

**Assistant Vice President, Health Sciences Advancement**

**The Ohio State University Wexner Medical Center**

**Position Overview**

The Ohio State University Wexner Medical Center is seeking an extraordinary leader who has a passion for mentoring and growing a team of fundraising professionals as we work to achieve the goals of the university’s capital campaign: *Time and Change: The Ohio State Campaign*. Working with the Vice President of Medical & Health Sciences Advancement, the Assistant Vice President (AVP) is responsible for providing leadership and strategic direction to the fundraising, alumni and constituent engagement efforts for the university’s health sciences colleges.

The AVP inspires a team of fundraising professionals to perform at the highest levels and drives growth. They serve as a member of the Vice President’s leadership team, advising on fundraising strategies, programs and policies as they relate to medical center and health sciences development. The AVP will build effective relationships with the university president, vice presidents, chancellor, provost, deans, faculty, physicians and unit development officers to facilitate the national and local fundraising agenda as we continue our campaign to strengthen Ohio State’s reputation. The AVP maintains a portfolio of major and principal gift prospects and develops and manages various fundraising initiatives that support fundraising success at The Ohio State University. They will develop and execute strategic development plans specific to the unique training needs of health care fundraisers.

The AVP must have strong organizational, business, and communication skills, be focused on customer service with the ability to effectively partner with a variety of audiences. The AVP must exhibit the behaviors associated with both Advancement’s core competencies: Leadership, Continuous Improvement, Teamwork and Collaboration, and Communication/Interpersonal Effectiveness and the WMC Advancement Operating Principles: Accountability, Collaboration, Communication, Innovation, and Respect. All members of Advancement are part of creating an inclusive culture that inspires an exceptionally diverse and talented team and are measured on their adherence to the core competencies.

**Position Environment**

The Ohio State University Wexner Medical Center is one of the largest and most diverse academic medical centers in the country, the only academic medical center in central Ohio, and the Midwest’s highest-ranked hospital for safety and patient care. Part of one of the most comprehensive health sciences campuses in the country, The Ohio State University Wexner Medical Center includes the College of Medicine and its School of Health and Rehabilitation Sciences; the Office of Health Sciences, including the Ohio State University Faculty Group Practice; various research centers, programs and institutes; The Ohio State University Comprehensive Cancer Center – Arthur G. James Cancer Hospital and Richard J. Solove Research Institute; the Ohio State Health System; and the Health Sciences Library. Our mission is to improve people’s lives in Ohio and across the world through innovation in research, education and patient care.

**Performance Objectives**

First 1-3 months

1. Understand the overall structure, teams, resources, etc. of the Health Sciences Advancement team
2. Develop a deeper understanding of annual and campaign funding priorities for the health science colleges
3. Build strong and productive relationships with the Senior OSUWMC leadership, deans, department chairs, health science colleges advancement team, and Central Advancement partners

First 3-6 months

1. Provide aspirational and effective leadership for the health sciences advancement team, including mentoring, goal setting, and professional development
2. Meet with existing donors and begin to qualify new prospects

First 12 months

1. Build upon the case for support and identification and cultivation of unaffiliated prospects to grow the health science colleges donor pipeline
2. Secure philanthropic support for the health science colleges that meets established goals
3. Solicit and close major gifts of $100,000 and above

**Requirements include the experience and ability to deliver the following results:**

* Successfully move a portfolio of prospects through the donor engagement process to close gifts of $100,000 and above
* Build strong relationships with faculty, physicians, researchers and staff to advance the missions of the Wexner Medical Center and health science colleges
* Maintain the momentum needed to increase fundraising amounts annually

**Experience Requirements**

The selected candidate for this position must have demonstrated success in several areas, including:

Bachelor’s degree or equivalent combination of education/experience; At least ten years of professional fundraising experience or professional transferable experience (i.e. managing relationships with required measurable output, making calls, conducting face-to-face appointments, creating and presenting proposals, and other fundamental elements of client relationship or sales-related activities); Five years management experience.

**Desired requirements include:**

Master’s degree; considerable experience in an administrative and managerial capacity in an institution of higher education; Experience working in other Advancement departments such as donor relations and stewardship, donor communications and/or alumni relations.

**Why Join Ohio State Advancement Now?**

Coinciding with the celebration of the university’s 150th birthday, The Ohio State University is currently in the public phase of *Time and Change: The Ohio State Campaign*, the most ambitious, inclusive community-building and fundraising endeavor in the university’s 150 years of making history. The campaign strives to engage 1 million supporters, an unprecedented level in higher education. *Time and Change* has a financial goal of $4.5 billion – also the largest in Ohio State’s history – with three core areas of focus: student success; discovery; and healthy, vibrant communities.

“Our Ohio State Advancement team embraces change driven by new, diverse ways of thinking and taking smart risks. We work every day to support and connect members of Buckeye Nation as they search for knowledge, honor our university’s land-grant mission and serve others. We are building a program unique to Ohio State that positions us as a destination for anyone who wants to empower our students, faculty, staff, alumni and friends to change the world.” - Michael C. Eicher Senior Vice President and President, The Ohio State University Foundation

**You Need To Know**

Aside from the unparalleled benefits of working for The Ohio State University and working in the diverse, smart, safe, fun and growing city of Columbus, Ohio, this opportunity will provide exceptional rewards that arise from working for a land- grant institution where you will truly feel the impact of your work. Learn more here: <https://hr.osu.edu/careers/>.

**Closing Statement**

The Ohio State University is an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation or gender identity, national origin, disability status, or protected veteran status.

**How to Apply**

Please visit <https://osujoblinks.com/x77w>. Questions may be directed to Greg Bright, Talent Acquisition Consultant, at [bright.159@osu.edu](mailto:bright.159@osu.edu).