Send Nominations or Cover Letter and Resume to:
Maureen Huminik
Vice President
617-262-1102
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The Opportunity:

Training the healthcare scientists and caregivers of tomorrow.

The University of Tennessee Health Science Center (UTHSC) is a statewide institution with its home campus in Memphis, and major locations in Knoxville, Chattanooga, and Nashville, as well as more than 100 clinical and educational sites across Tennessee.

As Tennessee’s only public, statewide, academic health system, UTHSC is dedicated to delivering
groundbreaking discoveries that improve the lives of those in its immediate area, as well as those in its state, region, and global community. UTHSC is committed to providing an environment that is challenging, enriching, productive, and safe. UTHSC faculty, staff and administrators recognize that it is training the next generation of leaders for the health sciences. This knowledge deepens its commitment to UTHSC’s educational, research, and clinical missions.

The Director of Development, College of Dentistry is an excellent opportunity for a seasoned major gifts fundraiser interested in working with a dynamic dean in an institution on the rise. Reporting to the Associate Vice Chancellor for Development and Alumni Affairs, the ideal candidate will be an entrepreneurial self-starter interested in elevating the fundraising program by working with alumni and friends of the College of Dentistry. Given the reputation of UTHSC as the flagship statewide academic health system, the Director of Development will be well positioned to engage significant funders in the work of the Institution. Regional impact in training valued and much needed health professionals offers substantial opportunity to connect donors locally, statewide, and nationally. The new Director will encounter faculty and medical administration staff who are already accustomed to a culture of philanthropy and are seeking sophisticated and knowledgeable development guidance from a professional with a proven track record of success.

**Position Overview – Director of Development, College of Dentistry**

The University of Tennessee Foundation, Inc (UTFI) is seeking a Director of Development at the University of Tennessee Health Science Center (UTHSC) in Memphis, Tennessee. Under the supervision of the Associate Vice Chancellor for Development or their designee, the ideal candidate will establish and maintain strong and effective relationships with UTHSC’s major internal and external constituencies which include the Chancellor and his leadership team, the Dean of the College of Dentistry and their faculty, and members of related academic, administrative, research, and clinical programs; volunteers and alumni.

Responsibilities include building a portfolio of major gift prospects through ongoing identification work and one-on-one discovery calls; develop cultivation and solicitation strategies for assigned prospects; tripartite asks which include annual, major, and planned gift commitments, are to be the focus of discussions; build close working relationships with college leadership who will be effective in communicating their vision and provide opportunities for individual and group presentations; collaborate in orchestrating reunion and class programs, including the identification and recruitment of volunteers; assume responsibility for contributing to the conceptualization and execution of local and regional events for major donors and prospects; work
with colleagues, faculties and volunteers in identifying annual and major gift prospects; develop a broad knowledge base of the College of Dentistry in order to interpret and represent its strengths, strategic plan and funding priorities; engage in timely stewardship activities and to collaborate with colleagues in the coordination of all prospect activities; support the overall goals of the department and be an active participant in UTHSC development and alumni affairs; engage planned giving staff as appropriate on prospective donor calls; accept other major assignments from the Associate Vice Chancellor or his designee that will benefit the overall program; travel as required; comply with the department’s policies and procedures.

**Qualifications:**

- This position requires a bachelor’s degree in a relatable field; a master’s degree is highly preferred.
- Candidates should have a minimum of three to five years of experience in development, stewardship, advancement services, sales or a comparably complex organization.
- Previous experience interacting with donors is highly desirable.
- Successful candidate must possess a high level of motivation, initiative, flexibility, and creativity with ability to focus and prioritize.
- The ability and willingness to travel is required.
- ANDI experience is preferred.

**Skills:**

- The preferred candidate must have the capacity to perform in an intellectually rigorous and complex environment, be flexible, creative, and have the ability to prioritize.
- The ideal candidate will be able to effectively interact effectively with important constituencies.
- The preferred candidate will possess a genuine commitment to the advancement of science education and to the principles governing the Office of Development and Alumni Affairs.

**Development Overview**

The University of Tennessee Health Science Center has raised almost $40M in each of the last two years. This total includes all gifts to the six health science colleges. The College of Dentistry raised $3,032,395 in FY 2016.

At the successful conclusion of this search, the Development and Alumni Affairs team will total 28 staff members. The incoming Director will encounter a very collegial team. UTHSC encourages professional
growth through participation in professional activities; retention is high.

**Client Overview**

As the flagship statewide, public, academic health system, the mission of the University of Tennessee Health Science Center is to bring the benefits of the health sciences to the achievement and maintenance of human health, with a focus on the citizens of Tennessee and the region, by pursuing an integrated program of education, research, clinical care, and public service. Employing more than 6,000 people on its faculty, staff, and nonprofit corporation faculty practice groups, UTHSC contributes more than $2.7B to the economy of Tennessee.

