas among public universities. The Spencer Fox Eccles School of Medicine at the University of Utah trains more than two-thirds of Utah physicians, nurses, pharmacists, therapists, and other health care professionals, offering both M.D. and Ph.D. degrees, and its physician assistant program is ranked #4 in the nation (*U.S. News and World Report*).

University of Utah Health continues to open new care facilities on and off campus, including the state-of-the-art Craig H. Neilsen Rehabilitation Hospital. It now treats more patients from Utah and neighboring states than ever before through a growing network of over two dozen regional affiliate hospitals and health systems throughout the Intermountain West. The system provides care for residents of Utah, Idaho, Colorado, Nevada, Montana, and Wyoming, in a referral area encompassing more than 400,000 square miles, 10% of the continental United States.

For 13 consecutive years, Vizient Inc. has ranked University of Utah Health in the nation's top 10 for quality health care among leading academic medical centers. The only other academic medical center to hold this distinction is the Mayo Clinic. U of U Health achieved the #7 ranking in the nation in 2022.

## **REPORTING RELATIONSHIPS**

The Senior Executive Director of Advancement, Spencer Fox Eccles School of Medicine will report to the Chief Philanthropy Officer, Marika V. Jones. The Senior Executive Director will oversee a team of 15 staff including including four Senior Directors of Advancement, eight Directors of Advancement, and three School of Medicine Alumni Relations professionals.

## **FROM THE CHIEF PHILANTHROPY OFFICER**

*Thank you for your interest in the Senior Executive Director of Advancement position at the Spencer Fox Eccles School of Medicine at the University of Utah.*

*The University of Utah is a dynamic and exciting place to build your career. The university is characterized by a culture of collaboration, innovation, and compassion. As an organization, we continually strive to do more and be more; to be among the best in the nation and world while providing unsurpassed service and impact to the people of the state and nation. By any benchmark, Utah is a university on the rise. Fundraising has grown from just over \$200 million per year in 2015 to over \$400 million in 2022. On March 30, 2023, University Advancement completed a successful \$3 billion campaign, of which University of Utah Health raised \$1.62 billion. Likewise, research funding has increased every year for the last nine years, reaching a high of \$686 million in 2022. For the 13<sup>th</sup> consecutive year, University of Utah Hospital ranked in the top 10 nationally for the prestigious Vizient Quality Leadership Award. In 2019, the University of Utah was invited to join the prestigious Association of American Universities.*

*It is also an exciting time to be at the Spencer Fox Eccles School of Medicine. The newly named school combines excellence in teaching, research, and clinical expertise to train tomorrow's physicians for the rapidly changing world of medicine. The Spencer Fox Eccles School of Medicine trains two-thirds of Utah physicians, offering an MD degree, several PhD programs, and is home to the No. four-ranked physician assistant program in the nation. Applicants to the school have tripled in the past three years, a reflection of its growing international reputation.*

*Slated to open in 2027, fundraising is nearing completion on an iconic new education building for the school to call home. The new building will house state-of-the-art simulation facilities, flexible learning studios, and virtual reality caves in addition to gathering and conference space, student wellness programs, and dining facilities. To accompany the new building, the Spencer Fox Eccles School of Medicine faculty are modernizing the medical education curriculum (MedEdMorphosis) to facilitate integrated learning and clinical experiences from the student's first day on campus. With one of the fastest-growing economies in the nation, Utah's population and demographic composition is rapidly changing. The Spencer Fox Eccles School of Medicine is attracting and educating a diverse student body that can meet the future needs and demands of our community.*

*As we look to the future, many exciting growth projects, including an innovation and discovery building and hospital and ambulatory care center, will require philanthropic support. Working in collaboration with me, Dean Michael Good, the Associate Vice President of Research, and the hospital's senior team, the Senior Executive Director will provide leadership, vision setting, and strategy for the organization while cultivating philanthropic relationships in order to support University of Utah Health's quadripartite mission of education, research, clinical care, and community engagement.*

*Thank you in advance for your interest in this unique role. I hope that we can discuss this opportunity further, and that you will come to know Utah as an inspiring, innovative organization, just as I have.*

—Marika V. Jones, Chief Philanthropy Officer

## **THE UNIVERSITY OF UTAH'S COMMITMENT TO EQUITY, DIVERSITY, AND INCLUSION**

The University of Utah celebrates the rich diversity of its staff, students, trainees, and faculty, by striving to make its campus a welcoming, inclusive, and anti-racist environment. The ways in which communication takes place should always seek to honor the humanity of each person who crosses paths with the institution, where no one perspective is more worthy than another.

