



**ASSOCIATE VICE CHANCELLOR, HEALTH SCIENCES ADVANCEMENT  
UNIVERSITY OF CALIFORNIA SAN DIEGO**

**San Diego, California**

[University of California San Diego](https://www.ucsd.edu)

**UC San Diego**

**ADVANCEMENT**

University Development

The Aspen Leadership Group is proud to partner with University of California San Diego in the search for an Associate Vice Chancellor, Health Sciences Advancement.

As the primary development officer for Health Sciences Advancement, the Associate Vice Chancellor is responsible for facilitating relationships between the university and a passionate community of world-class philanthropists, leading a projected staff of more than 40 fundraising professionals, and serving as a key member of the Vice Chancellor of Advancement's senior leadership team. The Associate Vice Chancellor will develop short- and long-term strategies for ongoing fundraising initiatives in the Health Sciences including specialized and campus-wide capital campaigns, and will play an instrumental role in planning for Health Sciences priorities in conjunction with the campus-wide fundraising initiatives. The Associate Vice Chancellor will act as the liaison to Health Sciences communications and marketing programs, and with the central Advancement team to create a customer-centered development operation. The Associate Vice Chancellor will provide leadership and overall program strategy in planning and coordinating and securing transformative, principal, and major gifts, and will have complete oversight and accountability for fundraising for the clinical, academic, and annual fund programs for the School of Medicine, Skaggs School of Pharmacy and Pharmaceutical Sciences, and Medical Centers. The Associate Vice Chancellor will have significant management responsibilities for the Health Sciences fundraising staff and provide an efficient organizational structure, strong leadership and supervision, and the implementation of innovative fundraising strategies, best practices, and performance standards. The Associate Vice Chancellor will develop a fully integrated annual business plan and budget to successfully manage and achieve annual goals and benchmarks for Health Sciences Advancement that are integrated into the Advancement strategic plan and consistent with the university's strategic plan. The Associate Vice Chancellor is responsible for annual budget management and expenditure of approximately \$7.5 million in support of Health Sciences Advancement operations.

At the University of California San Diego, challenging convention is its most cherished tradition. Since its inception, UC San Diego has been shaped by exceptional scholars who take risks and redefine conventional wisdom. Through sheer determination and a relentless pursuit for groundbreaking discovery, UC San Diego has earned recognition as one of the world's premier research universities and one of the top-10 public universities in the nation. *Washington Monthly* has consistently ranked UC San Diego as the top public university for positive impact on the nation.

In only four decades, UC San Diego Health Sciences has achieved international distinction and excellence in biomedical research, education, and clinical medicine. It has incorporated the most effective practices of progressive medical education techniques and technologies, capitalizing on the university's research and clinical strengths to engage students in the most innovative approaches to research and clinical care.

UC San Diego is uniquely equipped to help its collaborative partners meet their objectives: its School of Medicine adopted an integrative medical education curriculum, and it has built a Medical Education Center that incorporates leading edge technology to support this 21st-century curriculum. In addition, UC San Diego faculty members are highly regarded for their research accomplishments, clinical expertise, and educational effectiveness. UC San Diego Health Sciences has a sound educational administrative infrastructure, commended by the Liaison Committee on Medical Education, in support of its ongoing success.

The UC San Diego School of Medicine was ranked 9<sup>th</sup> in the latest edition of *U.S. News and World Report* for research and is ranked 5<sup>th</sup> in the nation among public medical schools by *U.S. News and World Report* – the youngest school among the top 5 public schools. UC San Diego School of Medicine ranks #1 in the nation in federal research funding per faculty member (#1 in clinical research and #3 in basic research). Among ranked departments, UC San Diego is #1 in Family Medicine, Neurosciences, Surgery, and #2 in Anesthesiology, Ophthalmology, Orthopaedics, Pediatrics, Pharmacology, and Psychiatry. UC San Diego ranks 4<sup>th</sup> in the world in terms of 'citation impact' in the fields of science and social science, with world-wide notable faculty.

### **REPORTING RELATIONSHIPS**

The Associate Vice Chancellor, Health Sciences Advancement will report to the Vice Chancellor of Advancement.

### **HEALTH SERVICES ADVANCEMENT**

Launched publicly in March 2017, the *Campaign for UC San Diego* is the most ambitious fundraising effort in the university's history: a \$2 billion comprehensive fundraising campaign to transform the student experience, the campus, and ultimately the world. Private support is necessary to help UC San Diego continue to drive innovation, advance society, propel economic growth, and, ultimately, solve the world's most pressing problems.

