Vice Provost for External Affairs
Weill Cornell Medicine
New York, NY
http://weill.cornell.edu/

Send Nominations or Cover Letter and Resume to:
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Introduction:

Weill Cornell Medicine (WCM) is among the top-ranked medical schools in the country. With an annual budget of $2B, a commitment to excellence, and a history of successful philanthropy, Weill Cornell physicians and scientists are at the forefront of medical discovery, education, and service.

Located in the heart of the Upper East Side’s scientific and medical corridor, WCM’s powerful network of collaborators extends to its parent, Cornell University; to Qatar, where Weill Cornell’s campus offers a Cornell medical degree; to Houston and the Methodist Hospital, where medical students train and the attending
physicians have Weill Cornell faculty appointments, and to programs in Tanzania, Haiti, Brazil, Austria, and Turkey.

Founded in 1898, and affiliated with what is now NewYork-Presbyterian Hospital (NYP) since 1927, Weill Cornell is an integral part of one of the world’s most renowned academic medical centers. The academic center is the research/education/tertiary care nucleus of an expanding medical network of New York hospitals and physicians. This network is part of a global vision and capability that has long characterized Weill Cornell, and its principal hospital partner, NewYork-Presbyterian.

In addition to its partnership with NYP, Weill Cornell Medicine maintains major affiliations with Memorial Sloan-Kettering Cancer Center, The Rockefeller University, the Hospital for Special Surgery, Houston Methodist, and Hamad Medical Center, in Doha, Qatar.

Development plays a key role in the strategic direction of Weill Cornell Medicine. Over the last sixteen years, WCM has raised more than $2B in philanthropy through a series of comprehensive strategic plans, funded through equally ambitious capital campaigns. These activities allowed Weill Cornell to expand its facilities, recruit top physician-scientists, revitalize its medical education curriculum, and greatly expand its laboratory research capabilities.

**The Opportunity**

Reporting directly to Dean Augustine M.K. Choi, and serving as a member of the institution’s leadership cabinet, the Vice Provost for External Affairs (Vice Provost) will provide direction and visionary oversight of the offices of development, alumni affairs, communications, marketing, and government and community affairs at Weill Cornell Medicine.

The Vice Provost will help develop and weave together the priorities articulated in Weill Cornell’s upcoming Strategic Plan IV with a new and exciting capital campaign. S/he will lead a talented team of fifty (50) development officers, who have demonstrated success of securing gifts at transformational levels, and raise, on average, over $100M annually, with record years exceeding $200M. S/he will also lead a team of thirty individuals in the other offices within External Affairs, each of which is managed by a highly capable director.
Opportunities for the Vice Provost:

CREATE STRATEGIC VISION TO MAINTAIN UPWARD MOMENTUM
Creativity and expertise relating to fundraising strategies are required to broaden the donor base and to attract and retain Weill Cornell’s highest level donors. S/He will serve as the architect for the institution’s upcoming strategic plan, and will also connect institutional goals, priorities, and initiatives with donors and fundraising opportunities.

MAINTAIN AND EXPAND A PORTFOLIO OF HIGH-LEVEL PRINCIPAL GIFT DONORS
The incoming Vice Provost will partner with Dean Augustine Choi, who has a high level of commitment to the development process, to maintain and expand WCM’s donor base. The Development Office is very well respected, and has created a deep and pervasive culture of philanthropy. Working closely with the Dean, the Chairman of the Board of Overseers and other key stakeholders including faculty and physicians, the Vice Provost will maximize relationships with high-level donors and prospects.

ENHANCE AND CULTIVATE RELATIONSHIPS WITH MEMBERS OF THE BOARD OF OVERSEERS
Weill Cornell’s impressive Board of Overseers has fiduciary responsibilities and plays a significant role in the institution’s fundraising success. Board membership is New York-centric with an institutional commitment to increased diversity and identification of the next generation of volunteer leaders.

MAINTAIN STRONG RELATIONSHIPS WITH EXTERNAL PARTNERS
The Vice Provost must possess strong communication and political skills to maintain the key partnerships that currently exist with the development operations at Cornell University and NewYork-Presbyterian. Due to the complex nature of the tri-institutional relationship, there is a strong history of prospect management among the institutions that must be maintained. Regularly scheduled meetings among the CDO’s and some joint fundraising efforts have been key to a healthy and mutually beneficial relationship and will be critical for future success.

