



THE UNIVERSITY OF  
**TENNESSEE**  
HEALTH SCIENCE CENTER.

THE UNIVERSITY OF TENNESSEE  
**UT FOUNDATION**

Position Specification

Fall 2022

# Vice Chancellor for Advancement



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# The Opportunity



The University of Tennessee Health Science Center (UTHSC) seeks an accomplished, collaborative and visionary leader to serve in the role of vice chancellor for advancement. UTHSC is Tennessee's only public academic health science system. Headquartered in Memphis, UTHSC spans the state with four major, regional clinical health science locations in Memphis, Knoxville, Chattanooga and Nashville. UTHSC is comprised of six doctoral-degree-granting health science colleges: Medicine, Dentistry, Pharmacy, Nursing, Graduate Health Sciences and Health Professions, with related clinical programs.

Reporting jointly to the president and CEO of the University of Tennessee Foundation, Inc. (UTFI) and the chancellor of the University of Tennessee Health Science Center, the vice chancellor is the chief development and alumni officer for UTHSC and is responsible for achieving UTHSC's fundraising and alumni goals and objectives.

Given its statewide impact, philanthropy is focused on University of Tennessee Health Science Center's student scholarships, clinical workforce development, program educational and research program development, and endowments enabling the recruitment and retention of outstanding faculty. Chancellor Buckley, with experience in acquiring several transformative gifts at prior academic institutions, has set philanthropy as a priority expectation.

The UT Foundation has set a System wide five-year goal to raise \$1.25 billion in support and to increase the donor base to 78,000 by 2025. UTHSC is a key part of this initiative, with a target of generating \$100 million over this timeline and expanding the donor base to 4,900 by 2025. During its recent Day of Giving, UTHSC attained a 20% increase in support, therefore this year's institutional goals for philanthropy have grown, reflecting increased opportunities for the UTHSC.

# Quick Facts Fall 2022

## Campuses

Memphis (Main Campus)

80 Acres

10-12 new and improved facilities in the past five years

Other Campuses  
Knoxville, Chattanooga, Nashville

## History

### 1911

Memphis campus dedicated solely to health science education and research

### 1963

UT Graduate School of Medicine in Knoxville became part of UTHSC

### 1974

**UT College of Medicine in Chattanooga joined UTHSC**

### 2014

Saint Thomas Health in Nashville began collaborating with UTHSC to create a Nashville campus

## Students

**3,188**

**1,496 residents, fellows, and postdocs**

**95.4% graduation rate**

**95% first-time board pass rate**

## Academics

- Six colleges
- Four full clinical health science locations
- Over 880 clinical teaching sites  
Multiple hospital partnerships
- Clinical partnerships with major healthcare systems in four cities
- University Health Services (UHS) practice plan and affiliated practice plans

## Academic Calendar Semesters

## Economy

**\$4 Billion** annual impact on the Tennessee economy

32,000 jobs supported by UTHSC, affiliated organizations

## Research

**\$127 Million** total gross research awards

**\$28 Million** total external dollars generated from Collaborative Research Network (CORNET) - funded work

### 200+

Clinical trial opportunities brought to UTHSC investigators by Clinical Trials Network of Tennessee

## Faculty and Staff

3,293 faculty and staff

56 endowed professorships

2 Governor's Chairs of Excellence

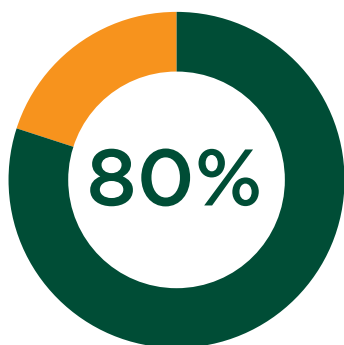
# Overview

The University of Tennessee Health Science Center (UTHSC) was founded in 1911. Our vision is to be the preeminent public research and teaching university linking the people of Tennessee to the nation and the world. UTHSC improves human health by fostering integrated, collaborative, and inclusive clinical education, research and public service. UTHSC has clinical practice plans across its health sciences programs and has vital partnerships with major healthcare providers in each city where it has a campus, offering a broad range of postgraduate and selected baccalaureate training opportunities. The main campus is located in the heart of the Memphis Medical District and includes six colleges: Dentistry, Graduate Health Sciences, Health Professions, Medicine, Nursing and Pharmacy. UTHSC educates and trains cohorts of medicine, pharmacy and health professions students—in addition to medical residents and fellows—at its campuses in Memphis, Knoxville, Chattanooga and Nashville. Clinical care, professional education and research also are carried out at more than 880 clinical and educational sites across Tennessee.