UC San Diego Health is an internationally recognized academic health system that provides compassionate, personalized patient care alongside leading-edge, bench-to-bedside research. Its physician-scientists investigate therapeutic options while educating the medical leaders of the future, supported by an interdisciplinary infrastructure that accelerates learning. With its tradition of challenging convention, it develops groundbreaking medical advances that bring healing to the community and the world.

As the region's only academic health system, UC San Diego Health brings patients together with nationally recognized clinicians steeped in knowledge of the latest medical advances and emerging treatment options. To meet the demand of increasing patient needs, it is expanding capacity with new facilities and technology.

At UC San Diego, some of the brightest new minds in science and medicine study alongside expert faculty in a problem-based, research-intensive environment. Two new programs—one in public health and longevity and a second for study of empathy and compassion —exemplify how UC San Diego is preparing the next generation health leaders.

In state-of-the-art laboratories, UC San Diego brings together physician-scientists and collaborative partners to nurture a culture that sparks discovery and advances clinical care. Its researchers move between patient bedside and laboratory bench to understand pressing health care issues and translate findings into clinical trials and proven treatments.

Creating new pathways of excellence between laboratory and treatment, UC San Diego's physician-scientists and students are nationally distinguished in research, education, and clinical care. And with the region's best hospital and sole academic medical center, UC San Diego delivers outstanding patient care to the community through a distinctive blend of clinical acumen, groundbreaking research, and inspired teaching.

### **PRINCIPAL OPPORTUNITIES**

The Associate Vice Chancellor, Health Sciences Advancement will oversee the entire health sciences fundraising unit, consisting of over 40 talented professionals, and a budget of \$7.5 million. Working in close collaboration with leadership at the highest levels within the Chancellor's office, and leaders across the health system of UC San Diego, the Associate Vice Chancellor has complete oversight for fundraising in the clinical, academic, and annual fund programs for the School of Medicine, Skaggs School of Pharmacy and Pharmaceutical Sciences, and Medical Centers.

UC San Diego Advancement has reached their \$2 billion campaign goal this year, which puts this role in the unique position of closing out an already [strong campaign](#) in 2022, and leading planning efforts for health sciences in the next campaign cycle.

The university is seeking a highly skilled individual who have a proven track record in hospital, medical, and academic fundraising including experience with similar size/scope of managing large fundraising teams (15+), and raising transformational gifts of \$20 million and above.

This opportunity allows a front-row seat at the leadership table, with full decision power of fundraising directive in the health sciences of an [award-winning](#) hospital and medical school.

### **PRIMARY RESPONSIBILITIES**

The Associate Vice Chancellor, Health Sciences Advancement will

- serves as the lead fundraiser for the campus and medical center;
- provide leadership and direction for a comprehensive Health Sciences fundraising program for activities to include program strategy in planning, coordinating principal and major gifts, and complete oversight for the clinical, academic, and annual fund programs for the School of Medicine, Skaggs School of Pharmacy and Pharmaceutical Sciences, and Medical Centers;
- build the prospect pipeline and provide leadership in the development of individual and programmatic strategies for moving prospects from identification and qualification to solicitation and closure;
- manage the efforts of Health Sciences fundraising volunteers;
- create leadership mechanisms for volunteer participation in fundraising;
- supervise the management of programs implemented to engage volunteers and donors in activities benefiting UC San Diego Health Sciences;
- manage a personal portfolio of prospects including the most influential and generous alumni and friends to include at least 25 principal gifts prospects and donors for cultivation and solicitation, focusing on individuals and entities with capacities of \$5 million or more;
- personally identify, cultivate, solicit, and provide stewardship for individuals, corporations, and foundations capable of contributing gifts in excess of \$500,000;
- serves as a leader of the nonprofit public-benefit corporation that raises, invests, and administers funds donated to the foundation;

