

SPEN LEADERSHIP GROUP

ASSOCIATE VICE PRESIDENT FOR MEDICAL CENTER ADVANCEMENT

[THE UNIVERSITY OF TOLEDO FOUNDATION](#)

Toledo, Ohio



The Aspen Leadership Group is proud to partner with The University of Toledo Foundation in the search for an Associate Vice President for Medical Center Advancement.

The Associate Vice President for Medical Center Advancement will design and implement strategies to identify, cultivate, and solicit financial support from alumni, friends, corporations and foundations, physicians, health care providers, and grateful patients for The University of Toledo Medical Center (UTMC).

The University of Toledo is a public research university that is the northernmost campus of the University System of Ohio. Incorporated in 1872 as the Toledo University of Arts and Trades, it has withstood many obstacles and transformations in its 150-year history. Today, the university is one of only 27 public research universities in the country to offer the comprehensive menu of academic options it provides to students. With over 250 undergraduate and graduate degree programs across multiple disciplines, students at The University of Toledo are driven to think smarter, tackle challenges, and improve lives. Renowned for research in the areas of astronomy and astrophysics; solar energy, water quality, and sustainable technologies; and cell architecture and dynamics, the university is home to more than 13,000 undergraduate and 4,000 graduate students. These students represent 44 states and 82 countries and participate in over 400 student organizations. The university athletic teams compete as the Rockets in NCAA Division I as part of the Mid-American Conference. The University of Toledo is represented by more than 169,000 living alumni around the world who serve as a tremendous resource for the university and one another.

The University of Toledo is a place where students obtain a world-class education and become part of a diverse community of leaders committed to improving the human condition in the region and the world. In achieving this mission, it focuses on values of excellence; student-centeredness; research and scholarship; professionalism and leadership; and diversity. As a leading research institution, The University of Toledo regularly receives recognition for its programs. There are currently 22 academic programs that are nationally ranked by *U.S. News & World Report*.

The University of Toledo operates a 450-acre Health Science campus, which includes The University of Toledo Medical Center (UTMC). Established in 1964 as a teaching hospital to train the future physicians and medical professionals of the greater Toledo region, the UTMC remains dedicated to providing advanced care and healing in a patient-oriented environment. With access to the latest clinical trials and medical research, the UTMC plays a vital role in the health and healing of the Toledo region. A strong emphasis on learning ensures the center attracts not only the best medical and health-profession students, but also the best care providers, nurses, technologists, physicians, and surgeons.

The UTMC is home to the College of Medicine and Life Sciences, College of Nursing, and College of Pharmacy and Pharmaceutical Sciences. The University of Toledo students in the College of Health and Human Services also have access to the UTMC and opportunities for volunteer experience and clinical rotations. The center offers educational courses for medical and health care professionals, continuing education, graduate education, online courses, paramedic training, and life support training.

As a leading medical center, the UTMC is often recognized for its focus on advanced care and healing for its patients. *U.S. News and World Report* has recognized it as a high-performing hospital in heart failure. The *American Heart Association* has recognized both the stroke and heart failure programs, and it has received regular recognition from the *American College of Cardiology*. The UTMC has received accreditation for radiation oncology by the *American Society for Radiation Oncology* and was named one of the 100 hospitals and health systems with great oncology programs by *Becker's Hospital Review*. In 2018, the *Human Rights Campaign Foundation* named the UTMC as a leader in LGBT healthcare equality.

REPORTING RELATIONSHIPS

The Associate Vice President for Medical Center Advancement will report to the Vice President for Advancement, Floyd Akins and Rick Swaine, CEO of the UTMC. The Associate Vice President will serve as a member of the Advancement Leadership Team.

FROM THE VICE PRESIDENT AND CHIEF EXECUTIVE OFFICER

The University of Toledo Medical Center has a rich history of understanding and meeting the needs of the community. We have cared for millions of patients and trained thousands of clinicians. We are uniquely positioned at this time in our history to realize our full potential by building upon highly recognized clinical services and programs. In July, the UTMC earned a four-star rating from the Centers for Medicare and Medicaid Services, a designation that reflects the hospital's continued revitalization and forward momentum. Earning a four-star rating is a major accomplishment for our hospital and a recognition of the tireless efforts of our entire team over the last several years. The UTMC's improved rating is an important benchmark that further validates our commitment to serving our community.