LEVERAGE INTERNAL RELATIONSHIPS TO CREATE NEW OPPORTUNITIES
Engaging medical and scientific faculty to advance philanthropy at Weill Cornell has been a critical component of continued success in that area. The incoming Vice Provost will be expected to work with both the Dean and Board Leadership to continue these engagement activities and link existing and new opportunities and discoveries with potential donors. Weill Cornell Medicine also has a blossoming culture of industry-related entrepreneurship among faculty, and the Vice Provost will play a key role in ensuring that positive momentum continues.
LEAD AND INSPIRE A TEAM OF HIGH PERFORMERS

Under the exceptional leadership of Larry Schafer, who has served the organization since 1991, most recently as Vice Provost, the Office of External Affairs is a high functioning, self-directed, and collaborative team. The Office of Development is regarded as a well-organized, productive, major and principal gifts operation focused by disease area. The other divisions within External Affairs are well-led and function autonomously, yet collaboratively. The incoming Vice Provost will assess the Office of External Affairs’ current staffing levels and overall model and make recommendations for enhancements to the Dean.

Core Competencies:

The ideal candidate will be a highly skilled, strategic fundraising professional who has overseen development at a large, multi-faceted institution. S/he must have excellent political savvy, embrace complexity, and be a strong collaborator. The Vice Provost will be expected to maintain several key relationships, particularly with Weill Cornell’s Board of Overseers, Cornell University’s Board of Trustees, and the fundraising leadership at Cornell University and NewYork-Presbyterian. Over the years, a spirit of trust, transparency, and respect has developed among the leadership at WCM’s partner institutions, and it is essential that this spirit be maintained into the future.

As Weill Cornell enters its next strategic plan and capital campaign, it will be essential for the Vice Provost to be a thought leader and trusted advisor to the Dean and Chair of the Board of Overseers on all development and donor-related matters. Close interpersonal relationship building and problem solving are key attributes necessary to maintain and cultivate WCM’s culture of philanthropy; as is an ability to contextualize its tri-partite mission of Care, Discover, and Teach.

The Vice Provost will also lead a multi-faceted team of directors, with many parallel, but distinct goals and priorities. Therefore, the ideal candidate will have experience building and leading large, complex work teams of highly motivated and entrepreneurial individuals.

As such, a demonstrated track record leading within an academic medical institution is preferred, as is knowledge of the New York philanthropic market.
Overview – Weill Cornell Medicine

Weill Cornell Medical College recently united under a new identity, Weill Cornell Medicine, to represent the breadth and depth of everything it does best: world-class patient care, cutting-edge research, and top-ranked education. This name encompasses the following three main entities of Weill Cornell:

**Weill Cornell Medical College:**

Weill Cornell Medical College (WCMC) was founded in 1898. The Medical College was established and generously endowed, and quickly became a national leader in medical instruction. Since its inception, the Medical College has followed an educational philosophy that emphasizes the importance of combining a strong basic foundation in the medical sciences with extensive clinical training in patient care.

In 1927, the Medical College affiliated with what is now NewYork-Presbyterian Hospital, and in 1932, the two institutions opened their joint campus on the Upper East Side of Manhattan. Today, Weill Cornell Medical College continues to be one of the top-ranked clinical and medical research centers in the country. The mission of the Medical College is to provide the finest education possible for medical students and students pursuing advanced degrees in the biomedical sciences, to conduct research at the cutting edge of knowledge, to improve the healthcare of the nation and the world, and to provide the highest quality of clinical care to the community.

**Weill Cornell Graduate School of Medical Sciences:**

In 1952, 40 years after Cornell University formed a cooperative program for offering advanced degrees to students in its Medical College, a partnership was created by two Manhattan “neighbors” — the Medical College and the Sloan-Kettering Institute (SKI) — to form what has become the Weill Cornell Graduate School of Medical Sciences (WCGS).

For more than a half-century, WCGS has focused on preparing its students for careers in the biomedical sciences. The Graduate School faculty today numbers more than 250, and more than 1,000 students have earned Cornell University Ph.D.s from the School.
**Weill Cornell Physician Organization:**

WCM faculty who practice medicine are members of the Physician Organization (PO). The PO functions as a semi-discrete organizational unit within the corporate structure of Weill Cornell Medicine. The PO is led by the chairmen/chiefs of the clinical departments. Weill Cornell physicians are also attending physicians at the world-renowned NewYork-Presbyterian Hospital/Weill Cornell Medical Center. Spanning 27 academic departments, as well as several disease-specific centers and institutes, Weill Cornell’s physician faculty are world leaders in their specialties and sub-specialties.

Weill Cornell Physicians play a proud part of Weill Cornell’s tradition of bridging “bench and bedside” and are committed to delivering outstanding patient care with compassion and concern for each patient.

For a historical overview of Weill Cornell Medicine please view the link below: https://lllsearches.box.com/v/WeillCornell-Historical-View

**Overview – Office of External Affairs**

The Office of External Affairs is primarily comprised of the Office of Development, the Office of Marketing, the Office of Communications, and the Office of Government and Community Affairs.

