

Position Announcement

Senior Director of Philanthropy



KANSAS
HEALTH SCIENCE
UNIVERSITY

KANSAS COLLEGE of
OSTEOPATHIC
MEDICINE

Kansas Health Science University

Wichita, Kansas

Reports To Vice President of Institutional Advancement

Organization Profile Located in Wichita, Kansas, Kansas Health Science University (KHSU) is a private, nonprofit institution dedicated to addressing critical healthcare resource deficiencies in underserved communities across Kansas and beyond. Established in 2022, KHSU's primary academic division is the Kansas College of Osteopathic Medicine (KansasCOM), which offers a Doctor of Osteopathic Medicine (D.O.) degree.

KansasCOM is notable for being the first osteopathic medical school in the state. Its innovative curriculum emphasizes creating empathetic, patient-centered physicians to positively impact healthcare access disparities. The college received pre-accreditation from the Commission on Osteopathic College Accreditation in December 2021 and welcomed its inaugural class in the 2022-2023 academic year.

Kansas Health Science University is a proud member of The Community Solution Education System, the only fully integrated private, nonprofit higher education system in the United States.

Through a centralized infrastructure and shared expertise, the institutions work together to achieve remarkable success in an ever-changing higher education landscape. United by a common vision, these organizations work together to build

strategic partnerships, leverage economies of scale, and create a collaborative culture that leads to real, positive outcomes for institutions, students, and communities.

In 2018 The Community Solution began exploring opportunities to expand its system of colleges and universities to include a medical school, recognizing a growing need for health infrastructure. Together, The Community Solution and KHSU established Kansas' first college of osteopathic medicine in 2019. In the years since, KHSU has worked to not only prepare future physicians, but also connect them with high-need regions to fulfill a critical need while gaining valuable experience.