In the role of Associate Vice President for Medical Center Advancement, we are seeking a partner who will work with us across the institution to create a robust grateful patient fundraising program to support the needs of our patients, clinicians, learners, and community. We will engage our constituencies in meaningful ways, creating a culture of engagement and philanthropy in our clinical enterprise that will take the UTMC to the next level both regionally and nationally. This is a great opportunity for a talented advancement professional who is eager to create the first program of its kind at The University of Toledo Medical Center.

We value enthusiasm, tenacity, and a desire to make an impact in the community and in the field of healthcare. Together we will reach aspirational fundraising goals that we are poised and ready to meet; we will share our story, break boundaries, and put ideas into action.

—Floyd Akins, Vice President for Advancement and Rick Swaine, Chief Executive Officer

THE UNIVERSITY OF TOLEDO'S COMMITMENT TO DIVERSITY, EQUITY, AND INCLUSION

Diversity is a core value of The University of Toledo. The university embraces diversity of pedagogy, religion, age, ability, sexual orientation, gender identity/expression, and political affiliation. Diversity is essential to the university's ability to survive and thrive. The university recognizes that all do not arrive on campus with the same resources, which in turn creates different experiences and may exacerbate existing inequities. The practice of equity equalizes the playing field resulting in an inclusive environment that provides opportunity for full participation in the classroom and on campus by each of its members. An inclusive university embraces differences and fosters a sense of belonging among all its members and the community.

The University of Toledo's Office of Diversity, Equity, and Inclusion leads the university community in achieving the goals set forth in the [*Strategic Plan for Diversity, Equity, and Inclusion*](#). Its goals include increasing diverse representation while fostering a community in which everyone has a sense of belonging. The University of Toledo is committed to empowering individuals, expanding access, and meaningfully honoring all voices. It envisions a place where the entire community—faculty, staff, and students—can be their whole selves every day and it will cultivate a safe, diverse community that will harness its power to change cultures.

PRIMARY RESPONSIBILITIES

The Associate Vice President for Medical Center Advancement will

- develop the UTMC's grateful patient program while providing leadership and oversight for development activities at the UTMC;
- in cooperation with the Vice President for Advancement and CEO of the UTMC, coordinate deans and development staff to cultivate funding opportunities;
- under the leadership of the Vice President for Advancement and in cooperation with the CEO of the UTMC, Associate Vice President of Alumni & Annual Engagement, and the President of the UT Foundation, design and implement the advancement strategic plan;
- work with the Vice President for Advancement to serve as staff liaison to the Development Committee of the UT Foundation;
- develop and implement policies, procedures, and methods of operation that facilitate the accomplishment of program goals;
- identify, cultivate, and solicit a select portfolio of major gifts prospects;
- support and mentor development staff;
- travel as needed for fundraising activities and contact to reach donors locally, regionally, and nationally;
- work with the President and CFO of the UT Foundation and other staff to seamlessly integrate activities of gift processing and accounting with donor relations and stewardship; and
- supervise all major gifts activity on the UTMC campuses.

LEADERSHIP

Dr. Gregory Pastel

President, The University of Toledo

Dr. Gregory Pastel was named the 18th President of The University of Toledo during a special Board of Trustees meeting on March 3, 2021, after serving as Interim President since July 6, 2020.

He is former interim President and Executive Vice President for Health Affairs at the University of Louisville. Prior to joining UToledo, Dr. Pastel served as the Senior Client Partner representing healthcare services and higher education at Korn Ferry, a global organizational consulting firm. Dr. Pastel has more than 25 years of experience with academic medical center and university operations, governance, clinical care, teaching, and the support of research.

In addition to an accomplished career as an academic interventional neuroradiologist, Dr. Pastel served 18 years as Chair of the Department of Radiology at the University of Louisville School of Medicine and held the positions of Vice Dean for Clinical Affairs and Chairman of the Board at University Medical Center in Louisville. He was the founding Board Chair and later CEO of University of Louisville Physicians. Dr. Pastel served as Interim President of University of Louisville in 2017-18 and spent four years as its Executive Vice President for Health Affairs.

During his time in leadership at University of Louisville, Dr. Pastel oversaw the design and implementation of two academic affiliations including an eight-year, \$33 million per year pediatric affiliation with Norton Healthcare and a \$23 million per year adult affiliation agreement with KentuckyOne Health. He also led the planning and construction of the \$80 million Pediatrics Medical Office Building; management transition and subsequent Board leadership of University of Louisville Hospital; complete restructuring and implementation of the health sciences center budget and creation of two consecutive balanced budgets in the context of flat tuition and with no program closures; and reorganization of the athletics department.

A graduate of the College of Wooster and Case Western Reserve University School of Medicine, Dr. Pastel completed a residency in radiology at the Cleveland Clinic Foundation and a fellowship in neuroradiology at the Mayo Clinic Foundation.