**Office of Development:**

The Office of Development is committed to maximizing philanthropic support for Weill Cornell Medicine. Staff members focus exclusively on fundraising, with expertise in all areas of development: individual giving, corporate and foundation relations, gift planning, special events, alumni relations, development communications, and stewardship. Working in partnership with faculty members and key volunteer leaders, the staff devises cultivation, solicitation, and stewardship strategies as a means to establish and nurture long-term relationships that benefit both Weill Cornell Medicine and its donors.
Office of Marketing:

The Office of Marketing is responsible for creating branding and marketing strategies that build awareness and help advance the institution’s local, regional and national reputation. The ultimate goal of marketing at Weill Cornell Medicine is to support institutional objectives, such as attracting the highest quality applicants to Weill Cornell Medical College and Weill Cornell Graduate School of Medical Sciences, as well as driving increased patient volume to the Physician Organization. Overseeing the consistent use of the brand throughout marketing and communications materials, produced centrally or by individual departments, is an important part of the marketing efforts.

Office of Communications:

Weill Cornell Medicine’s Division of Communications provides strategic communications, media relations, and publications to raise internal and external awareness of WCM and support the institution’s key priorities and objectives. Working with local, national, and international media outlets, the Division disseminates Weill Cornell Medicine’s news and achievements to a global audience, with the goal of increasing and enhancing the institution’s reputation of excellence. Communications strategies emphasize Weill Cornell Medicine’s mission of education, research, clinical care, global health, and entrepreneurship.

Office of Government and Community Affairs:

Weill Cornell Medicine’s advocacy efforts across the institution’s missions of patient care, research, and education go beyond addressing individual legislative, budgetary, and public policy issues. Such efforts build awareness of the value of the institution in the critical areas of health, education, and the economy at both the local and legislative level. The Office of Government and Community Affairs facilitates Weill Cornell Medicine’s representation in such settings.

Overview – Fundraising Initiatives

Over the years, Weill Cornell has expanded its facilities, recruited top physician-scientists, revitalized its medical education curriculum, and enhanced the delivery of healthcare services to its constituents through a series of comprehensive strategic plans, funded through equally ambitious campaigns. The institution’s bold vision for growth was initially implemented in
three phases, each forming the foundation for the next, building on earlier successes and strengths.

The incoming Vice Provost will serve as a member of the Dean’s leadership cabinet and play an integral role in formulating and executing Weill Cornell’s upcoming Strategic Plan IV for the institution’s next phase of bold future growth. A brief summary of Strategic Plans I-III is below:

The first strategic plan focused primarily on research and education. Weill Cornell revamped its medical education curriculum and implemented a new problem-based learning pedagogy. The plan also invested in three clinically relevant biomedical research areas: structural biology, genetic medicine, and neuroscience; recruited an elite cadre of 30 new basic science research faculty; created high-tech research laboratories to ensure the success of these new faculty; and increased the endowment for new professorships, fellowships, and scholarships to sustain Weill Cornell as a premier center of learning.

**Strategic Plan II: Advancing the Clinical Mission (2001-2005)**
Building on the success of Phase I of the strategic plan, Weill Cornell Medicine entered one of the largest capital campaigns ever undertaken by any medical school, entirely funded through the generosity of private donors. This campaign culminated with the construction of the 13-story Weill Greenberg Center, an award winning clinical facility designed to provide a soothing environment for the estimated 1 million patients who visit annually for specialty care.

**Strategic Plan III: Discoveries that Make a Difference (2006-2013)**
Weill Cornell Medicine embarked on its most ambitious initiative with the Discoveries campaign. Profound discoveries in modern day medical science will occur at the intersection of disciplines and through collaboration on new ideas. The goal of Discoveries that Make a Difference was to translate faculty discoveries into advanced treatments for patients as quickly as possible. The centerpiece of the campaign was the construction of the Belfer Research Building, which opened in January 2014, an 18-story, state-of-the-art research facility that nearly doubled the research space at Weill Cornell.
Additional Recent/Current Initiatives:

Driving Discoveries, Changing Lives (2013-2014)

Following the successful completion of the Discoveries that Make a Difference Campaign, the institution embarked on the $300M Driving Discoveries, Changing Lives Campaign that focused on faculty recruitment and endowment, accelerating the research program, building scholarship endowment, and revising the already strong educational curriculum. Recruitment spanned departments and included faculty working in key healthcare areas including: cancer, cardiovascular medicine, diabetes and metabolic disorders, neurodegenerative disorders, regenerative medicine and developmental biology, and children’s health.

The Campaign for Education

A Weill Cornell education, with its cutting-edge programs, state-of-the-art classrooms and laboratories, and award-winning faculty, has always been a tremendous asset for all of its graduates, whether they’re just starting out or decades into their career. The $50M Campaign for Education, launched in October 2014, builds on these strengths to create an even more robust Medical College and Graduate School.