As a part of the University of Utah, University of Utah Health Advancement is deeply committed to fostering, cultivating, and preserving a culture of equity, diversity, and inclusion (E.D.I.). It embraces this commitment to grow and maintain a diverse, safe, and inclusive workplace culture for all employees in university advancement. With an increasingly diverse population of alumni and donors, it recognizes that nationally the most successful advancement offices employ individuals who can connect with these diverse communities and understand approaches that mirror a broad perspective of cultures, values, and experiences. The long-term strength and viability of the University of Utah stem from the ongoing E.D.I. practices, and university advancement works intentionally to ensure these efforts are reflected in all aspects of its fundraising and advancement work.

It highly encourages applications from historically underrepresented minority groups, persons with disabilities, persons who have served in the military, and others who would bring additional dimensions of education and experience to the team.

### **PRIMARY RESPONSIBILITIES**

The Senior Executive Director of Advancement, Spencer Fox Eccles School of Medicine will

- create a vision for and execute a strategy to continue the rapid growth trajectory of the Spencer Fox Eccles School of Medicine and achieve the next level of excellence;
- develop a comprehensive strategy to engage both grateful patients and alumni in the priorities of the Spencer Fox Eccles School of Medicine and the University of Utah Hospitals and Clinics including strategic initiatives towards the continued growth and development of grateful patient and alumni engagement programs, enhanced collaboration with the University of Utah Hospitals and Clinics, and the development of best-in-class alumni relations, annual fund, and stewardship programs;
- establish the best fundraising practices in an academic medical center and provide overall management to the Spencer Fox Eccles School of Medicine Advancement team;
- oversee the identification, cultivation, solicitation, and stewardship of donors and prospects who can make major and principal gifts to the Spencer Fox Eccles School of Medicine;
- mentor and coach Advancement and Alumni Directors, and their respective staff, in setting strategies for major gift solicitations and identifying opportunities to strengthen, leverage, and engage the university's volunteers and advisory boards in meaningful ways;
- work with Directors of Advancement to set individual, school, and departmental fundraising objectives that are meaningful, challenging, realistic, and metric and action-oriented;
- recruit, supervise, and evaluate Development Officers and other staff to function at optimal effectiveness; and
- carry a portfolio of major gift prospects and donors and be visible with key donor and volunteer constituencies, to lead by example.

### **LEADERSHIP**

#### **Taylor R. Randall**

#### **President, University of Utah**

Taylor R. Randall was selected by the Utah Board of Higher Education as the 17th President of the University of Utah in August 2021. An award-winning educator, innovative leader, and champion of higher education, he comes to the position with more than two decades of experience at the U, serving as both Dean of and an accounting professor in the David Eccles School of Business. He is the first alumnus since 1973 to serve as President.

Randall began his tenure building on the momentum established by his predecessors, declaring a bold vision to make the University of Utah a top 10 public university with unsurpassed societal impact. His strategy outlines three objectives: to inspire a new generation of students by revolutionizing the student experience; innovate and generate discoveries that change the world; and impact the lives of all 3.3 million Utahns. The vision includes goals to increase enrollment to 40,000 students and secure \$1 billion in research funding annually.

In his 20-plus years at the university, Randall has become known as a dynamic leader who drives growth and innovation. During his tenure as Dean of the David Eccles School of Business from 2009-2021, the school grew five-fold and now holds top 10 entrepreneurship rankings for both undergraduate and graduate programs. Seven of the school's programs are currently ranked in the top 25 in the nation. Under his leadership, the business school also expanded experiential learning opportunities and its societal impact with the creation of the Goff Strategic Leadership Center, the Kem C. Gardner Policy Institute, the Marriner S. Eccles Institute for Economics and Quantitative Analysis, and the Sorenson Impact Center.

Randall began his career at the U as a professor of accounting from 1999-2009. He received awards for the best teacher in the MBA, Executive MBA, and undergraduate programs, as well as the Brady Superior Teaching Award. His professional experience includes consulting positions with major companies such as General Motors, Dupont, and O.C. Tanner. He graduated from the University of Utah in 1990 with honors in accounting and earned an MBA and a doctorate in operations and information management from the Wharton School of Business at the University of Pennsylvania.

**Dr. Michael Good**

**Chief Executive Officer, University of Utah Health**

**Dean, Spencer Fox Eccles School of Medicine at the University of Utah**

**Senior Vice President of Health Sciences**

Dr. Michael L. Good is the CEO of University of Utah Health, the Dean of the Spencer Fox Eccles School of Medicine at the University of Utah, and the Senior Vice President of Health Sciences. Dr. Good works to assure the professional and educational success of the talented faculty, staff and students who make University of Utah Health one of the nation's premier centers of academic health sciences.

Prior to coming to University of Utah, Dr. Good served as Dean of the University of Florida College of Medicine, where he maintained a strong focus on teams, faculty, and students. A professor of anesthesiology, Dr. Good is also a noted inventor. Early in his academic career, he led a team of UF physicians and engineers to create the Human Patient Simulator, a sophisticated computerized teaching tool that is now used in health-care education programs throughout the world.

