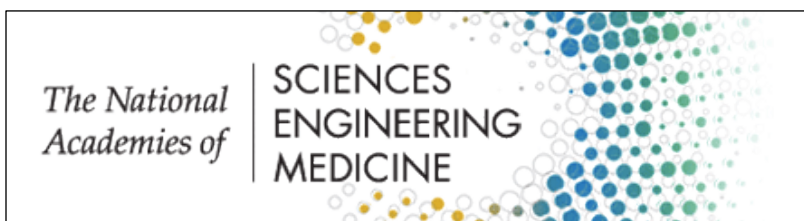


# ASPEN • LEADERSHIP • GROUP

**DIRECTOR OF DEVELOPMENT, NATIONAL ACADEMY OF MEDICINE**

Washington, DC

<http://nasonline.org>



The Aspen Leadership Group is proud to partner with the National Academy of Medicine (NAM) in the search for a Director of Development.

The Director of Development is a member of the senior leadership of the National Academies of Sciences, Engineering, and Medicine's Office of Development. The National Academies is in the planning stage of a major comprehensive fundraising campaign and the Director of Development will play a central role in this campaign.

The Director of Development will plan, implement, and evaluate all fundraising programs for the National Academy of Medicine and serve as a partner to the President, Chief Development Officer, and Academy leadership in setting and achieving goals for private support. The Director of Development will participate, as a senior leader in strategic and annual planning, in identifying priority initiatives, and securing private philanthropy to deliver organizational plans.

The Director of Development will manage a portfolio of major gifts and principal gift prospects including cultivation, solicitation, and stewardship. She or he will work closely with senior colleagues of the National Academies' Office of Development in planning and coordinating events, stewardship, annual giving, institutional giving, and planned giving for the NAM. The Director of Development will actively participate in building a culture of philanthropy and will work collaboratively with senior program colleagues across a decentralized development office and multi-tiered institution.

The National Academies of Sciences, Engineering, and Medicine (the National Academies) are private, non-profit institutions that provide expert advice on some of the most pressing challenges facing the nation and the world. Their work helps shape sound policies, inform public opinion, and advance the pursuit of science, engineering, and medicine. The National Academies believe that their people make them unique, so they ensure that their employees feel fulfilled in what they do, and, at the same time, enjoy work-life balance. The National Academies offer a world-class benefits package that includes health, retirement, and transportation benefits.

The Office of Development (OD) is the National Academies' fundraising arm and raises private support for projects and activities across the Academies from individuals, corporations, and foundations. As 501(c)(3) non-profit organizations, the National Academies count on the generosity of private donations to further their mission to advance science and technology; to advise government on policy for scientific, technical, medical, and engineering institutions; and on applications of science and technology to policy.

## **REPORTING RELATIONSHIPS**

The Director of Development, National Academy of Medicine will report to the Chief Development Officer and will have a direct working relationship with the NAM President. The Director's responsibility is to lead the fundraising program for the NAM. S/he works under the co-direction of the CDO and President of NAM, and is accountable to both for the program's success.

## **PRINCIPAL OPPORTUNITIES**

Society is facing an array of complex challenges. The National Academies of Sciences, Engineering, and Medicine are distinctly qualified to provide nonpartisan, objective guidance for decision makers and the public to address these challenges. As they have done since their founding in 1863, they marshal the energy and intellect of the nation's leading critical thinkers to respond to policy challenges with science, engineering, and medicine at their core. Academy members are among the world's most distinguished scientists, engineers, physicians, and researchers and include more than 300 Nobel laureates.

The mission of the National Academy of Medicine is to improve health for all by advancing knowledge and accelerating progress in science, medicine, policy, and health equity. The NAM actively identifies and addresses critical issues with balanced and authoritative scientific evidence; and leads and inspires action on bold ideas to impact science, medicine, and health in the United States and globally.

