



University of Illinois at Urbana-Champaign
Champaign, IL

SEARCH SPECIFICATIONS

Assistant Dean for Advancement
Carle Illinois College of Medicine

Prepared By
BRYANT GROUP
Building Powerful Teams



**University of Illinois
Carle Illinois College of Medicine**

Assistant Dean for Advancement

Search Specifications

The Opportunity

The newly created Carle Illinois College of Medicine (CICOM) is the world's first engineering-based college, and CICOM is on a mission to change the face of healthcare as we know it. The formation of this new privately-funded college at Illinois in partnership with Carle is a pivotal event in the university's history and will have a profound effect on the campus, the local and regional community, the state of Illinois, the nation, and even the world.

This innovative new College at the University of Illinois is seeking an entrepreneurial, energetic and experienced advancement leader to assume the inaugural role of Assistant Dean for Advancement. The Assistant Dean is responsible for leading School-wide advancement efforts with individuals as well as corporations and foundations with the goal of maximizing private funding for college-specific priorities.

Reporting jointly to the Dean of the College and the Associate Vice Chancellor for Institutional Advancement, the Assistant Dean for Advancement is expected to meet and exceed annual targets for financial contributions from non-alumni individuals, corporations and foundations, and for personal targets for activity, including donor visits and proposals submitted, with a focus on gifts of \$100,000 or more.

The University of Illinois is in the midst of an eight-year, \$2.25 billion comprehensive capital campaign, *WITH ILLINOIS*.

This position calls for an entrepreneurial self-starter who thrives in a complex and fast-paced startup environment; has a track record of success in major gift fundraising from corporate/foundation donors and from individuals in an academic institution, a healthcare or research setting, or other comprehensive nonprofit organization; is a strategy leader and has a



passion for the future of medicine and healthcare. The Assistant Dean for Advancement will be based in Champaign, Illinois.

The University of Illinois has retained BRYANT GROUP to manage the search for the Assistant Dean for Advancement for the Carle Illinois College of Medicine.

University of Illinois

The University of Illinois is currently celebrating their sesquicentennial anniversary and aims to be the pre-eminent public research university with a land-grant mission and global impact.

The University opened as Illinois Industrial University in 1867. It was one of the 37 universities created under the first [Morrill Land-Grant Act](#), which provided public land for the creation of agricultural and industrial colleges and universities across the United States. In 1885, the Illinois Industrial University changed its name to the University of Illinois. In 1982 the university name officially changed to the University of Illinois at Urbana-Champaign but it is more commonly referred to as The University of Illinois, Illinois, or U of I.

The Urbana-Champaign campus, with 354 buildings, occupies 1,400 acres and is situated in the twin cities of Champaign and Urbana (total population 207,000) in east-central Illinois. It is situated about 140 miles south of Chicago, 125 miles west of Indianapolis, and 180 miles northeast of St. Louis.



The University of Illinois System has two additional campuses, one in Springfield (UIS) and one in Chicago (UIC). The system is governed by 13 Board of Trustee members, 11 of whom have official votes. Nine are appointed by the Governor for terms of six years, and three student trustees (one from each university) are elected by referenda at their university for one-year terms.

Since its founding in 1867, the University of Illinois at Urbana-Champaign has earned a reputation as a world-class leader in research, teaching, and public engagement and is currently the #14 ranked public university in the United States. The University boasts 21 Pulitzer Prize Winners and 23 Nobel Laureates including former faculty member, John Bardeen, who holds the distinction of being the only person to have won the physics prize twice.

Illinois is also renowned for its international connections and collaborations. These international partnerships provide a growing number of opportunities for students, as well as faculty, to work with renowned colleagues around the world.



The Carle Illinois College of Medicine

As the world's first engineering-based college of medicine, The Carle Illinois College of Medicine is leveraging advanced technology to train physician-innovators who will deliver better, more compassionate and accessible care to patients worldwide. Engaging creative minds in a case-driven, problem-based, active learning curriculum with day-one clinical immersion is just one way the college is setting a new bar.

The Carle Illinois College of Medicine is a four-year medical school preparing students to become board certified physicians. The unique engineering-infused curriculum will position graduates to be physician innovators, approaching medicine and patient care in a whole new way. This ground-breaking approach seamlessly integrates the University of Illinois at Urbana-Champaign's unparalleled assets in engineering, technology and supercomputing with Carle's nationally recognized, comprehensive healthcare system.