Dr. Good graduated with distinction from the University of Michigan with a bachelor's degree in computer and communication sciences. He also earned his medical degree from Michigan and moved to Gainesville in 1984 to complete residency training in anesthesiology and a research fellowship at the University of Florida. He joined the UF College of Medicine faculty in 1988. In his 30 years on the faculty, Dr. Good has held numerous leadership positions at UF and its clinical affiliates. His leadership experience also extended to the Malcom Randall VA Medical Center and the North Florida/South Georgia Veterans Health System, where he served as chief of staff and system medical director, respectively.

Dr. Good is a member of the American Medical Association, and the American Society of Anesthesiologists. He currently serves on the Board of Directors for University of Utah Hospitals & Clinics and ARUP Laboratories.

**Marika V. Jones, M.B.A.**

**Chief Philanthropy Officer, University of Utah Health**

Marika Jones is a seasoned advancement professional with over 30 years of experience in building development organizations to advance the goals of hospital systems, universities, and non-profit

organizations. Jones currently serves as the Chief Philanthropy Officer for University of Utah Health, where her team of 50 professionals is responsible for raising over \$200 million per year in support of five schools and colleges and the University of Utah Hospitals and Clinics. Prior to her position at the University of Utah, Marika served as president of the UnityPoint Health–Trinity Health Foundation in Moline, Illinois, where she successfully implemented a comprehensive development program increasing annual revenues tenfold.

She has also served in development leadership positions at Iowa State University and the University of Michigan where she participated in several \$1 billion+ campaigns. Jones holds an M.B.A. from the University of Chicago Booth School of Business and a Bachelor of Science in Industrial and Operations Engineering from the University of Michigan.

### **PREFERRED COMPETENCIES AND QUALIFICATIONS**

The University of Utah and University of Utah Health seek a Senior Executive Director of Advancement, Spencer Fox Eccles School of Medicine with

- a commitment to the mission of University of Utah Health—to serve the people of Utah and beyond by continually improving individual and community health and quality of life achieved through excellence in patient care, education, and research;
- effectiveness modeling, teaching, and implementing best-practice fundraising skills;
- comprehensive campaign experience including strong strategic planning, project management, and outcomes evaluation experience;
- an ability to compellingly articulate the mission and vision of the Spencer Fox Eccles School of Medicine;
- an ability to gather and analyze information effectively, making appropriate decisions in the face of ambiguity;
- an ability to act decisively, yet thoughtfully;
- an ability to advance the interests of donors and potential donors while honoring and protecting the institution’s best interests;
- an ability to engage, cultivate, solicit, and steward individuals from all walks of life and varying philanthropic capacity levels;
- an ability to serve as a collegial team builder including an ability to serve staff members by taking an interest in advancing their careers and providing the support necessary for them to be successful;
- a collaborative approach and an ability to work across organizational boundaries and embody the One U philosophy;
- strong strategic thinking skills and an ability to create a long-term vision for the school and execute that strategy, making it a reality;
- respect for and an ability to contribute to the university’s commitment to diversity, equity, and inclusion;
- an ability to motivate and lead diverse teams of faculty and advancement professionals in the creation and solicitation of multi-disciplinary, transformational gifts;
- an ability to understand the changing landscape of technology and how it can impact success;
- an ability to serve as a representative of the university, acting with integrity and treating all with respect including donors, prospective donors, faculty, and staff;
- strong writing and speaking skills; and
- an ability to model and uphold the values of integrity, empowerment, collaboration, and belonging.

University of Utah Health will consider candidates with a broad range of backgrounds. A bachelor's degree or an equivalent combination of education and experience and at least ten years of successful professional fundraising experience, ideally in an academic medical setting, including five years of fundraising management experience is preferred.

#### **SALARY AND BENEFITS**

The salary range for this position is \$240,000 to \$260,000 annually. University of Utah and University of Utah Health offer a comprehensive [package of benefits](#).

#### **LOCATION**

The University of Utah and University of Utah Health are in Salt Lake City, Utah. This role provides an opportunity for a flexible hybrid (2-3 days on-site and 2-3 days remote weekly) work environment.

#### **APPLICATION INSTRUCTIONS**

All applications must be accompanied by a cover letter and résumé. ***Cover letters should be responsive to the mission of the University of Utah Health as well as the responsibilities and qualifications presented in the prospectus.*** Preference will be given to applications received by May 22, 2023.

To apply for this position, visit: [Senior Executive Director of Advancement, Spencer Fox Eccles School of Medicine, University of Utah Health](#).

To nominate a candidate, please contact Steven Wallace, [stevenwallace@aspenleadershipgroup.com](mailto:stevenwallace@aspenleadershipgroup.com).

*All inquiries will be held in confidence.*