- provide leadership and supervision for professional Health Sciences development staff, soliciting major gifts, special gifts, planned gifts, and annual gifts;
- with the Vice Chancellor for Health Sciences, the Dean of the School of Medicine, and the CEO, Health Systems, set fundraising priorities and solicitation strategies for programs and projects initiated by Health Sciences administration and faculty;
- coordinate development activities with other fundraising teams within Advancement and conduct them in accordance with office, campus, and UC San Diego fundraising policies and procedures; lead, direct, and manage large complex programs within the central development office, including central office fundraising activities and central development support operations;
- oversee operations in Health Sciences Advancement that provide service to all Health Sciences centers, departments, and divisions;
- develop, plan, coordinate, and implement a comprehensive fundraising and donor relations program for the Health Sciences;
- regularly communicate with the Vice Chancellor for Health Sciences and CEO, Health Systems regarding the status of campaign and fundraising initiatives;
- communicate to faculty and staff regarding Health Sciences development activities and programs;
- prepare an annual work plan and cultivation and solicitation plans for Health Sciences leadership;
- participate in creating multiple-source financing plans for various capital projects;
- manage the Health Sciences Leadership and Health Sciences Advisory Boards, which includes top donors and prospects;
- develop and/or review all fundraising proposals and feasibility studies for proposed fundraising programs, for review by Vice Chancellor for Advancement;
- create and provide an organizational model for capital programs in order to produce funds for activities not funded through appropriations such as endowments and physical facilities;
- serve as advocate and counsel to the Chancellor, Vice Chancellors, Deans, and Directors on behalf of Advancement staff and units in Health Sciences Development;
- provide leadership and management to the Health Sciences Development Team and act when asked in the Vice Chancellor of Advancement's stead with respect to university senior management;
- develop and promote a work environment that rewards collaboration with colleagues across the campus, and individual and collective success;
- identify and analyze issues and concerns and work with leadership to develop final solutions;
- manage an annual budget and expenditures of approximately \$7.5 million in support of Health Sciences development operations;
- recruit, train, mentor, guide, direct, and evaluate experienced and competent personnel as the need arises, with a commitment to promoting diversity;
- create environments that enhance communication and collaboration between individuals within Health Sciences and across the university; and
- participate in UC San Diego Advancement activities including serving as member of the Vice Chancellor's Advancement's Senior Management Team.

## KEY COLLEAGUES



**Suzi Sterner**  
**Assistant Chancellor**

Reporting to the Chancellor and working in close collaboration with the Assistant Chancellor/Chief of Staff, Suzi Sterner provides broad scope research and analysis, as well as strategy development, to advance the Chancellor's initiatives and vision for the university. Sterner provides senior executive-level oversight and coordination of campus strategic initiatives and their implementation, with a special emphasis on serving as the link between Advancement leadership and the Chancellor. The Assistant Chancellor represents and acts on behalf of the Chancellor with both internal and external audiences, and identifies objectives, formulates strategies, directs programs, coordinates resources and reports outcomes. The Assistant Chancellor has the primary responsibility for campus-wide, overarching "signature events," and for all collateral for these activities. In her role, Sterner supervises Creative Services and Publications, Special Events and Protocol, and immediate office staff, including student employees.



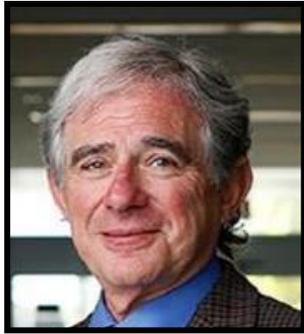
**David Brenner**  
**Vice Chancellor for Health Sciences**

Dr. David Brenner is Vice Chancellor for Health Sciences. In this role, he leads the School of Medicine, Skaggs School of Pharmacy and Pharmaceutical Sciences at University of California, San Diego, and UC San Diego Health.

A distinguished physician-scientist and leader in the field of gastroenterological research, Dr. Brenner first joined UC San Diego Health in 1985 as a gastroenterology fellow, later joining the School of Medicine faculty, and serving as a physician at Veterans Affairs (VA) San Diego Healthcare System. He also served as a Pew Scholar in the Biomedical Sciences and a Clinical Investigator in the VA system. In 1993, Dr. Brenner became professor and chief of the Division of Digestive Diseases and Nutrition at the University of North Carolina at Chapel Hill, where he continued to earn accolades for his patient care and research. He was ultimately recruited to UC San Diego Health from Columbia University Medical Center College of Physicians and Surgeons, where from 2003 to 2007 he was Samuel Bard Professor and chair of the Department of Medicine, a member of the Herbert Irving Comprehensive Cancer Center, a member of the Columbia University Institute of Nutrition, and physician-in-chief of New York Presbyterian Hospital/Columbia.

Dr. Brenner's professional memberships include the American Society for Clinical Investigation; the Association of American Physicians, for which he is currently President-Elect; the American College of Physicians; the American Gastroenterological Association, and the American Clinical and Climatological Association. He is also on the Board of Directors of two philanthropic foundations, the AlphaOne Foundation and the Alcoholic Beverage Medical Research Foundation. Dr. Brenner has also been published numerous times and serves on several editorial boards.