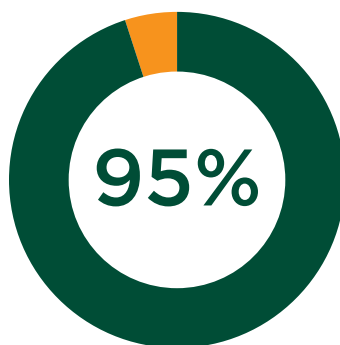
**Through our clinical - academic partnerships UTHSC has educated:**

**75%**  
of the state's  
dentists

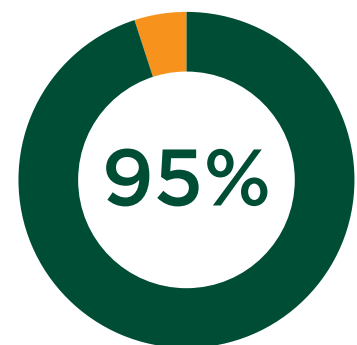
**34%**  
of the state's  
pharmacists



Nearly 80% of our health professions graduates stay in Tennessee



95% first attempt board pass rate



Greater than 95% graduation rate



# UTHSC IS

- ◆ The flagship statewide public, academic health system
- ◆ With its clinical partnerships, a major provider of healthcare across the state of Tennessee
- ◆ Accredited by Southern Association of Colleges and Schools Commission on Colleges (SACSCOC)
- ◆ Part of the UT System, along with UT Chattanooga, UT Knoxville, UT Martin, UT Southern, UT Institute of Agriculture, the UT Institute for Public Service and the UT Space Institute.
- ◆ Governed by a Board of Trustees with 12 members

# National Rankings

**Top  
8**

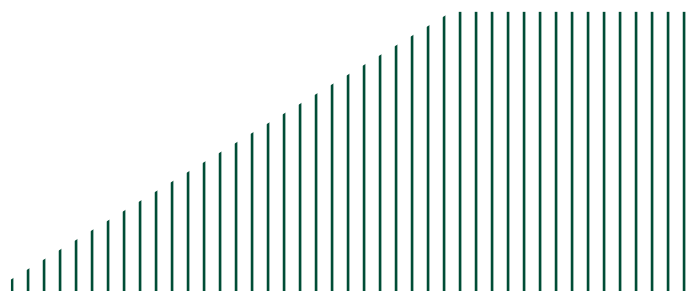
Ranked in the top 8 percent of all **College of Nursing DNP programs in the nation** by *U.S. News and World Report*

**#14**

Ranked No. 14 in the country for **NIH-funded College of Pharmacy**

**#20**

Ranked No. 20 **College of Pharmacy** by *U.S. News and World Report*

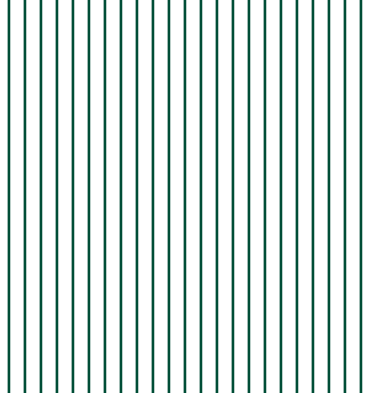
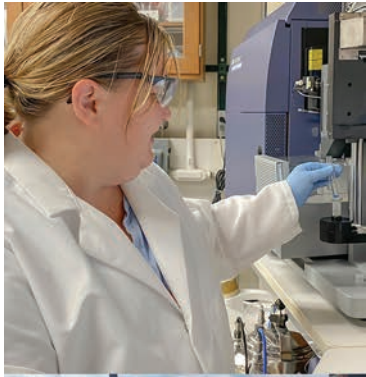


# Core Clinical Teaching Partnerships and Group Practices

Clinically, UTHSC faculty practice groups contribute more than \$350 million annually to the statewide mission. These practice groups serve as the core faculty for all our partner teaching hospitals, and in association with related group practices.

