



THE UNIVERSITY *of*
NEW MEXICO FOUNDATION

A NATIONAL SEARCH FOR THE

DIRECTOR OF DEVELOPMENT

for

THE SCHOOL OF MEDICINE

The University of New Mexico Foundation seeks nominations for and applications from motivated, mission-driven professionals for the position of **Director of Development for the UNM School of Medicine**. The Director is responsible for identifying prospects and developing strategies that lead to successful solicitation and ongoing realization of major gifts for the departments of the School of Medicine.



THE OPPORTUNITY

The Director of Development is responsible for creating and implementing a comprehensive development program in coordination with the leadership of the UNM School of Medicine and the UNM Foundation staff and colleagues. The Director works closely and in coordination with the Executive Vice Dean of the School of Medicine, the Vice President for Development, the leadership of the School of Medicine, the UNM Foundation staff and colleagues, volunteers, and friends.

The Director is responsible for:

- Identifying, cultivating, soliciting, and stewarding major donors and prospects, including individuals, corporations, and foundations, through visits and other forms of direct personal contact in accordance with performance targets set by the UNM Foundation and at levels defined by the Foundation and School of Medicine
- Establishing effective working relationships
- Obtaining gifts as defined by the UNM Foundation
- Enlisting senior management in furthering the unit's fund-raising program
- Providing effective staffing and educating and supporting management with respect to their Foundation leadership roles
- Recruiting, engaging, and managing volunteers and providing them with leadership and direction in support of the cultivation and solicitation of major donors and prospects
- Coordinating volunteers' activities to ensure their integration into the unit's programs

THE UNIVERSITY OF NEW MEXICO FOUNDATION

STATEMENT OF VISION

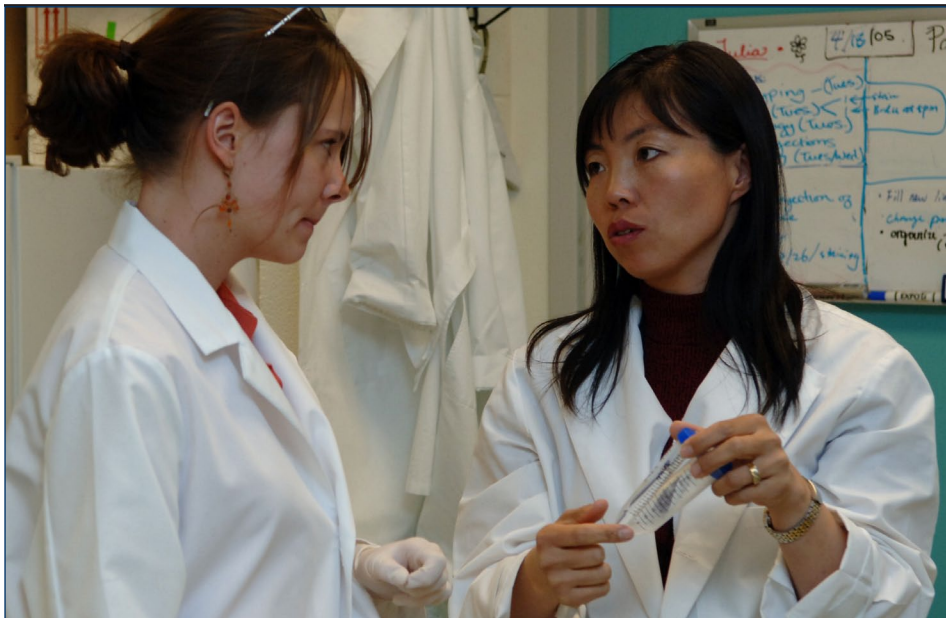
Help the University attain that level of excellence to become one of the nation's top flagship institutions through philanthropic investments.

MISSION STATEMENT

The UNM Foundation's mission is to promote excellence at the University of New Mexico by raising, investing and managing private gifts through the cultivation of long-term partnerships with donors and matching their interests to the University's priorities.

CORE VALUES

- Advance the University's interests, investments, and priorities.
- Steward donors' ambitions and resources.
- Develop relationships that build character, trust, respect, and support.
- Demonstrate honesty and integrity.
- Foster an environment of teamwork, communication, and sharing.