He earned his medical degree from the Yale University School of Medicine. After completing his residency at Yale-New Haven Medical Center, he served as a research associate in the Genetics and Biochemistry Branch of the National Institute of Diabetes and Digestive and Kidney Diseases (NIDDK) of the National Institutes of Health (NIH).



### **Steve Garfin**

#### **Interim Dean of the School of Medicine**

Steven Garfin, MD, is Interim Dean of the University of California San Diego School of Medicine. In this role, he directs the school's educational mission, including the evolution of its curriculum, and provides oversight for all academic and clinical departments and research units. He has a leadership role in all School of Medicine councils and collaborates with medical school Deans across the five University of California medical campuses.

An internationally recognized leader in orthopedic surgery, Dr. Garfin joined the UC San Diego School of Medicine faculty in 1981 and has served as chair of the Department of Orthopaedic Surgery since 1997. Under his oversight, the department received more than \$21 million in annual grant funding and ranked nationally for research output.

Dr. Garfin is well established as a forward-thinking leader, having been involved in designing and assessing surgical techniques and instrumentation to treat spinal disorders. At UC San Diego Health, he was the first to articulate the need for a world-class ambulatory building to support Jacobs Medical Center, a vision that resulted in the opening of the Koman Family Outpatient Pavilion.

In his clinical practice, Dr. Garfin specializes in complex reconstructive spine surgery, but also provides treatment for all types of spine conditions, including adult scoliosis, disc herniation, and spinal cord injury. He has received many awards for teaching, research and clinical care, including work that has contributed to current international standards for spine surgery.

Dr. Garfin earned his medical degree at the University of Minnesota and completed both an internship in surgery and an orthopaedic surgery residency at UC San Diego School of Medicine. He completed a fellowship in adult spine disorders at Pennsylvania Hospital.

He is a member or has served in leadership roles for several national and international spine societies, including the American Academy of Orthopaedic Surgeons, American Orthopaedic Association, International Society for the Study of the Lumbar Spine (ISSLS), the Orthopaedic Research Society, and the Lumbar Spine Research Society. He is a past president of the North American Spine Society (NASS), the International Society for the Advancement of Spine Surgery, and the Cervical Spine Research Society (CSRS). Dr. Garfin also serves on the Executive Governing Board for UC San Diego Health.

Among his many achievements, Dr. Garfin was named one of the top 28 surgeons in the U.S. by *Orthopedics This Week* in 2012. In 2013, he was honored with a lifetime achievement award by the International Society for the Study of Lumbar Spine, and by NASS with both the Wiltse Award and the Selby Award. Dr. Garfin has edited 21 books, authored more than 145 book chapters, and published over 300 peer-reviewed articles. He is deputy editor of the *Spine Journal*, which has the highest impact factor of orthopaedic specialty journals, and reviewer for a number of other orthopedic and spine peer-reviewed journals. His research awards include two Volvo Awards from ISSLS, multiple awards from NASS and CSRS, and the Orthopaedic Research Society New Investigator Recognition Award.

He was the director of American Academy of Orthopaedic Surgeons spine courses from 1990 to 1998, including the spine section of their instructional course lectures at annual meetings. He has also led or co-led a number of research grants supported by the National Institutes of Health, Department of Veterans Affairs and industry. Additionally, Dr. Garfin has served as the national principal investigator for a number of clinical trials for innovative new technologies in Phase I testing or through clinical trials leading to FDA and Medicare approvals.



**James McKerrow**

**Dean, Skaggs School of Pharmacy and Pharmaceutical Sciences**

Dr. James “Jim” McKerrow is the Dean of Skaggs School of Pharmacy and Pharmaceutical Sciences at UC San Diego Health Sciences. Dr. McKerrow came to UC San Diego from UC San Francisco, where he served as professor of pathology and director of the Center for Discovery and Innovation in Parasitic Diseases, a consortium of academic and industry scientists dedicated to the discovery and development of new drugs for neglected tropical diseases.

Dr. McKerrow has a wealth of experience in natural product research and drug discovery and development. Dr. McKerrow founded and served as Chief Executive Officer of Demeter Pharmaceuticals, a nonprofit company focusing on acquisition and screening of the largest marine natural products library in the United States.

He is an active teacher and mentor in graduate and postdoctoral programs, lectures to medical and health profession students, and has hosted underrepresented students each year for summer research internships. Committed to fostering science education in the community, he gives talks each year to elementary and high school students, and has presented three public lectures in the “Ask a Scientist” series in San Francisco.