- ◆ [St. Jude Children's Research Hospital](#)
- ◆ [Methodist Healthcare](#)
- ◆ [Regional One Health](#)
- ◆ [Le Bonheur Children's Hospital](#)
- ◆ [Baptist Memorial Health Care](#)
- ◆ [Memphis VA Medical Center](#)
- ◆ [St. Francis Hospital](#)
- ◆ [University Clinical Health](#)
- ◆ [Dentistry Patient Care](#)
- ◆ UT Le Bonheur Pediatric Specialists
- ◆ [UT Regional One Physicians](#)
- ◆ [Boling Center for Developmental Disabilities](#)
- ◆ [Hamilton Eye Institute](#)
- ◆ [University Therapists](#)
- ◆ Methodist University Transplant Institute
- ◆ [Semmes-Murphey Neurologic and Spine Institute](#)
- ◆ [The West Clinic](#)
- ◆ [University Health Services](#)
- ◆ [Campbell Orthopedic Clinic](#)





# The Role

The vice chancellor for advancement for the University of Tennessee Health Science Center will:

- ◆ Assess the effectiveness and potential of the existing fundraising programs; serve as the architect and builder of a strategic, cohesive and systematic fundraising operation that is reflective of industry best practices and in keeping with the mission of the institution.
- ◆ Craft and implement a sophisticated and comprehensive multi-year fundraising and engagement strategy that will drive philanthropic support for institutional priorities; inspire and challenge the UTHSC community to meet significant annual fundraising increases.
- ◆ Lead, support, recruit and mentor UTHSC advancement staff, promoting a culture of excellence, transparency, collaboration and professional growth. Further develop a high-caliber staff that is well prepared to meet the challenges and opportunities presented to them.
- ◆ Actively promote a measurable commitment to diversity, equity and inclusion; recruit and retain top talent, establishing UTHSC and the UT Foundation as an employer of choice.
- ◆ Set clear direction, priorities and measurable goals for the advancement professionals and administrative personnel. Confirm annual performance objectives, metrics, and standards in an environment of best practices. Enhance professional development and career planning opportunities for staff.
- ◆ Lead by example by personally soliciting and closing major and principal gifts.
- ◆ Maintain a leadership style that is open and fluid, capable of inspiring, empowering and motivating staff.
- ◆ Foster a work environment that recognizes and rewards performance, supports new ideas, builds confidence and encourages interaction and teamwork.
- ◆ Guide and support the UTHSC chancellor, serving as a partner, advisor and co-strategist in cultivating and soliciting major and principal gifts.
- ◆ Guide and support the deans, senior staff and volunteers in all development and advancement-related activities
- ◆ Build and maintain a number of other important collaborative relationships including the vice chancellors of advancement at the other UT campuses, the UT Foundation CFO, the assistant vice president for advancement services, the executive director of UT Alumni Association, and development and alumni relations staff across the foundation.
- ◆ Serve as a highly visible representative of UTHSC to a wide variety of internal and external audiences with expected strong connections in Memphis as well as across the state.
- ◆ Serve on the chancellor's cabinet at UTHSC and serve as a member of the UTFI President's leadership team.



# Key Colleagues



**Peter Buckley, MD**  
**Chancellor, The University of Tennessee Health Science Center**

Peter Buckley, MD, became the 11<sup>th</sup> chancellor of the University of Tennessee Health Science Center in February 2022. He oversees Tennessee's only public, academic health science center encompassing six Health Science Colleges, four academic campuses, multiple hospital partnerships statewide and approximately 900 clinical and educational training sites in more than 125 cities across Tennessee.

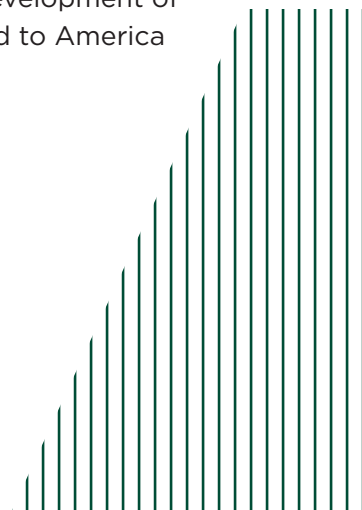
From 2017 to 2022, Dr. Buckley served as the dean of the School of Medicine at Virginia Commonwealth University and as the executive vice president for Medical Affairs for VCU Health System. From January through September 2020, he was appointed as interim chief executive officer for VCU Health System and interim senior vice president for VCU Health Sciences.