Floyd Akins

Vice President for Advancement, The University of Toledo

Floyd Akins joined The University of Toledo in February 2022 as a fundraiser with 25 years of experience in higher education advancement, public relations, and admissions ready to move UToledo forward through philanthropy and increased engagement of alumni and friends.

Akins came to the university from Michigan State University, where he served as Associate Vice President for Advancement, overseeing constituent fundraising, individual giving, prospect development, and corporate and foundation engagement. Prior to that, Akins served as a Senior Consultant for the Aspen Leadership Group where he executed non-profit executive search and counsel in advancement and fundraising strategies.

In his career Akins also has served as Assistant Vice Chancellor for Development for the University of Tennessee Foundation, Senior Associate Vice President for Constituent Fundraising for Ohio State University and Vice President of the Ohio State University Foundation, and Executive Director of Development for the University of Iowa Tippie College of Business. He also held several positions at Grinnell College.

Akins earned a Master of Arts degree from the University of Iowa School of Journalism and Mass Communications and a bachelor's degree in communications from Eastern Illinois University College of Liberal Arts.

Rick Swaine

Chief Executive Officer, The University of Toledo Medical Center

Rick Swaine is Chief Executive Officer at The University of Toledo Medical Center. He assumed the position of CEO in April 2020. Swaine, who joined the UTMC as Chief Financial Officer in March 2019, has more than 30 years of experience in health care finance and administrative leadership.

Prior to his position at the UTMC, Swaine had a long career with Beaumont Health System in Southfield, Michigan. Among his responsibilities with Beaumont were leading the health system's post-acute services and serving as hospital President of the 280-bed Beaumont Hospital Grosse Pointe.

Swaine earned a bachelor's degree in accounting from Lawrence Technological Institute and a master's degree in finance from Walsh College.

He is on the Board of Directors and Finance Committee for Seedlings Braille Books for Children, a Michigan-based nonprofit that takes written children's books and converts them to Braille.

PREFERRED COMPETENCIES AND QUALIFICATIONS

The University of Toledo Foundation seeks an Associate Vice President for Medical Center Advancement with

- a commitment to the mission of The University of Toledo Foundation and The University of Toledo Medical Center—to improve the human condition by providing patient-centered and university-quality care;
- an ability to personally cultivate, solicit, and steward multiple gifts with significant institutional impact;
- an ability to guide, lead, and coach faculty and senior leaders to be effective fundraising partners;
- an ability to serve as a mentor to colleagues, providing coaching and support as needed;
- a commitment to diversity, equity, and inclusion including experience with and knowledge of best practices in the field;
- an understanding of management principles and budgeting fundamentals;
- an ability to recruit, train, and effectively manage volunteers;
- outstanding written and verbal skills;
- an ability to develop and maintain interpersonal relationships with multiple constituents;
- integrity, impeccable ethics, initiative, enthusiasm, and an ability to establish trust and credibility;
- a commitment to quality customer service;
- an ability to plan, organize, and take accountability for actions;
- problem solving and critical thinking skills; and
- excellence as a collaborator and partner and an ability to work across multiple high-level internal and external stakeholders to drive success.

A bachelor's degree or an equivalent combination of education and experience is required for this position as is at least seven years of increasingly responsible experience in development, with significant experience and success in major gift campaigns. Experience in healthcare philanthropy within a university setting is a plus.

SALARY & BENEFITS

The University of Toledo Foundation offers competitive compensation and a comprehensive package of benefits that includes medical insurance (dental and vision), health savings account, life and accidental death insurance, disability insurance, voluntary life options, flexible spending accounts, and a number of voluntary benefits.

LOCATION

This position is located in Toledo, Ohio.

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 Toledo Foundation and The University of Toledo Medical Center 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.

The University of Toledo hires and promotes based on an individual's qualifications, skills, ability to do the required work, merit, and overall potential. Diversity and equal employment opportunities are integral to its business activities. The university's policy of Equal Employment Opportunity is administered fairly to govern all parts of recruitment and selection, employment, job assignment, transfer, compensation, access to benefits and training, participation in recognition, corrective action, termination, and social and recreational programs as protected by federal, state, or local law. The University of Toledo does not discriminate based on race, color, gender, sexual orientation, age, religion, national origin, disability, military status or any other classification protected by law.

To apply for this position, visit:

[Associate Vice President for Medical Center Advancement, The University of Toledo Foundation.](#)

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

All inquiries will be held in confidence.