The Institution comprises six fully accredited health science colleges - Dentistry, Graduate Health Sciences, Health Professions, Medicine, Nursing, and Pharmacy - which are integrated for maximum educational and clinical impact at UTHSC’s major locations. These colleges are the primary source of healthcare professional training for the state of Tennessee. The main campus in Memphis serves as the home of all UTHSC’s colleges as well as the location of four core, partner, teaching hospitals – Methodist UT Hospital, Le Bonheur Children’s Hospital, Regional One Health (formerly known as The MED), and the Department of Veterans Affairs Medical Center. The Colleges of Medicine, Pharmacy, and Health Professions constitute its major location in Knoxville, which is based at the UT Medical Center. In Chattanooga, the College of Medicine maintains a large campus in close association with the Erlanger Health System. In Nashville, a partnership with Saint Thomas Health system will serve as a base for all six of UTHSC’s colleges in the state’s capital city.

Its clinical practices account for more than $300M in revenue. Its sponsored program enterprise, consisting of grants, contracts, and non-clinical services, contributes more than $200M to the UTHSC mission. In addition to its degree-granting programs with more than 3,000 students, UTHSC has more than 1,300 physician residents and fellows in 86 fully accredited training programs. Advanced training for nurses, pharmacists, dentists, health professionals, and medical scientists is integral to the Health Science Center.

The colleges are led by professionals with a solid commitment to UTHSC’s mission: to improve human health through education, research, clinical care, and public service.
**Scope of Impact:**

The University of Tennessee Health Science Center is a critical partner to major healthcare organizations across the state of Tennessee.

A Major Memphis Asset
In Memphis, UTHSC faculty members fully staff Regional One Health and nearly all of Le Bonheur Children’s Hospital. A major portion of Methodist UT Hospital physicians are UTHSC physicians, and its faculty members are also well represented on the staffs of Baptist, Methodist, St. Francis, and Veterans Affairs hospitals. UTHSC residents, medicine, nursing, and pharmacy students work and are trained in all of these hospitals.

All of the more than 200 clinicians at St. Jude Children’s Research Hospital have appointments at UTHSC. The Health Science Center also has special affiliations through its faculty practice plans with Le Bonheur (UT Le Bonheur Pediatric Specialists — ULPS), Methodist (UT Methodist Physicians — UTMP), and Regional One Health (UT Regional One Physicians — UTROP). UT Medical Group, UTHSC’s original faculty practice plan, now called UCH, University Clinical Health, is a major faculty practice offering excellent niche healthcare services. UTHSC faculty members are also clinical care providers at the Semmes Murphey Clinic and the Campbell Clinic.

Improving Health Across the State
Statewide, residents and fellows receive training in a variety of programs certified by the Accreditation Council for Graduate Medical Education. Fifty-seven of these training programs are organized from Memphis, including a family practice residency in Jackson, Tenn., and an internal medicine residency in Nashville. Fifteen of the programs are under the auspices of the UT Graduate School of Medicine in Knoxville, and 13 are sponsored by the Chattanooga College of Medicine. In addition, public and continuing education programs are offered statewide, plus 15 teaching hospitals and clinical facilities have a formal affiliation with UTHSC.

Discoveries with Global Impact
Scientific exploration is integral to the mission of the University of Tennessee Health Science Center. Pursuing basic science and clinical discovery with an emphasis on translational research, UTHSC
investigators are supported by both government grants and private funding. Work done in its labs has led to the founding of several new biotech companies, among them GTx, Luminetx, and RxBio. Launched in 2008 by three of UTHSC faculty members, RxBio is working on development of a product that has the potential to halt the life-threatening effects of radiation.

The College of Dentistry

The UTHSC College of Dentistry was founded in 1878 making it the oldest dental college in the South, and the third oldest public college of dentistry in the United States. The College is dedicated to providing professional, graduate, and postgraduate education; conduct dental research; and deliver state-of-the-art patient care and public service. Accordingly, the goals of the College of Dentistry are:

- Graduate outstanding oral health care professionals
- Provide high quality oral health care
- Promote a robust research program
- Strengthen and expand community outreach
- Ensure a stable infrastructure and support system

The College maintains a 4-year dental program totaling approximately 320 students. In addition, students in Postgraduate dental programs and Dental Hygiene are included. 75 percent of the state's dentists have been educated at UTHSC's College of Dentistry.

At the UT College of Dentistry (CoD), research has become an integral part of the academic experience. The College's mission includes using the research conducted by its faculty and students to improve human oral health through the development of evidence-based procedures and technologies, and to contribute relevant knowledge to the practice and study of all health sciences.

The CoD currently holds multiple federal, local, and industrial grants to investigate a variety of research topics, ranging from sealants to appliance use to cancer treatments to stem cells. CoD faculty also conduct clinical product trials in partnership with leading dental product development companies.
Students within the College are also active in research. The CoD offers a variety of mentoring opportunities and hosts two student research activities each year. The annual Student Research Day in the spring gives UT CoD students an opportunity to present their research interests and data to the university and Memphis community, while the Hinman Student Research Symposium in the fall provides a national platform for research students.