From 2010 to 2017, Dr. Buckley served as the dean of the Medical College of Georgia (MCG) at Augusta University (AU). He also served for two years (2014-2016) as the interim chief executive officer of AU Medical Center and AU Medical Associates and executive vice president for Health Affairs. In 2016, he was appointed as executive vice president for Medical Affairs and Integration.

A national leader in academic medicine and in higher education, Dr. Buckley is a Distinguished Fellow of the American Psychiatric Association, served on the association's work-group on the Role of Psychiatry in Healthcare Reform, and most recently served as an expert on the American Psychiatric Association's work-group on Treatment Guidelines for Schizophrenia, published in 2020. Dr. Buckley was formerly a Fellow of the Royal College of Psychiatrists and served as chair of the PanAmerican Division. He is a past president of the American Association of Chairs of Departments of Psychiatry.

Dr. Buckley's leadership is intertwined with philanthropy, including a \$104 million gift to VCU's School of Medicine in 2022 and a \$66 million gift to the Medical College of Georgia in 2013. He has firsthand experience of the transformative power of philanthropy for the growth of public academic health care institutions, and he is keenly aware of how scholarships are key for ensuring that students from all backgrounds can afford to pursue degrees in health care.

Dr. Buckley's research has predominantly focused on the neurobiology and treatment of schizophrenia. He has also conducted research on patient and family centered care and on the development of academic leadership. Natives of Ireland, Dr. Buckley and his wife, Leonie, emigrated to America 30 years ago and are very proud to be American citizens for the past 25 years.





**Kerry Witcher**  
**Vice President for Advancement, University of Tennessee**  
**President & CEO, University of Tennessee Foundation, Inc.**

Kerry Witcher was confirmed by the UT Board of Trustees in March 2019 as vice president for development and alumni affairs and as president of the UT Foundation, the University's interdependent, not-for-profit fundraising organization. He previously assumed the dual interim roles in February 2018.

He is responsible for providing leadership, planning, coordination and management of development and alumni affairs programs for the entire multi-campus University system and oversees an annual budget of over \$30 million. Under his leadership, the Foundation has averaged more than \$300 million per year in private support, and the donor base Systemwide has grown from 63,000 to 75,000. In fiscal year 2022, the UT Foundation raised \$9.08 for every \$1 invested.

As president of UTFI, Witcher is responsible for the organizations over 240 employees working in development, alumni affairs, communications, stewardship, finance, human resources and advancement services. Through an emphasis in culture and employee-focused initiatives, the Foundation was awarded a Top Workplaces distinction in 2022, which is earned through employee feedback and compared against organizational peers.

He joined his alma mater as director of alumni programs in 1987. Prior to his current role, Witcher was a member of the executive team and chief operations officer for the UT Alumni Association, the over 422,000-member organization serving alumni from all UT campuses.

Witcher, a UT Knoxville alumnus, came to UT after a career in sales and marketing for a pharmaceutical company. From 1992 to 2004, Witcher was assistant vice president for annual giving at UT. He also served as interim executive director of the UT Alumni Association from September 2006 to May 2007.

A native of Lafayette, Tennessee, Witcher and his wife, Karen, live in Knoxville and have three children.



# Qualities, Experience and Qualifications

The ideal candidate for the position of vice chancellor for advancement for the University of Tennessee Health Science Center will be a demonstrated leader in philanthropy and relationship building. They will have managed a high performance program in the past and will bring a combination of strong business intellect and in-depth knowledge of effective fundraising strategies and operations to provide management oversight, leadership and strategic direction to the position. The UTFI is seeking candidates who have the ability to contribute in meaningful ways to the diversity and intercultural goals of the UTHSC campus.