Over the last two years Illinois has made major investments in both big data and bioengineering with support from the \$100 million Grainger Engineering Breakthroughs Initiative. Carle Health System, the clinical partner in the college, is a nationally recognized leader in high-quality, cost-effective and coordinated patient care. Carle is also the primary investor in the new college – with a pledge of \$100 million in the first 10 years.

Based in Urbana, Illinois, The Carle Foundation is the not-for-profit parent company of an integrated system of hospitals, a 400-member physician group and health plan. Carle is consistently recognized for providing quality care to a population of 1.3 million people. The 393-bed Carle Foundation Hospital houses the region's only Level I Trauma Center with Primary Stroke Center Designation and offers Level III perinatal services.

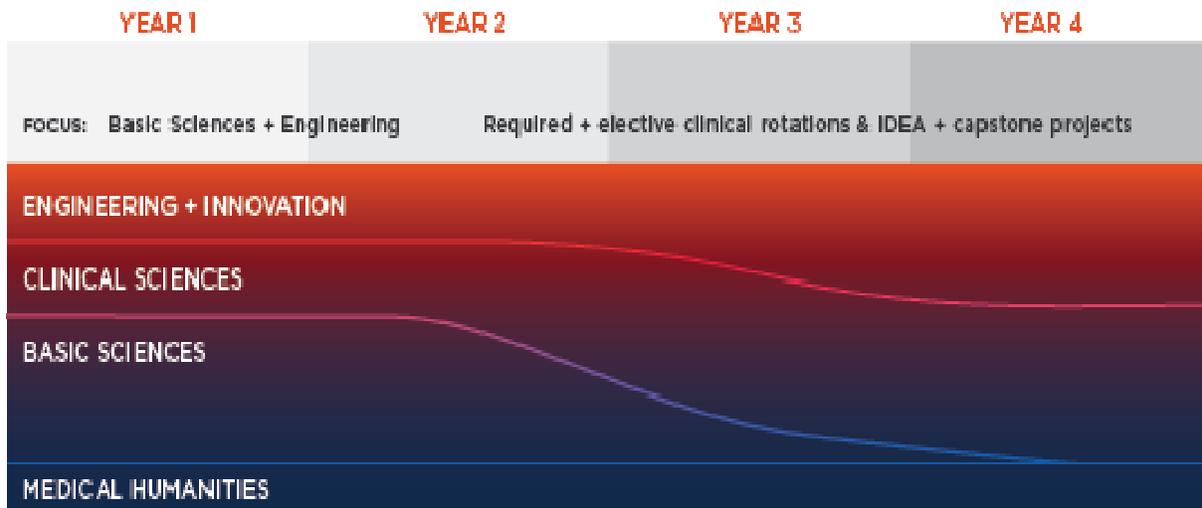
Carle is ranked as a Best Hospital by *U.S. News and World Report*, by HealthGrades as one of America's 100 Best Hospitals™, and is among the top nationally for critical care, stroke, pulmonary and gastrointestinal care, having achieved Magnet® nursing status and Health Care's Most Wired™. Carle serves people through high quality care, medical research and education.

The Illinois Model for Medical Education

This model is the first in the world to integrate engineering principles in teaching medicine. This four-pillar approach infuses basic science, clinical sciences, engineering and innovation, and medical humanities into all four years.

Balancing clinical medicine and bioscience with engineering and the humanities centers the College's work on the human condition.





Leading experts in engineering, medicine and science will teach every course, fostering a generation of board-certified physician-innovators—tomorrow’s entrepreneurs and leaders, trained in medicine and engineering. The classroom experience will vary greatly from the traditional lecture-style classroom and medical memorization. Students will have opportunities to create real-life solutions to modern-day challenges and will learn by doing—both in simulated and reality based environments.

Graduates will be

- Creative problem-solvers who challenge the status quo
- Technology drivers and implementers
- Comfortable in non-traditional teams to create non-traditional solutions to healthcare challenges

Physician-leaders who are:

- Clinicians with an even higher degree of professionalism and passion
- Lifelong learners
- Skilled in the discipline of leadership

The Carle Illinois College of Medicine will welcome its inaugural class of 32 students in Fall 2018, a group chosen from over 1,100 applicants. These students will be recipients of the “32 for 32” scholarship which provides 4-year scholarships for each member of the first class. In addition to the \$100 million gift from Carle Health System, the College has raised \$20 million since its inception.





