

Vice President of Duke Health Development and Alumni Affairs

THE POSITION

The Vice President for Duke Health Development and Alumni Affairs (DHDA) will lead philanthropic, engagement and strategic advancement programs to develop Duke Health's most ambitious fundraising campaign to date, and accelerate the progress and effectiveness of the entire development and alumni organization, which encompasses the Duke University School of Medicine, the Duke University Health System, the Duke University School of Nursing and key, connected centers, institutes and initiatives, including Duke Cancer Institute, Duke Children's, the Duke Global Health Institute and the Duke-Margolis Center for Health Policy among others. The Vice President will maintain a portfolio of principal and transformational gifts, prospects, donors and volunteers, and advise and support the work of the Chief Executive Officer of Duke University of Health System and Executive Vice President for Health Affairs/Dean of School of Medicine, as well as other senior leaders and other strategic partners.

The Vice President will provide strategic direction to expand, deepen, and extend relationships with medical, nursing, professional health and graduate medical education alumni, friends, and volunteers, and shepherd a sophisticated program to encourage support from patients and their families, scrupulously observing Duke Health's demanding ethics and compliance standards. In addition, the Vice President will oversee additional expansion of programs to engage new donor constituents through nuanced strategies including social media and community events. The Vice President will also insure the overall strength and sophistication of programs that support fundraising excellence, including research, business analytics, events and stewardship; and oversee human resources programs including talent management and equity, diversity, inclusion and belonging work; as well as budget management.

The Vice President will have broad oversight over the School of Medicine Board of Visitors and other volunteer groups and will develop a new philanthropic volunteer group focused on Duke University Health System priorities. Faculty engagement and development is a crucial component of successful fundraising, alumni and donor relations, and stewardship. The Vice President will ensure robust faculty training and recognition programs.

The Vice President is responsible for all aspects of Duke Health's development activities, including core and satellite functions and maximizing best practices and fundraising success.

Reporting to the Vice President of Duke Health Development and Alumni Affairs:

- Senior Associate Vice President
- Associate Vice President, Strategic Advancement and Operations
- Associate Vice President, School of Medicine Development and Alumni Affairs
- Associate Vice President, DCI, and Children's Development
- Assistant Vice President, Principal and Transformational Gifts
- Associate Dean, School of Nursing Development (dotted-line)

- Senior Administrative Associate
- Senior Administrative Coordinator

The total number of staff in Duke Health Development and Alumni Affairs departments is currently 125 and oversees a budget of approximately \$16 million.

OPPORTUNITIES AND EXPECTATIONS FOR LEADERSHIP

Advance the DHDAA Strategic plan to create new momentum and success for DHDAA to benefit the organization. Lead a new campaign that will be launched in February 2025.

Lead the campaign planning team in creating the overall goal, right-sizing individual area goals, developing a volunteer structure, accelerating faculty engagement, and partnering with DUHS leaders to create a best in class grateful patient concierge and engagement program.

Build strategies to develop new strengths, revitalize principal and transformational gift fundraising, and place DHDAA in the top 10-15 health fundraising offices in the country.

Organizational Structure

In the summer of 2023, DHDAA contracted with Grenzebach Glier and Associates (GG&A) to review its current organizational structure to maximize fundraising, capitalizing on potential, and creating greater efficiencies. A report and plan will be presented to the Duke Health leaders. In partnership with key leaders in Duke Health, the Vice President will consider and implement those recommendations.

Qualifications

The Vice President of Duke Health Development and Alumni Affairs will dual report to the Executive Vice President for Health Affairs/Dean of School of Medicine and Chief Executive Officer of Duke University of Health System and will collaborate (via a dotted line reporting relationship) with the Vice President of Alumni Engagement and Development for Duke University.

This position requires a bachelor's degree/ master's degree preferred, and a minimum of 20 years in fundraising/ development/donor relations, with extensive experience in grateful patient fundraising in a non-profit academic and health system environment. Candidate should be a leader with strong administrative, financial, and management experience and a proven record of major gifts, corporate/foundation partnerships, and campaign fundraising success. In addition, the Candidate should be an inspirational leader and a strong communicator, who demonstrates integrity and commitment to the Duke mission of *Advancing Health Together* with a shared vision to:

- Deliver tomorrow's health care today

- Accelerate discovery and its translation
- Create education that is transforming
- Build healthy communities
- Connect with the world to improve health globally

At Duke Health, we believe that equity, diversity, and inclusion are essential to the culture and climate of our organization. We welcome a diverse pool of candidates.