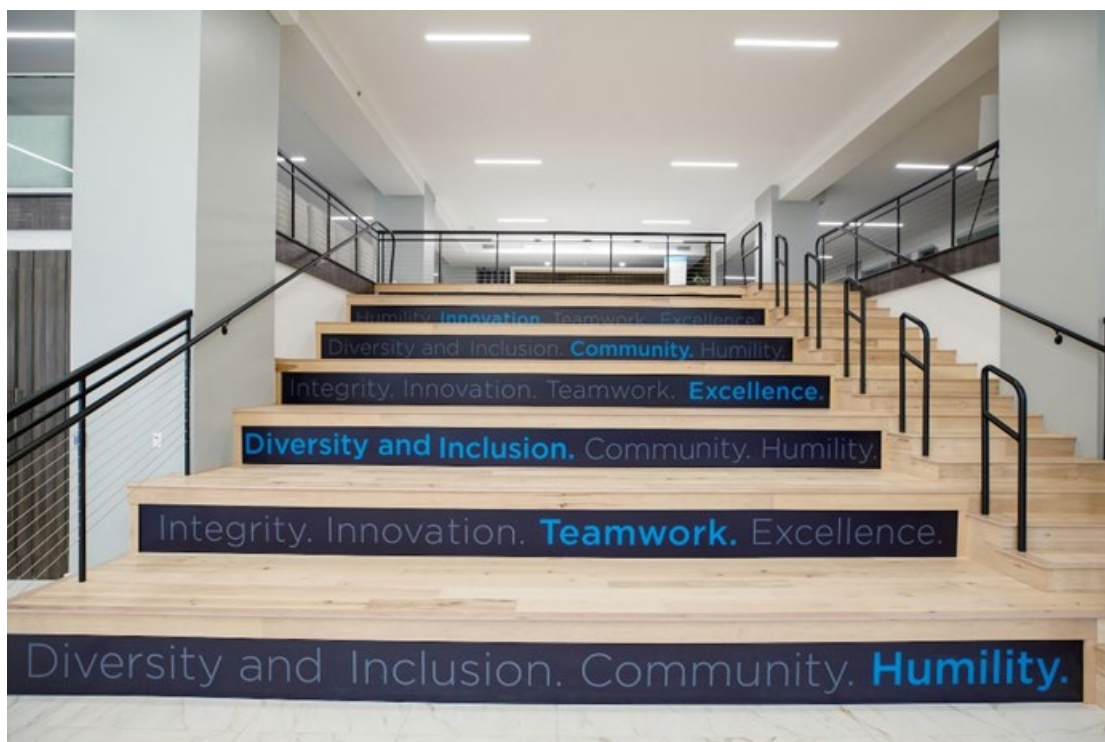
Position Summary

The Senior Director of Philanthropy, in partnership with the Vice President of Institutional Advancement, is responsible for creating and executing an overall strategy to develop a culture of sustainable philanthropy at KHSU. Focused on enhancing student success and institutional excellence, this position works closely with the President, Dean, and faculty to identify fundraising priorities aligned with the strategic plan and will lead the development of the annual integrated development plan, coordinating projected activities and their associated revenues and expense. The Senior Director of Philanthropy oversees and directs fund development activity across the country, building visibility and financial resources.

Principle Duties

- Develop and execute a comprehensive fundraising strategy encompassing major gifts, planned giving, corporate partnerships, individual giving, grants, and endowment initiatives, aligning with the institution's strategic goals and capital campaign priorities.
- Identify, cultivate, solicit, and steward major donors, prospects, and corporate partners, including alumni, community leaders, and industry partners, while actively building and managing a portfolio of prospects to secure transformational gifts.
- Provide leadership, supervision, mentoring, and goal setting to development staff, fostering a culture of excellence and accountability.
- Ensure the development and execution of comprehensive relationship management strategies and the achievement of donor acquisition, retention, participation, and revenue goals.

- Collaborate with leadership, faculty, Board members, Campaign Leadership Committee, and institutional advocates to develop fundraising priorities, craft compelling fundraising stories, and elevate the culture of philanthropy.
- Research, develop, and implement short-term and long-term strategic fundraising plans with a focus on donor stewardship and building sustainable donor relationships.
- Establish and nurture strategic alliances, partnerships, and collaborative relationships with the medical community, businesses, and industry leaders to enhance fundraising opportunities.
- In collaboration with Vice President, establish performance metrics and benchmarking to evaluate the effectiveness of the fundraising program.
- Represent the institution at community and institutional events, serving as an ambassador to generate commitment, inspire loyalty, and promote the organization's mission.



Knowledge, Skills & Abilities

- Possess exceptional written and interpersonal communication skills with the ability to interact with diverse internal and external constituents.
- Remain flexible and agile during periods of growth and change.
- Effectively communicate and present in small and large settings.
- Ability to remain curious, ask questions, and understand programs under development.
- Articulate, compellingly, the mission and vision of the organization/programs.

Paschal • Murray

EXECUTIVE SEARCH

www.paschalmurray.com

- Adept at engaging, cultivating, soliciting, and stewarding individuals from varying philanthropic capacity levels.
- Ability to work closely and collaboratively with colleagues.

Qualifications Qualities and experiences that ideal candidates should display include:

- Bachelor's degree in business, communication, marketing, or public relations; advanced degree a plus.
- Minimum of 7 years of progressive experience in development, fundraising, or related fields, preferably in higher education, healthcare, or non-profit sectors.
- Success in solicitation, closing, and stewardship of 6+ figure philanthropic gifts.
- Proven ability to advance the interests of donors or potential donors while honoring and protecting the best interests of the organization.
- Commitment to ethical fundraising practices.
- Willingness to travel with occasional weekend and evening work.
- Knowledge of Microsoft Office and development databases required; experience with Blackbaud's Raisers Edge a plus.

Preferred Preference will be given to candidates that also display one or more of the following:

- An advanced academic degree.
- Fundraising certification (CFRE, FAHP, CAP, CSPG or equivalent).



Memorandum The salary and benefits are competitive and commensurate with experience and qualifications. Paschal•Murray supports the commitment of our client in encouraging applicants from diverse backgrounds and cultures. As a condition of employment, our client reserves the right to conduct background verification including academic, work, driving, credit, and criminal histories.

The above statements are intended to describe the general nature and level of work performed by people assigned to this classification. They are not to be construed as an exhaustive list of all responsibilities, duties, and skills required of personnel so classified. All personnel may be required to perform duties outside of their normal responsibilities from time to time, as needed.

Nominations and applications are welcome. Please send résumé and cover letter as separate documents attached to an e-mail message to:

Beau Cummings, Senior Search Consultant

beau@paschalmurray.com

Paschal•Murray

Executive Search
San Diego • Wilmington

Voice: (760) 863-4512

www.paschalmurray.com



Paschal•Murray

EXECUTIVE SEARCH

www.paschalmurray.com