**Institutional Leadership**

![J. Stansill Covington, III, D.D.S., M.S., F.R.S.M.](image)

**Acting Dean, College of Dentistry**

A native of Memphis, Tennessee, Dr. Covington was named Acting Dean of the College of Dentistry in July 2017. He received a Bachelor of Science degree from the University of Mississippi in 1974 and a Master of Science degree in organic chemistry from the University of Memphis. He received his Doctor of Dental Surgery degree from the University of Tennessee in 1981.

Dr. Covington has been an administrator most of his career but has always maintained activity in both the classroom and the clinic. He has authored 29 scientific papers and has lectured on his research in seven countries.

Dr. Covington is a Fellow of the American College of Dentists, The International College of Dentists, and The Royal Society of Medicine in London.

![Love Collins, III](image)

**Vice Chancellor for Development and Alumni Affairs**

On May 1, 2017, Love Collins, III joined the University of Tennessee Health Science Center as Vice Chancellor of Development and Alumni Affairs. Vice Chancellor Collins has held senior development and operational leadership positions at Van Andel Institute, Benedict College, the National Underground Railroad Freedom Center, Florida A&M University, and Howard University.

As Chief Development Officer at UTHSC, Vice Chancellor Collins will provide the leadership and coordination of the development and alumni program with the six college deans and in collaboration with the UTHSC
senior leadership team. The UT Foundation works closely with the UT System President and the Chancellor for each campus to identify strategic private support priorities, create fundraising strategies and tactics, and implement development programs.

Vice Chancellor Collins will also set development goals and objectives, oversee alumni outreach and giving programs, and foster close relationships system wide.

“Mr. Collins brings a depth of experience at managing philanthropic organizations, garnering major gifts, and developing community support,” says Chancellor Steve J. Schwab, M.D. “We are pleased to welcome him to our team, and we look forward to the insights and innovations he will bring to our rapidly growing development operation.”

Collins received a Bachelor’s degree in engineering from the U.S. Military Academy and an MBA degree from Emory University. He received an honorable discharge after serving five years in the U.S. Army’s Infantry Branch as an airborne officer.

He has published numerous articles and has taught many classes on fundraising leadership, techniques and skills for success. Collins is also past president of the Columbia, S.C., chapter of the Association of Fundraising Professionals, where he was recognized as the Outstanding Fundraising Professional in 2009.

**Bethany Goolsby**

*Associate Vice Chancellor for Development and Alumni Affairs*

Bethany Goolsby served as Vice Chancellor for Development and Alumni Affairs for the University of Tennessee Health Science Center until June of 2012. She currently serves as UTHSC's Associate Vice Chancellor for Development and Alumni Affairs. She formerly served as Assistant Vice Chancellor for Planned Giving. A native of Memphis, Goolsby earned her undergraduate degree from the University of Tennessee, Knoxville in 1996 and her law degree from the University of Tennessee College of Law in 1999.

Goolsby is president of the Planned Giving Council of Greater Memphis, a local professional group whose work includes developing, marketing, and administering charitable planned gifts. She is a Leadership Academy of Memphis Fellow, a member of the Memphis Rotary Club, and serves as president of the board of directors of Grace House of Memphis, a residential substance abuse treatment facility for women.
Location

Memphis, TN:

Memphis is a beautiful, historic, large city with a quaint small town feel. Known for sunny days, quick commutes, and friendly people, Memphis is also home to great food, original music, professional sports, and an abundance of arts. It’s a city where the cost of living is low, and the quality of life can’t be beat. It’s easy to get involved, and once one does, it’s easy to make a mark.

Some cities never sleep; this one never rests. Last year, Memphis saw an award-winning Broadway show by the same name take the world by storm; it saw $1B in economic development; it saw the President of the United States inspired by a group of local highschoolers; and the world saw Memphis’ grit and determination in the Academy Award-winning documentary, “Undefeated.”

Background Checks:

Prior to submitting your resume for this position, please read it over for accuracy. LLLS does verify academic credentials for its candidates, and our clients frequently conduct background checks prior to finalizing an offer.

The University of Tennessee Foundation, Inc. is an EEO/AA/Title VI/Title IX/Section 504/ADA/ADEA employer. All qualified applicants will receive equal consideration for employment and will not be discriminated against on the basis of race, color, national origin, religion, sex, pregnancy, marital status, sexual orientation, gender identity, age, physical or mental disability, or protected veteran status.
To learn more, call
Maureen Huminik, Vice President at
617-262-1102
or send nominations or cover letter and resume to
mhuminik@LLLSearches.com.
All inquiries will be held in confidence.

Setting the Standard in Development Search

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