- Establishing and maintaining effective working relationships with the UNM Foundation and colleagues to maximize the unit's total gift revenue

Other responsibilities include:

- The proven ability to craft well-written, focused, accurate, and compelling major gift proposals, case statements, communications, and reports
- An excellent work ethic
- A high level of comfort leading discussions of personal and family finances
- Initiative, independence, and the ability to work well as part of unit-based team and with their development colleagues across campus
- Coordination of unit-based fund-raising strategies and activities to ensure their integration into the University's overall development program
- Effective usage of the prospect management database and other institutional resources to ensure appropriate management of donors, prospects, alumni, and volunteers in coordination with overall objectives

- Research to identify prospects and create strategies to match prospects' interests to the priorities of the unit and the University
- Assistance in short- and long-range strategic planning activities to create and implement fund-raising goals and objectives
- Development and management of budgets for fund-raising activities
- Representation of the unit at business and community meetings, as appropriate

QUALIFICATIONS

Qualified candidates will have a baccalaureate degree from an accredited institution. A minimum of five years of development or fund-raising experience in higher education or other non-profit organization is required. Must have proven ability to close large private gifts.

Other qualifications include:

- Knowledge of current fund-raising trends and techniques
- Ability to simultaneously manage several ongoing projects
- Working familiarity with large databases, personal computers, and word processing

- Good judgment when discussing issues and results
- Respect and adherence to the UNM Foundation policies regarding the need for confidentiality of the UNM Foundation donors and colleagues
- Exceptional interpersonal skills and the ability to interact effectively with academic leadership, faculty, prospects, donors, and volunteers in a wide range of roles
- Demonstrated ability in recruiting and managing volunteers and engaging them effectively in supporting the unit through fund-raising, consultation, and advocacy
- Ability to supervise and train employees, to include organizing, prioritizing, and scheduling work assignments
- Skills in budget preparation and fiscal management
- Program planning and leadership skills
- Ability to work extended hours, as necessary
- Ability to travel extensively (40 percent)
- Ability to drive personal vehicle for University and Foundation business (mileage reimbursed) and hold a valid driver's license with current insurance and a clean driving record

ABOUT THE FOUNDATION

In 1979, the Board of Regents of the University of New Mexico established the UNM Foundation Inc. as a nonprofit corporation in order to develop private financial support for the institution. In 1989, the Board of Regents delegated the responsibility of overseeing University assets and investments to the UNM Foundation Investment Committee.

In 2009-2010, at the request of the Regents, the Foundation transitioned

to a stand-alone organization with expanded fiduciary duties to include fiscal, human resources, and treasury functions. Since its creation, and in accordance with University policy, all private gifts are received through the Foundation, which has the responsibility for managing contributions to all University programs.

The President and CEO of the UNM Foundation directs the organization's operations under policies established by the Foundation's 24-member Board of Trustees. The Trustees are elected for three-year terms and serve without compensation.

Today, the Foundation's assets are in excess of \$400 million. The Foundation is nearing completion of a \$675 million campaign, *Changing Worlds: The Campaign for UNM*, which is scheduled to end in 2014 in conjunction with the University's 125th anniversary. As of December 31, 2013, more than \$620 million has been raised.

ABOUT THE UNM SCHOOL OF MEDICINE

Established in 1961, the School of Medicine admitted its first class in 1964. Today, the School of Medicine is a major part of the health care infrastructure of New Mexico, with programs in 141 communities. More than 40 percent of the state's practicing physicians are graduates of

the School and its residency programs.

The School of Medicine has earned national and international recognition for its constantly evolving curricular innovations that are aimed at adapting adult learning theory to medical education. The School has 19 academic departments: Anesthesiology & Critical Care Medicine, Biochemistry & Molecular Biology, Cell Biology and Physiology, Dental Medicine, Dermatology, Emergency Medicine, Family and Community Medicine, Internal Medicine, Molecular Genetics & Microbiology, Neurology, Neurosciences, Neurosurgery, Obstetrics & Gynecology, Orthopaedics & Rehabilitation, Pathology, Pediatrics, Psychiatry, Radiology, and Surgery.

In 1994, the School became part of the University's new Health Sciences Center, which was established to

develop synergy in the areas of education, research, patient care, and community outreach among its health care programs. Today, the Center is the largest academic health complex in the state and includes the School of Medicine, UNM Hospitals, College of Nursing, College of Pharmacy, Health Sciences Library and Informatics Center, UNM Cancer Research and Treatment Center, and UNM Sandoval Regional Medical Center.

In 2013, the National Institutes of Health awarded the Center's innovated investigators close to \$150 million, a record amount of research funds.

The UNM Hospitals of the UNM Health System serve as the School's primary teaching hospitals, along with the VA Medical Center located at Kirtland Air Force Base. The UNM Health System provides comprehensive health services to central New Mexico and serves the entire state as the referral center for Level 1 Trauma and for many specialty adult and pediatric medical and surgical services.