He is a member of the American Society for Cell Biology, American Society of Microbiology, American Society of Biochemistry and Molecular Biology, American Society of Tropical Medicine and Hygiene, American Society of Parasitologists and the American Society of Immunologists. He currently serves on the editorial boards of Chemical Biology and Drug Design and PLoS Neglected Tropical Diseases. He has co-authored more than a dozen book chapters, published more than 250 articles and has been a keynote speaker at numerous conferences and symposia. His many honors include the Gregor Mendel Honorary Medal from the Academy of Sciences of the Czech Republic and the 2005 Distinguished Alumnus Award from the State University of New York (SUNY), Stony Brook.

Dr. McKerrow completed his residency training at UC San Francisco in pathology and his internship in Internal Medicine, as well as his medical degree, at SUNY, Stony Brook School of Medicine. Dr. McKerrow completed his doctoral degree in biology at UC San Diego and received his Bachelor of Science degree in both chemistry and biology at Haverford College in Haverford, Pennsylvania.

**PREFERRED QUALIFICATIONS**

University of California San Diego seeks an Associate Vice Chancellor, Health Sciences Advancement with

- expert knowledge of all aspects of fundraising, donor and public relations, and marketing including principles, concepts, techniques, and procedures;
- expert knowledge of the design and implementation of donor identification, cultivation, and solicitation strategies and techniques;
- expert skills needed to conceive, design, implement, and evaluate effective fundraising programs;
- expert knowledge of leadership and management principles, concepts, and techniques;
- a commitment to and understanding of the mission of UC San Diego Health Sciences;
- expert leadership and management skills, including the ability to select, train, mentor, motivate, and evaluate all levels of staff;
- expert written, oral, and interpersonal communication skills needed to establish and maintain effectively working relationship within all organizational levels and with outside constituencies;

- the ability to meet predetermined goals and objectives, including meeting fundraising goals and objectives;
- highly developed political acumen, strategic planning, and critical thinking skills;
- working knowledge of foundations and nonprofit, public benefit corporations;
- considerable professional experience and personal success in fundraising at the principal and transformative gift level (\$1 million to \$100 million);
- comprehensive knowledge of all major advancement functions including annual giving, foundations and corporations, planned giving from individuals, as well as local and national corporations and foundations;
- demonstrated experience in the creation and implementation of a fundamental plan for successful capital campaigns, including feasibility studies, identification of campaign projects, establishment of priorities, strategy, cultivation, and solicitation, negotiation, finalization of proposals and follow through, while providing leadership to the Health Sciences Development team;
- demonstrated success at raising funds by developing and implementing organizational and strategic communication plans that incorporate a clear definition of goals, target audiences, and strategies in line with institutional goals;
- experience formulating budgetary planning and the prioritization of projects, programs, and activities;
- strong management and leadership skills and an ability to provide guidance to maintain a strong team of players, with proven ability to promote a work environment that rewards individual and collective success, and the ability to motivate staff and act as a role model;
- a strong commitment to promoting diversity in the workforce;
- the ability to represent UC San Diego favorably to both campus and community constituents;
- a proven ability to develop an effective volunteer structure that maximizes the strengths of volunteers;
- an ability to inspire confidence and develop and maintain strong interpersonal relationships by displaying a strong sense of ethical conduct, including a commitment to uphold the AFT Code of Ethical Principles and Standards and the Donor Bill of Rights;
- a demonstrated understanding of the philosophy of quality service with proven aptitude for working as part of a team, and successful experience working collegially within a large, highly complex organization;
- a proven ability to provide critical analysis, using sound judgment with realistic expectations for projected results; and
- an understanding of and resonance with a faculty-driven institution and a track record of working effectively with faculty, preferably within academic medicine.

A bachelor's degree is required for this position. At least ten years of fundraising experience in a higher education or health care environment is preferred.

### **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 for each other. 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 as a whole.

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 a proactive 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.

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](#).

### **SALARY & BENEFITS**

University of California San Diego offers a competitive and comprehensive salary and 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.

### **APPLICATION INSTRUCTIONS**

All applications must be accompanied by a cover letter and résumé. Before submitting your materials, please read them over for accuracy. Review of applications will begin immediately and continue until the successful candidate has been selected.

*To apply for this position, visit:*

[Associate Vice Chancellor, Health Sciences Advancement, University of California San Diego](#).

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

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

*All inquiries will be held in confidence.*