Entrepreneurship at Weill Cornell Medicine

Weill Cornell Medicine has implemented a comprehensive set of initiatives over the past four years to foster a culture of entrepreneurship among its faculty. The goal is to speed the translation of laboratory discoveries into new therapies by encouraging the formation of new companies and increasing research alliances with the biopharmaceutical industry. Initiatives include the Office of Biopharma Alliances and Research Collaborations, the Entrepreneurship Subcommittee, the Tri-Institutional Therapeutics Discovery Institute, the Daedalus Fund for Innovation, and the Dean’s Entrepreneurship Lab or “eLab.”

Additional Information

Please see additional priority areas at Weill Cornell’s Development site:

http://give.weill.cornell.edu/priorityareas
**Donor Cultivation:**

From the smallest gift to the largest, each is important to Weill Cornell. The Development team cultivates its prospects and embraces donors with a wide array of events and recognition opportunities designed to invite their involvement and recognize their generosity. Key societies and events include:

**Donor Groups**

- The *Dean’s Council* recognizes and cultivates donors who provide major ongoing support to Weill Cornell Medicine at the $100,000 level or higher, and who serve as its ambassadors in the philanthropic community. Prospective members are identified by *Dean’s Council Executive Committee* members, Weill Cornell Medicine Overseers, Development, and faculty members, and are nominated to serve three-year terms.

- The *Dean’s Circle* is a recognition society for Weill Cornell Medicine alumni donors who make pledges of $25,000 or more, or planned gift arrangements of $50,000 or more.

- The *New York Weill Cornell Council* strengthens ties between Weill Cornell Medicine and the 68th Street campus of NewYork-Presbyterian Hospital.

- *Partners in Medicine* is a recognition society for donors who provide between $1,000 and $99,999 in annual support. The four giving tiers of this society recognize increasing levels of financial support and participation.

- The *Lewis Atterbury Stimson Society* honors those who have included Weill Cornell Medicine in their financial and estate plans, either through a bequest or planned gift.

- The *Children’s Health Council* is a group of families and individuals who have committed a gift of $10,000 or more to support the quest for solutions to some of the most prevalent health issues facing children and adolescents today. Individuals or couples under 30 are also entitled to become “Young Friends” with a gift of $5,000 or more.

**Donor Events**

- *Cabaret*: an annual fall celebration jointly hosted by Weill Cornell Medicine and NewYork-Presbyterian Hospital that brings together friends, physicians, and faculty in support of the Medical Center.

- The *Dean’s Circle Dinner*: an annual June event to recognize the generosity of alumni donors and includes a ceremonial presentation of new alumni names to be added to the Dean’s Circle plaque in the Weill Education Center, a tradition since 1997.
Leadership

Augustine M.K. Choi, MD
Stephen and Suzanne Weiss Dean
Weill Cornell Medicine
Provost for Medical Affairs
Cornell University

Dr. Augustine M.K. Choi is the Stephen and Suzanne Weiss Dean of Weill Cornell Medicine and provost for medical affairs of Cornell University. Prior to his appointment as dean in January 2017, he served as the Sanford I. Weill Chairman and Professor of Medicine in the Joan and Sanford I. Weill Department of Medicine at Weill Cornell Medicine and as physician-in-chief of NewYork-Presbyterian/Weill Cornell Medical Center.

An internationally renowned physician-scientist in the field of lung disease, Dr. Choi has published more than 300 peer-reviewed articles in publications such as Nature Immunology, Nature Medicine, New England Journal of Medicine, and Proceedings of the National Academy of Sciences, as well as numerous book chapters and editorials. He is a member of the American Society of Clinical Investigation and the Association of American Physicians. Dr. Choi has a longstanding commitment to training the next generation of healthcare and scientific leaders and has mentored more than 70 trainees and faculty members in an official capacity.

Jessica M. Bibliowicz
Chairman, Board of Overseers
Weill Cornell Medicine

Jessica Bibliowicz is Chairman of the Board of Overseers of Weill Cornell Medicine. A successful entrepreneur in the financial services business for nearly three decades, Ms. Bibliowicz has served on the Board of Overseers for the last decade.

Ms. Bibliowicz is currently Senior Advisor at Bridge Growth Partners, a private equity firm. She was Chairman and CEO of National Financial Partners until its sale to Madison Dearborn Partners in June of 2013. She is a member of the Board of the Asia Pacific Fund, Sotheby’s, and Prudential Insurance. Ms. Bibliowicz is a
member of the Board of Trustees of Cornell University, a member of the Board of Trustees of NewYork-Presbyterian Hospital and a member of the Board of Directors of Jazz at Lincoln Center.

**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.

To learn more, call
Jill Lasman, Senior Vice President at
617-262-1102
or send nominations or cover letter and resume to
jlasman@LLLSSearches.com.
All inquiries will be held in confidence.