The National Academies are embarking on their first comprehensive campaign in nearly 20 years. With deep linkages to the top foundations and leading philanthropists in the United States and around the world, the National Academies are poised for a major comprehensive fundraising campaign. Under the leadership of its President, Dr. Victor Dzau, the NAM has been reaching out to major philanthropists around the world with grand challenge events hosted by leading figures in Hollywood, Silicon Valley, New York, and Hong Kong. This is an exciting opportunity for a seasoned professional to be a key leader in one of today's most distinctive fundraising campaigns and work closely with some of the world's most prominent figures in science, health, medicine, entertainment, business, and technology.

## **RESPONSIBILITIES**

The Director of Development, National Academy of Medicine will

- provide support and guidance for the President and Executive Officer in all fundraising activities for the Academy;
- participate in planning and delivery of a major comprehensive campaign;
- manage a portfolio of donors including identification, cultivation, and solicitation with an active program of face-to-face meetings and travel;
- prepare major donor proposals and approaches in collaboration with colleagues in the Office of Development;
- manage the internal process by which proposals are prepared and reviewed prior to submission to prospective donors;
- participate in the rating and screening process for assigned major gift and principal gift prospects;
- serve as an internal customer to annual giving, planned giving, and events/stewardship teams in delivering fundraising goals;
- prepare written contact reports for all relevant fundraising meetings, promptly distribute to colleagues, and record project and prospect activity using Raiser's Edge;
- report on prospects and projects at ongoing Office of Development and Academy meetings;

- participate in strategic planning efforts;
- identify funding sources and opportunities;
- develop strategies to cultivate, solicit, and steward prospects;
- prepare annual fundraising plans including key performance indicators, revenue targets, and expense forecasts following direction from the Chief Development Officer and contribute to the establishment of methods for measuring performance across the Office of Development;
- actively participate in building a culture of teamwork, collaboration, creativity, and high performance with employees of the Office of Development, employees of the National Academies, volunteers, donors, and members of the National Academies;
- represent the Office of Development in conferences, seminars, and other public and private events to advance the goals of the organization;
- provide leadership and mentor employees;
- train and develop employees to successfully perform current responsibilities and encourage development of staff for future roles;
- form effective teams and cultivate a work environment that fosters teamwork;
- interpret and ensure consistent application of organizational policies;
- initiate personnel actions, including performance and compensation reviews and disciplinary actions; and
- remain current and fully informed of laws, techniques, and advancements in the fundraising profession.

#### KEY COLLEAGUES



**Michael Murphy**

**Chief Development Officer, National Academies of Sciences, Engineering, and Medicine**

Michael Murphy joined the National Academies of Sciences, Engineering, and Medicine as their Chief Development Officer in 2015. Prior to moving to Washington, he served as Chief Executive Officer of the Foundation and Friends of the Royal Botanic Gardens, Kew in London, where he led its £100 million *Breathing Planet Campaign*. Murphy has served as the Director of Development for the Royal Society in London, where he led its successful 350<sup>th</sup> Anniversary Campaign. Murphy has also held senior positions at the Dublin City University Educational Trust, Antioch College, and Planned Parenthood of Chicago.

Murphy received a Bachelor's degree in East Asian Studies from Lawrence University with a period of undergraduate study at the Beijing Foreign Languages Institute and the Chinese University of Hong Kong. He holds a Master's degree in management from the McGregor School of Antioch University with subsequent executive education at the Stanford Graduate School of Business.

He is a dual citizen of the US and UK and has lived in four countries on three continents.



**Kimber Bogard, PhD**

**Senior Officer, Planning and Advancement**

**Director, Innovation to Incubation Program**

**Managing Officer, Culture of Health Program**

**Director, Forum on Investing in Young Children Globally**

Kimber Bogard, PhD is the Senior Officer of Planning and Advancement and Director of the Innovation to Incubation Program at the National Academy of Medicine. In these roles, she leads the planning effort at the National Academy of Medicine and catalyzes

internal and external partnerships and collaborations to bridge National Academies' consensus recommendations with implementation to have a greater impact on health. As the Managing Officer of the \$10 million Culture of Health Program, in partnership with the Robert Wood Johnson Foundation, Bogard works closely with a staff team and advisory group to design program activities that seek solutions to health inequities and disparities in the United States.

