



ASSOCIATE VICE PRESIDENT, INSTITUTIONAL ADVANCEMENT

ABOUT MEHARRY MEDICAL COLLEGE

Located in Nashville, Tennessee, Meharry Medical College was founded in 1876, just 11 years after the end of the Civil War. The initial mission of the College was to educate African-Americans to serve the health care needs of recently freed slaves beset with desperate medical conditions. Today, Meharry includes a School of Medicine, School of Dentistry, School of Applied Computational Sciences, and a School of Graduate Studies Research and is home to the Center for Health Policy at Meharry and the Lloyd C. Elam Mental Health Center. Degrees conferred by Meharry include Doctor of Medicine (M.D.), Doctor of Dental Surgery (D.D.S.), Doctor of Philosophy (Ph.D.), Master of Science in Public Health (MSPH), Master of Health Sciences (MHS), Master of Science in Data Science (MSDS), and Master of Science in Biomedical Data Science (MSBDS). The College also awards a Certificate in Health Policy.

As the nation's largest private, independent, historically black academic health sciences center, the College has trained over 40 percent of America's African-American dentists and has produced a significant component (8 percent) of the nation's African-American physicians. Currently, 17 percent of African-Americans holding Ph.Ds. in the biomedical sciences are Meharry graduates. Providing opportunities for people of color, individuals from disadvantaged backgrounds and all others— regardless of race or ethnicity—is central to the Meharry mission.

Today, under the leadership of Dr. James E.K. Hildreth, the College is experiencing groundbreaking change, strong initiatives both domestically and internationally, sound development within the three schools of study and substantial support from alumni and friends.

Key Facts

- [History](#)
- [Board Leadership](#)
- 1175 employees
- \$140 million budget
- 13 Institutional Advancement staff

Mission

Meharry Medical College is a global academic health sciences center advancing health equity through innovative research, transformative education, exceptional and compassionate health services and policy-influencing thought leadership. True to its legacy, Meharry empowers diverse populations to improve the well-being of humankind.

Visit



Meharry Medical College is fast approaching its sesquicentennial year in 2026— 15 decades of changing and saving lives through a mission of dedication to the health care of all—especially the indigent and marginalized. Meharry’s alumni are known for their dedication, devotion, and service to all segments of society, and the College’s drive as an institution is as strong as ever to press into the next 150 years, determined not only to produce health care leaders, but health leaders who care.

As Meharry moves forward to its sesquicentennial, “Evolution and Transformation,” as President Hildreth has stated, will help position Meharry to embrace new developments, technology and cutting-edge research for students, post-doctorates and faculty in preparation for a new world of science and medicine.

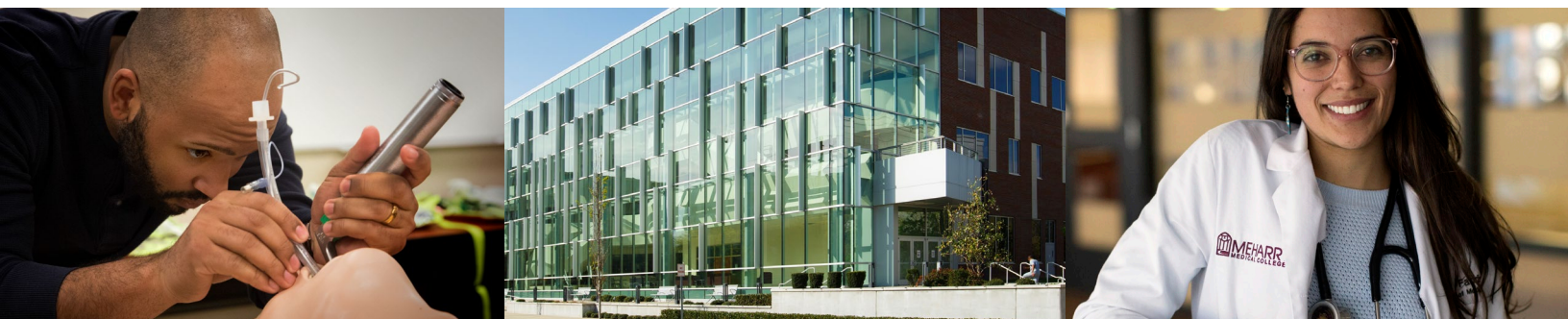
For nearly 150 years, Meharry Medical College has addressed disparities and fought for opportunity and equity in healthcare. With a focus on primary care for both medicine and dentistry and an unwavering commitment to serving the underserved, we invested into the health and wellness of all communities even when resources were limited and others turned away. Meharry Medical College looks to the future by focusing through its heritage, guided by its motto: Worship of God Through Service to Mankind. Meharry’s commitment to service continues to position the college as second among 141 academic health science centers in the “social mission” of education.