In addition, the successful candidate will have:

- ◆ A compelling track record leading philanthropic efforts for a large and complex major academic medical center, integrated health system, or similar organization; experience in working within a multi-campus environment (preferred);
- ◆ Depth of knowledge of tax-advantaged and incented giving plans (preferred);
- ◆ Effective interpersonal skills, an engaging manner, and the capacity to influence, inspire and motivate executive leadership, donors, prospects, volunteers and staff, both within UTHSC and beyond;
- ◆ The ability to foster connections among members of these groups and to nurture strong and long lasting individual and corporate relationships;
- ◆ An understanding and appreciation of the value of active and informed alumni and citizens and their roles in the enhancement of a health sciences center;
- ◆ Specific experience managing and leading major gift campaigns and demonstrated ability to solicit major gifts;
- ◆ Specific experience in managing and leading a comprehensive capital campaign;
- ◆ Demonstrated excellence in oral communications and writing skills;
- ◆ Demonstrated experience developing and implementing effective written communication vehicles for diverse stakeholders;
- ◆ Knowledge, ability and personality necessary to convey to alumni, friends, grateful patients, corporations, foundations and other contributors the need, propriety and benefit of private giving to academic health science centers



Bachelor's degree required with significant years of advancement experience with increasing level of responsibility; experience in advancement for an academic medical/health science center and an advanced degree are preferred. Applicant information will be accepted until the position is filled. For further information or to apply, please visit [Vice Chancellor of Advancement \(220000021P\) \(taleo.net\)](https://taleo.net/220000021P).

## Appendix I

### Memphis Community

Memphis is a diverse community widely known for its music, food, sports teams, vibrant downtown, leafy suburban neighborhoods and burgeoning academic and clinical healthcare community.

The city is home to the National Civil Rights Museum, located at the former Lorraine Motel, where civil rights leader Martin Luther King, Jr. was assassinated. One of the nation's foremost heritage and cultural museums, the National Civil Rights Museum explores the history of the civil rights movement to the present day.

In sports, Memphis is known for its NBA Grizzlies, the University of Memphis Tigers, the Memphis Redbirds, and the FedEx St. Jude Invitational golf tournament. For foodies, there's the Memphis in May World Championship Barbecue Contest, many world-class restaurants and plenty of local mom-and-pop establishments.

Outdoor lovers will enjoy Overton Park in the center of the city with the Memphis Zoo, home to 4,500 animals; Shelby Farms out east, where the whole family can play; Big River Crossing, the longest active rail/bicycle, pedestrian bridge in the country; and many sports fields and playgrounds for young and old alike.

Memphis is a city of growth. New apartment and condo buildings are going up from downtown, to Midtown, to the Medical District and beyond. Family friendly neighborhoods, with a mix of public, private and charter schools, abound in the city and in the suburbs that surround it.

The vibrant Medical District at the heart of the city, boasts at least half a dozen hospitals, a Level 1 Trauma Center, a Best Children's Hospital and UT Health Science Center, Tennessee's flagship academic health science institution.



## Appendix II

### State of Tennessee

Tennessee is a state with more than 6.9 million people, four large metropolitan areas, two time zones, and an economy ranked\* 16<sup>th</sup>-largest in the United States. While more Tennessee jobs and economic activity today are industrial or knowledge-based agrarian than farming and agricultural, production remain fundamental to the state's economy. Major outputs include textiles, cotton, cattle, and electrical power—thanks to being home to Tennessee Valley Authority.

From the Mississippi River on the western border, to the Appalachian Mountains on the eastern border, Tennessee spans a distance of more than 400 miles. Major geographic and cultural diversity are evident from the delta and farm areas of the west to the rolling hills surrounding Nashville in middle Tennessee, to the mountainous landscape of East Tennessee.

The state's four largest cities are Memphis, metropolitan area population: more than 1.3 million; Nashville, metropolitan area population: 1.95 million; Knoxville, metropolitan area population: almost 870,000; and Chattanooga, metropolitan area population: about 550,000.

Major corporations headquartered in Tennessee include FedEx, AutoZone, International Paper, all based in Memphis; Pilot Corp., Discovery Networks and Regal Entertainment Group based in Knoxville; Eastman Chemical based in Kingsport; Nissan's North American headquarters in Franklin; and the headquarters of Caterpillar Financial, Bridgestone-Firestone, Dollar General and HCA Healthcare, all based in Nashville.

The University of Tennessee maintains a presence in, draws students from and boasts alumni in each of Tennessee's 95 counties. Collectively, the entire state is the campus, and overseeing all UT enterprises and maintaining relationships with the University's numerous constituencies statewide is the responsibility of the UT System president.

\*Source: U.S. News and World Report Economy Rankings

