



DIRECTOR OF ADVANCEMENT, DEPARTMENT OF INTERNAL MEDICINE

UNIVERSITY OF UTAH HEALTH

LOCATION — FLEXIBLE/HYBRID (SALT LAKE CITY)



The Aspen Leadership Group is proud to partner with the University of Utah and University of Utah Health in the search for a Director of Advancement, Department of Internal Medicine.

The Director of Advancement, Department of Internal Medicine will direct and coordinate efforts to solicit and secure gifts for the Department of Internal Medicine including gifts of significant value while developing, planning, and coordinating major gift and annual giving programs that focus on endocrinology, geriatrics, nephrology and hypertension, general internal medicine, and other department priorities. The Director of Advancement will be responsible for donor cultivation and solicitations in support of clinical, education, and research priorities, with a particular focus on the *Driving Out Diabetes Initiative*.

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 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*. The site also ranks the University of Utah among the 20 best online colleges for adults going back to school. *College Magazine* ranks it among the top ten best colleges for cinephiles.

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. U of U Health achieved the #7 ranking in the nation in 2022.

REPORTING RELATIONSHIPS

The Director of Advancement, Department of Internal Medicine will report to the Executive Director, Advancement, Hospital and Clinics, Brian Davis.

FROM THE EXECUTIVE DIRECTOR

Thank you for your interest in the Department of Internal Medicine Director of Advancement position at the University of Utah. It has been my great honor to support the work in the Department of Internal Medicine for ten years. Like most academic medical centers, the success of the institution is based on the success of the Department of Internal Medicine. This typically refers to clinical care, research, and education. However, I believe that this is especially true in advancement. I have had the remarkable opportunity of working with faculty, staff, former faculty, training alumni, and grateful patients to support the incredible work of the Department.

For 80 years, the Department of Internal Medicine has advanced health through excellence in each of our core domains (clinical care, research, and education). Today the [Department of Internal Medicine](#) is the largest department at the University of Utah with more than 450 faculty, 270 adjunct faculty, 173 Advanced Practice Clinicians (PA, DNP, APRN, etc.), and nearly 800 support staff. The Department of Internal Medicine is currently led by Dr. John Inadomi. I find Dr. Inadomi and other faculty to be great partners and advocates to advance the philanthropic support. This is particularly true in grateful patient fundraising.

Because of the scale of the Department of Internal Medicine, and to support the University of Utah Health's strategic research initiatives, the Advancement Strategy for the department is to focus this position on diabetes and primary care. As such, this position will not just support the Chair's priorities, but will focus on the Divisions of Endocrinology, Nephrology and Hypertension, General Internal Medicine, and Geriatrics, and [the Driving Out Diabetes Initiative](#). Coupling the strategic initiative with clinical areas will open up grateful patients to support the incredible work of Driving Out Diabetes.

Six years ago, the University of Utah, through a very generous donation, established the Driving Out Diabetes Initiative. This bold initiative incorporates a novel three-pronged approach to attack diabetes through prevention and outreach, clinical care, and research and training. Additionally, the program actively delivers screening services to populations who are most vulnerable to developing diabetes. Since it was established, this initiative has impacted more than 130,000 people in Utah and surrounding areas.

The Director of Advancement is at the intersection of cutting-edge science and clinical care. As we look forward to the future, there are many exciting growth projects that will require philanthropic support. This role works directly with leadership in vision setting and strategy while cultivating philanthropic relationships.

Thank you in advance for your interest in this unique role. I hope that we can discuss this opportunity further.



—Brian, Davis, Executive Director, Advancement, Hospital and Clinics

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 Director of Advancement, Department of Internal Medicine will

- plan strategies and goals to increase fundraising effectiveness including corporate giving, capital campaigns, planned giving, annual giving, major gifts, grant acquisitions, and special events;
- establish and execute grateful patient and alumni giving strategies specific to area leadership priorities and other fundraising needs of University of Utah Health;
- generate an annual work plan, establish and meet goals, and document work in the CRM;
- monitor gift accounts including endowed and expendable funds to ensure that they are being managed in accordance with donors' gift agreements;
- prepare and analyze market research and other data to aid in fundraising;
- develop long term relationships with potential donors including the cultivation of prospects as potential donors;
- ensure appropriate recognition of donors including stewardship and impact reports;
- oversee annual donor newsletters and communications for special events;
- organize and direct various boards and committees within the Department of Internal Medicine;
- track solicitation progress and ensure that proper records are kept of each solicitation to avoid duplication of effort;
- engage, support, and build strong partnerships with campus leaders across the Department of Internal Medicine to identify and execute vision; and
- engage, support, and build strong collaborative partnerships with care providers across the Department of Internal Medicine to engage potential new prospects.