ABOUT THE ASSOCIATE VICE PRESIDENT, INSTITUTIONAL ADVANCEMENT

Along with the Senior Vice President, Institutional Advancement and Chief Strategy Officer, the Associate Vice President is the most senior development officer within Institutional Advancement. They are responsible for all fundraising, including major and planned giving, annual giving, corporate and foundation relations, stewardship, prospect research, and the operations that support fundraising activities. Institutional Advancement is currently a team of 13, five of whom report directly to the Associate Vice President.

The Associate Vice President will also serve as the Campaign Director for Campaign 150, the College’s \$200 million capital campaign, which is scheduled to close in 2026, the 150th anniversary of Meharry. The public phase of the campaign was announced in April 2021, and to date, close to \$100 million has been raised.

The Associate Vice President will carry and cultivate a small portfolio of leadership giving prospects. The primary focus of the Associate Vice President is to develop fundraising plans and establish a sound infrastructure for the Institutional Advancement team. They will also develop



metrics to evaluate the performance of individual gift officers and the entire Institutional Advancement team. Additionally, they will build on and expand Meharry's culture of philanthropy and develop the capacity of Institutional Advancement. With the Senior Vice President, this advancement leader will advise on fundraising strategies for the College, including the capital campaign.

MAJOR OBJECTIVES

Within the first 12 to 18 months, the Associate Vice President, Institutional Advancement will achieve the following major objectives:

- Build a robust Institutional Advancement team that includes direct calling officers as well as advancement operations. This will include evaluating the team's current capacity and making the necessary adjustments that will help to ensure high performance. Additionally, the Associate Vice President will optimize Institutional Advancement's organizational structure and establish aspirational yet attainable goals for each team member.
- Serve as the Director of *Campaign 150* and ensure that Meharry meets or exceeds its campaign targets and timelines. As the Campaign Director, the Associate Vice President will work closely with the Senior Vice President, Institutional Advancement and Chief Strategy Officer on the progress and direction of Meharry's capital campaign.

RESPONSIBILITIES

The Associate Vice President, Institutional Advancement will have the following primary responsibilities:

- Provide guidance and strategic direction for Institutional Advancement, including structure, staffing, goals, and professional development.
- Serve as the Director of *Campaign 150*.
- Oversee the planning and implementation of all programs and activities designed to enhance philanthropic support of the College by helping to establish goals for all units, and by directing the strategic implementation and assessment of fundraising and engagement strategies to achieve those goals.
- Manage the cultivation, solicitation, and stewardship of a small portfolio of leadership gift prospects through personal visits and other forms of communication.
- Plan and support all fundraising and constituent activities of the Associate Deans. Where necessary, the Associate Vice President will serve as a proxy for the Senior Vice President.



- Work with the Chair of the Board of Trustees and other leaders on the Board to ensure coordination and continued progress of all fundraising and constituent engagement activities.
- Directly manage five professional staff members who have responsibility for annual giving, major and planned giving, corporate and foundation relations, stewardship, prospect research, and advancement operations.
- Represent the College at events, to volunteer groups, and in the community with the goal of increasing the visibility of Meharry's advancement priorities and needs.

QUALIFICATIONS

The ideal Associate Vice President, Institutional Advancement will bring most of the following qualifications and skill sets:

- Seven to ten years of progressive advancement leadership.
- Demonstrated experience as a successful fundraiser in a complex and dynamic environment such as a higher education institution, healthcare and hospital system, or voluntary health association.
- Previous capital campaign experience, ideally in a higher education institution.
- The ability to help determine the fundraising priorities of Meharry Medical College.
- A collaborative and inspiring approach that is supported by data-centered rigor and a strong emphasis on accountability.
- Creative and entrepreneurial thinking.
- Leadership presence that is effective with a variety of constituencies, including trustees, faculty, senior administration, and high-level volunteers.
- Authentic appreciation for the role that Meharry Medical College plays as a premier medical college and a **Historically Black College and University** institution.
- The ability to travel 30% with advancement team members.
- A Bachelor's degree is required. A Master's degree or an equivalent combination of education and experience would be an advantage.

COMPENSATION AND BENEFITS

The salary range for this position is competitive. The Associate Vice President, Institutional Advancement will need to live in Nashville, Tennessee. Staff is currently working remotely due to COVID-19. Benefits include medical, dental, and vision insurance; life insurance; short- and



long-term disability; 401(k) program with employer match; paid time off including holidays, sick days, personal days, and vacation.

APPLICATION

Meharry Medical College has retained Campbell & Company to conduct this search. The team for this project is Marian DeBerry and Emily Thompson. To be considered for this opportunity, please send a letter of interest and resume to:

Emily Thompson

Associate Consultant, Executive Search

Emily.Thompson@campbellcompany.com

(312) 896.8891 direct

Meharry Medical College is an equal opportunity employer.



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