University of Illinois Facts

Founded:	1867
Chancellor:	Dr. Robert J. Jones
University System Enrollment:	83,321 Total
U of I Enrollment:	47,826 Total 33,624 Undergraduate 14,202 Graduate/Professional
Campus:	300 main buildings on 1,400 acres
Degrees Awarded, U of I Campus (2017):	Bachelor's – 8,098 Master's – 3,359 Doctoral – 832 Professional – 263
Library Holdings:	Largest public university library in the United States containing 14 million volumes and 24 million other items in 20+ areas of study.



Governance: Eleven-member Board of Regents, appointed by the Governor plus 3 student members (1 with voting privilege)

Endowment: \$1.75 Billion

Operating Budget: \$2.9 Billion

University Web Site: <http://illinois.edu/>



Carle Illinois College of Medicine

Founded: 2018

Dean: Dr. King Li, MD, MBA

Students: 32 Total (building to a total of 256)

Degree Programs: M.D. Program

School Web Site: <https://medicine.illinois.edu/>

University Advancement

The University of Illinois Foundation serves all three campuses of the U of I. Each campus has its own Vice Chancellor for Advancement and its own Advancement structure and team.

The University of Illinois at Urbana-Champaign has a decentralized model with a variety of centralized functions—including analytics, annual giving, communications, stewardship, advancement marketing and communications—serving the various colleges and units. Other central functions include Administration and Talent Management and Principal Gifts.

A newly created health sciences and research initiatives cohort has been created, reporting to the new position of Associate Vice Chancellor for Health Sciences and Research Initiatives. Units reporting to the AVC are Carle Illinois College of Medicine, Applied Health Sciences, Veterinary Medicine, Social Work, Institute for Genomic Biology, and Research Initiatives.

The University is in a \$2.25 billion capital campaign, *WITH ILLINOIS*. To date, \$1,287,015,471 has been raised with 4 years to completion.

The following chart reflects philanthropic support to Illinois for the past three fiscal years:

Fiscal Year	Total Support
FY 2017	\$957,079,321
FY 2016	\$755,432,897
FY 2015	\$519,560,368

Position Description

Assistant Dean for Advancement

Carle Illinois College of Medicine

The Carle Illinois College of Medicine and the Office of the Vice Chancellor for Institutional Advancement at the University of Illinois at Urbana-Champaign seek a full-time Assistant Dean for Advancement to serve as the College's Chief Advancement Officer. The Assistant Dean will build and provide the strategic leadership of a comprehensive advancement program for the College.

Organizational Relationship

Working collaboratively with colleagues across the institutions, the Assistant Dean will lead comprehensive fundraising for individual, corporate and foundation giving, and coordinate all stewardship efforts. The successful candidate will provide vision, imagination and significant demonstrated fundraising and campaign experience. Serving as a member of the Dean's leadership team, the Assistant Dean for Advancement reports jointly to the Dean of the College and to the Associate Vice Chancellor for Institutional Advancement.



Major Duties and Responsibilities

- In an environment of high expectations and accountability, plan and implement a comprehensive advancement strategy for the new College.
- Identify, cultivate and solicit major donors; creating, coordinating and writing funding proposals directed at individuals, corporations and foundations; and designing and implementing campaigns for specific needs within the College.
- Establish and maintain a portfolio of transformational gift prospects; maintain a significant travel schedule to meet with alumni, stakeholders, and corporate and foundation executives.
- Build and maintain productive working relationships with department heads, faculty and administrators throughout the Carle Illinois College of Medicine, the College of Engineering and the College of Liberal Arts and Sciences in order to thoroughly understand their programs and priorities.
- Provide strategic direction and input into the messaging of key College communications to various internal and external stakeholder audiences. Work with college staff on engagement and event opportunities and stewardship.
- Partner with the Dean to plan and implement strategic visits.
- Lead campaign planning for the College. Prepare volunteers to participate in cultivation, solicitation and stewardship of major gifts and campaigns as needed.
- Work collaboratively with other development officers across the university to devise strategies for all aspects of donor cultivation and stewardship. Facilitate an effective relationship with the Carle Center for Philanthropy.

Required Qualifications

- A minimum of a bachelor's degree, with a master's degree preferred.
- At least seven years of successful related experience in high performing philanthropy programs.
- Excellent interpersonal, written and verbal communication skills.
- Demonstrated ability to build successful long-term relationships in a professional work environment.

Additional Preferred Qualifications

- Experience in positions or organizations that supported \$100M+ campaigns.
- Experience in an academic medical center.
- Demonstrated track record of cultivating and securing 7-figure and larger outright and deferred gift commitments.

Salary

Competitive and commensurate with qualifications and experience.