LEADERSHIP

Dr. Michael Good

Chief Executive Officer, University of Utah Health

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

Senior Vice President of Health Sciences

Dr. Michael L. Good is the C.E.O. 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 U.F. 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 U.F. College of Medicine faculty in 1988. In his 30 years on the faculty, Dr. Good has held numerous leadership positions at U.F. 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.

John M. Inadomi, M.D.

Jon M. Huntsman Presidential Chair and Chair, Department of Internal Medicine

Dr. John Inadomi received an undergraduate degree in mechanical engineering from M.I.T. and an M.D. from the University of California, San Francisco (UCSF), where he completed his residency in internal medicine and fellowship in gastroenterology. He has been on the faculty of the University of New Mexico, the University of Michigan, UCSF, and the University of Washington where he served as the Division Head of Gastroenterology for 10 years. In 2020, Dr. Inadomi joined the University of Utah Health as the Jon M. Huntsman Presidential Chair and the Chair of the Department of Internal Medicine.

Dr. Inadomi is a gastroenterologist with expertise in comparative effectiveness research. He has received funding from the National Institutes of Health (NIH) to evaluate new techniques to decrease mortality from esophageal adenocarcinoma, and to test novel interventions to increase adherence to colorectal cancer screening tests. He is an associate editor of *Gastroenterology* and served as President of the American Gastroenterological Association (AGA) from 2021 to 2023.

Marika V. Jones, M.B.A.

Chief Philanthropy Officer, University of Utah Health

Marika Jones is a seasoned advancement professional with over 25 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.

Brian Davis

Executive Director, Advancement, Hospital and Clinics

Brian Davis was recruited to the University of Utah from private industry in 2013. Prior to coming to the University of Utah, Davis worked for a subsidiary of a global mining company for eight years. While there, he had many roles including internal and external communications, community relations, and legislative relations. At the time he left, Davis was responsible for the community giving program and foundation where he managed an annual budget of \$4 million.

At the University of Utah, Davis was recruited to be the Director of Advancement the Department of Internal Medicine. For 10 years, he has grown annual fundraising for the department substantially. Currently, Davis oversees fundraising staff in dermatology, and internal medicine. Davis's portfolio includes the University of Utah Hospital and Clinics and oversees the University Hospital Foundation.

PREFERRED COMPETENCIES AND QUALIFICATIONS

The University of Utah and University of Utah Health seek a Director of Advancement, Department of Internal 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;
- a passion for medicine, science, and education and an ability to effectively articulate the academic and public service mission of University of Utah Health;
- a track record of success in major gift fundraising, preferably at a complex, higher education research or academic healthcare institution;
- experience working within a prospect moves-management system that utilizes a central database;
- an ability to implement sophisticated, multi-year cultivation strategies that leverage a relationship-building and moves-management approach for securing philanthropic investments;
- experience identifying, cultivating, soliciting, and securing major gifts;
- knowledge of corporate and foundation fundraising and gift planning vehicles;
- a broad understanding of multi-faceted campaign planning, implementation, and management;
- knowledge of fundraising and alumni relations best practices;
- an ability to establish, cultivate, and steward meaningful relationships with donors;
- superlative interpersonal skills and an ability to work well with people at all levels of an organization, across a diverse range of educational and social backgrounds while demonstrating honest respect for each individual;
- an ability to effectively build and foster reciprocal relationships that engage University of Utah Health physicians and faculty in the cultivation, solicitation, and stewardship of key prospects and donors;
- experience in grant or proposal writing, public speaking, and experience working with print and/or electronic media;
- strong strategic communication, writing, and public presentation abilities;
- project management skills and the ability to work both independently and in a team setting;
- an understanding of higher education fundraising practices; and
- a commitment to advancing and exemplifying University of Utah Health's four organizational values of Trust, Compassion, Responsibility, and Collaboration.

A bachelor's degree or an equivalent combination of education and experience is required for this position as is at least five years of progressively responsible experience in fundraising, marketing, sales, business, public relations, annual, corporate, or foundation giving. Experience in an academic medicine environment is a plus.

SALARY AND BENEFITS

The salary range for this position is \$90,000 to \$120,000. The University of Utah and University of Utah Health offer and a comprehensive [package of benefits](#).

LOCATION

The University of Utah and University of Utah Health are in Salt Lake City, Utah. This role may provide an opportunity for a flexible/hybrid 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.*** Review of applications will begin immediately and will continue until the successful candidate has been selected.

To apply for this position, visit: [Director of Advancement, Department of Internal Medicine, University of Utah Health.](#)

To nominate a candidate, please contact Steven Wallace, stevenwallace@aspenleadershipgroup.com.

All inquiries will be held in confidence.