ABOUT THE UNIVERSITY OF NEW MEXICO

The University of New Mexico is the state's largest university, serving

MEDICAL SCHOOL IN THE RANKINGS

2nd - Rural Medicine Program - *U.S. News & World Report's "America's Best Graduate Schools"* - 2015 (Has held this ranking since 1996)

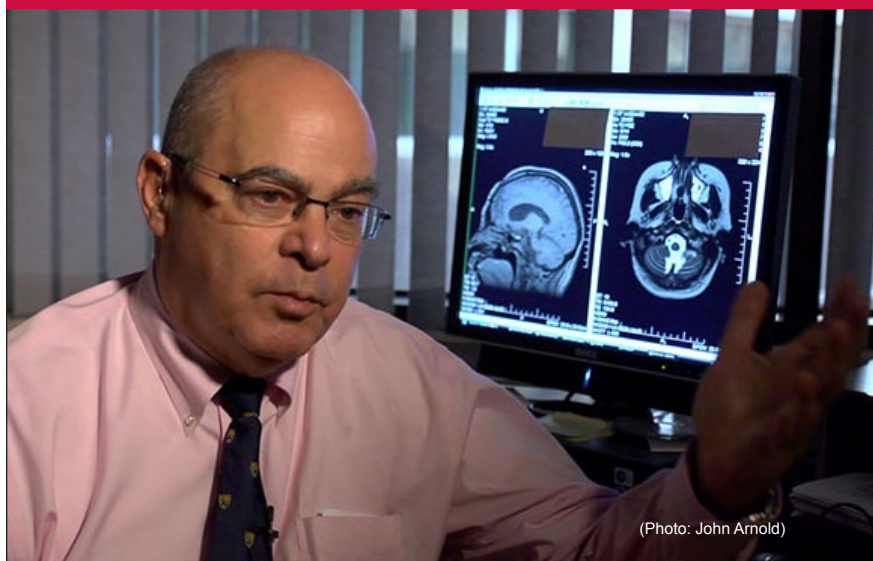
9th - Family Medicine Curriculum - *U.S. News & World Report's "America's Best Graduate Schools"* - 2015

40th - Primary Care Curriculum - *U.S. News & World Report's "America's Best Graduate Schools"* - 2015

Five of the School of Medicine departments are ranked in the top 40 National Institutes of Health grant-funded departments in the nation, including Family & Community Medicine (#15), Neurosciences (#26), Pathology (#33), Neurology (#37), and Internal Medicine (#38).

SCHOOL OF MEDICINE MISSION STATEMENT

The mission of the University of New Mexico School of Medicine is to advance the health of all New Mexicans by educating and increasing the diversity of health professionals, leaders and scientists; providing outstanding and compassionate medical care; advocating for the health of all New Mexicans and pursuing new knowledge and excellence of practice.



(Photo: John Arnold)

Advancing Telemedicine Technology

Dr. Howard Yonas, chair of the UNM Department of Neurosurgery, describes telemedicine technology that allows him and other UNM neurosurgeons and neurologists to consult with patients in rural emergency rooms. The UNM Health Sciences Center has received a three-year, \$15.1 million grant to test a telemedicine network that helps diagnose and treat stroke and brain injury patients.

more than 32,000 students. The University is home to the state's only schools of law, medicine, pharmacy, and architecture, and operates New Mexico's only academic health center.

UNM is noted for comprehensive undergraduate programs and research that benefits the state and the nation. UNM is the first minority majority, very-high research flagship university in the United States.

UNM is a place where cutting-edge research and creative endeavors flourish. UNM research injects millions of dollars into New Mexico's economy, funds new advancements in health care, and augments teaching – giving students valuable hands-on training in state-of-the-art laboratories.

The University offers more than 215 degree and certificate programs, including 87 bachelor's degrees, 72 master's degrees and 38 doctoral programs. Nearly 40 complete degree programs are available through the Evening and Weekend Degree Program. Approximately 1,000 classes are offered each semester after 4 p.m. or on weekends with some 12,000 nontraditional, working students attending.

A ALBUQUERQUE, NM

The largest city in New Mexico, Albuquerque has a population of more than 552,000. Located in central New Mexico, the city straddles the Rio Grande in the New Mexico Technology Corridor, a concentration of high-tech private companies and government institutions.

The city has a wide variety of

museums, galleries, shops, restaurants, and parks. The nearby Sandia and Manzano Mountains offers trails, bike paths, and rock climbing.

While the city has four distinct seasons, Albuquerque's climate is usually sunny and dry, with low relative humidity. Residents are able to enjoy outdoor activities year-round.

The University of New Mexico is an Equal Opportunity Employer.

APPLICATIONS & NOMINATIONS

Send nominations, inquiries, and letters of application, including a cover letter that details how your experience meets the requirements of the position, resume, and at least four references, to:

UNMF-Medicine@myersmcræ.com

Search is open until position is filled.

Review of applications begins immediately.

Myers McRae Executive Search and Consulting is assisting The University of New Mexico Foundation with this search. The consultants are:

Emily Parker Myers
President and CEO

Kenny Daugherty
Executive Vice President and COO



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