Biographical Profiles

Dr. King Li, MD, MBA

Dean

Carle Illinois College of Medicine

University of Illinois

Dr. King Li is a highly-regarded scholar who commands respect in his discipline and in the medical profession. Li enthusiastically engages faculty, disciplines and colleges across campus as well as physician colleagues at Carle and beyond in establishing the revolutionary college.

Li is a renowned researcher, educator, inventor and clinician in molecular imaging and radiology. Holding 16 patents, with another six pending, and four new invention disclosures since joining the Carle Illinois College of Medicine, he has a long track record of developing and commercializing intellectual property as well as setting up and administering large clinical and translational research programs.



Barry Benson

Vice Chancellor for Advancement

University Advancement

University of Illinois

Barry Benson started his role as Vice Chancellor for Advancement on March 16, 2017. He arrived from the University of Arizona, where he served as the Senior Vice President of Development at the University of Arizona Foundation.



A Colorado native, he played collegiate baseball and received a BS in finance from the University of Northern Colorado and has a Master of Business Administration from Colorado State University. Barry enjoys the outdoors and most importantly, loves spending time with his wife Jami (whom he met in 6th grade) and his three daughters.



Champaign-Urbana, Illinois

The twin cities of Champaign-Urbana are classified as “micro-urban” which is defined as “population centers of 250,000 or less that possess a highly uncommon set of desirable attributes normally exclusively associated with much larger metropolitan centers.” In this small close-knit community you will find a vibrant arts/culture/nightlife scene, an internationally diverse population, a strong technology base and one of the nation’s most elite public high schools.

While rooted in the heart of the American prairie, it is also home to Nobel Laureates, Olympians, international film and music festivals, world-renowned entrepreneurs, restaurants featured in *Bon Appetit*, one of the most powerful supercomputers in the world, as well as the world’s premier university-based performing arts complex.

The campus offers 500,000 square feet of state-of-the-art recreation facilities. Families enjoy over 1,000 acres of city parks and green space where outdoor concerts and farmers markets are held. It is a great place for outdoor activities with over 26 miles of city trails/bike paths and with just a short drive, you can visit three major forest preserves in Champaign County for swimming, boating, fishing, hiking, camping, and cross-country skiing.

Champaign County Schools boast of a 90+ percent graduation rate and provide options for students who test as gifted and those interested in high-tech trades. In addition, you will find STEM schools, gifted programs and dual-language immersion programs in Spanish and Mandarin that even begin in elementary school. University of Illinois Laboratory High School, a free public school, ranks as one of the best in the state.

Urbana-Champaign is it is one of the top 10 cities in the nation for venture capital per capita. It is home to Research Park at the University of Illinois, which is focused on helping science and technology entrepreneurs connect to talent and funding. *Forbes* and *Inc.* have rated it as one of the top college town incubators in the nation.

Many companies utilize the engineering talent of the area. Global companies like Yahoo, Intel, Citrix Systems, Grainger, and Raytheon all have a significant presence in the twin cities.

Champaign-Urbana enjoys lower than average prices on nearly everything. In fact, according to *Forbes*, the cost of living is more than 10 percent below the national average. The median home price is \$120,000, the average commute is 14 minutes, and there is ample public transportation (free with university ID).

These twin cities also defy the stereotype of the Midwest as they are a true melting pot. Here you will find the highest number of international students of all public universities in the U.S. Thus, there are a variety of international markets, ethnic restaurants, cultural centers, diverse houses of worship and foreign language media outlets. This area also pioneers empowerment for the disabled community. At the 2012 London Paralympic Games, athletes from the University of Illinois earned 10 of the 28 track and field medals won, and in 2014 the twin cities were designated as an official U.S. Paralympic Training Site.



The University of Illinois participates in NCAA Division I athletics and offers 10 men's teams and 11 women's teams with 15 major facilities. Sports include baseball, basketball, cross country, football, golf, gymnastics, tennis, soccer, softball, swim and dive, track and field, volleyball, and wrestling.



Application Procedure

To apply for the Assistant Dean for Advancement, Carle Illinois College of Medicine opportunity at the University of Illinois, please submit your resume and cover letter in confidence to:

Sally Bryant DeChenne
President and CEO
BRYANT GROUP
sdechenne@bryantgrp.com

BRYANT GROUP is the industry leader in executive search for philanthropy. For nearly 30 years, BRYANT GROUP professionals have focused on recruiting successful development and advancement professionals at the mid- and senior-executive levels for institutions of higher education, hospitals and medical centers, and other nonprofits nationally and internationally. The firm also offers team-effectiveness education and leadership coaching to help our clients build powerful advancement teams.