Bogard directs the Forum on Investing in Young Children Globally at the National Academies, with a staff team and 45 members from academia, philanthropy, US government agencies, non-governmental organizations, bi-lateral institutions, multi-lateral institutions, and industry. The Forum aims to bridge science to policy and practice in regions around the world and share its learnings through multiple communications vehicles.

She formerly directed the Board on Children, Youth, and Families at the National Academies where she oversaw a portfolio of projects on children's health and development. Previously, as the Associate Director of the Institute of Human Development and Social Change at New York University and Program Associate at the Foundation for Child Development, Bogard supported portfolios of grants and contracts that examined health, development, and well-being within a changing global context. A developmental psychologist by training, Bogard has worked with numerous organizations that support children's physical, cognitive, affective, and behavioral health and development from infancy through the early adulthood. Kimber often speaks to audiences about life course development in the context of families, schools, and communities, with a keen focus on how policies influence developmental, educational, and health trajectories.

In 2006, she received her PhD from Fordham University in applied developmental psychology, and she holds a Master's degree from Columbia University-Teachers College where she studied evidence-informed risk and prevention strategies for children, youth, and families.



**Victor J. Dzau**  
**President, National Academy of Medicine**

Victor J. Dzau is the President of the National Academy of Medicine (NAM), formerly the Institute of Medicine (IOM). In addition, he serves as Chair of the Health and Medicine Division Committee of the National Academies of Sciences, Engineering, and Medicine. He is Chancellor Emeritus and James B. Duke Professor of Medicine at Duke University and the past President and CEO of the Duke University Health System. Previously, Dr. Dzau was the Hersey Professor of Theory and Practice of Medicine and Chairman of Medicine at Harvard

Medical School's Brigham and Women's Hospital, as well as Chairman of the Department of Medicine at Stanford University.

Dr. Dzau has made a significant impact on medicine through his seminal research in cardiovascular medicine and genetics, his pioneering of the discipline of vascular medicine, and his leadership in health care innovation. His important work on the renin angiotensin system (RAS) paved the way for the contemporary understanding of RAS in cardiovascular disease and the development of RAS inhibitors as widely used, lifesaving drugs. Dr. Dzau also pioneered gene therapy for vascular disease, and his recent work on stem cell paracrine mechanisms and the use of microRNA in direct reprogramming provides novel insight into stem cell biology and regenerative medicine.

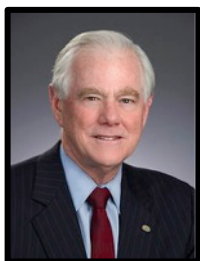
In his role as a leader in health care, Dr. Dzau has led efforts in health care innovation. His vision is for academic health sciences centers to lead the transformation of medicine through innovation, translation, and globalization. Leading this vision at Duke, he and his colleagues developed the Duke Translational Medicine Institute, the Duke Global Health Institute, the Duke-National University of Singapore Graduate

Medical School, and the Duke Institute for Health Innovation. These initiatives create a seamless continuum from discovery and translational sciences to clinical care, and they promote transformative innovation in health.

As one of the world's preeminent academic health leaders, Dr. Dzau advises governments, corporations, and universities worldwide. He has been a member of the Council of the IOM and the Advisory Committee to the Director of the National Institutes of Health (NIH), as well as Chair of the NIH Cardiovascular Disease Advisory Committee and the Association of Academic Health Centers. He served on the Governing Board of the Duke-National University of Singapore Graduate Medical School and the Board of Health Governors of the World Economic Forum and chaired its Global Agenda Council on Personalized and Precision Medicine. He also served as the Senior Health Policy Advisor to Her Highness Sheikha Moza (Chair of the Qatar Foundation).

Currently, he is a member of the Board of Directors of the Singapore Health System, the Expert Board of the Imperial College Health Partners, UK, and the International Advisory Board of the Biomedical Science Council of Singapore. In 2011, he led a partnership between Duke University, the World Economic Forum, and McKinsey, and he founded the International Partnership for Innovative Healthcare Delivery and currently chairs its Board of Directors.

Among his honors and recognitions are the Gustav Nylin Medal from the Swedish Royal College of Medicine; the Max Delbrück Medal from Humboldt University, Charité, and the Max Planck Institute; the Commemorative Gold Medal from the Ludwig Maximilian University of Munich; the Inaugural Hatter Award from the Medical Research Council of South Africa; the Polzer Prize from the European Academy of Sciences and Arts; the Novartis Award for Hypertension Research; the Distinguished Scientist Award from the American Heart Association (AHA); and the AHA Research Achievement Award for his contributions to cardiovascular biology and medicine. Recently, he was awarded the Public Service Medal by the President of Singapore. He has received nine honorary doctorates.



**J. Michael McGinnis**

**Leonard D. Schaeffer Executive Officer, National Academy of Medicine**

J. Michael McGinnis serves as the Leonard D. Schaeffer Executive Officer at the National Academy of Medicine. In this role, Dr. McGinnis serves as the chief operating officer and is responsible for managing NAM's programs and guiding its operation on a daily basis.

Prior to his appointment, Dr. McGinnis served as Senior Scholar and Executive Director of the NAM Leadership Consortium (formerly the Institute of Medicine [IOM] Roundtable) for Value & Science-Driven Health Care, which he headed for 10 years. Under his tenure, the Consortium launched and stewarded the nationally recognized Learning Health System Initiative, a program of collaborative action and publications dedicated to aligning science, informatics, incentives, and culture for continuous improvement and innovation in health. Its work is conducted through five national Innovation Collaboratives, which provide a trusted venue for information sharing and cooperation among stakeholder organizations with common interests.

Prior to his work at the Academies, Dr. McGinnis was Senior Vice President at the Robert Wood Johnson Foundation, where he founded and directed RWJF's Health Group. From 1977 to 1995, Dr. McGinnis served as Assistant Surgeon General, Deputy Assistant Secretary for Health, and Founding Director of the Office of Disease Prevention and Health Promotion at the U.S. Department of Health and Human Services. Dr. McGinnis also served after signing of the Dayton Accords as Chair of the World Bank/European Commission Sectoral Task Force on Health and Human Services Reconstruction in Bosnia and Herzegovina. Earlier in his career he served as state coordinator for the World Health Organization's successful program to eradicate

smallpox in India. Dr. McGinnis is the author of more than 150 peer-reviewed publications, has been editor-in-chief for more than two dozen volumes on public health policy, and has chaired 16 national-level committees on various aspects of health policy and science. He is an elected member of the NAM.

### **CANDIDATE QUALIFICATIONS AND QUALITIES**

The successful candidate for the position of Director of Development, National Academy of Medicine will have

- appreciation of the importance of sciences, engineering, and medicine and the mission of the National Academies;
- thorough understanding of philanthropy and trends in the profession;
- knowledge and understanding of sophisticated fundraising practices including corporate giving, annual giving, and planned giving techniques;
- ability to conceptualize, plan, and implement a programmatic approach to building relationships and securing philanthropic support including setting ambitious goals, developing strategies for prospects, prioritizing activities, asking for gifts, and orchestrating the involvement of volunteers and organization leadership;
- ability to solve problems of substantial variety and complexity;
- ability to undertake tasks broad in nature, requiring ingenuity, and originality;
- ability to serve as a resource to others in the resolution of complex problems and issues;
- ability to operate independently, and exercise significant latitude for independent judgment, discretion, and action;
- experience working in complex environments with a high degree of organizational effectiveness;
- ability to train and develop staff;
- ability to work successfully in a team environment, and to form and maintain effective teams;
- ability to develop relationships with co-workers and employees in other departments through effective communication; and
- excellent communication skills with a proven ability to effectively interact with all levels of employees.

A Bachelor's degree is required for this position as is eight years of related professional experience.

### **SALARY & BENEFITS**

The National Academies of Sciences, Engineering, and Medicine offer a competitive benefits package.

### **LOCATION**

This position is located in Washington, DC.

### APPLICATION DEADLINE

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 nominate a candidate, please contact Greg Duyck: [gregduyck@aspenleadershipgroup.com](mailto:gregduyck@aspenleadershipgroup.com).*

*All inquiries will be held in confidence.*

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