



SENIOR VICE PRESIDENT FOR 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 boasts a School of Medicine, School of Dentistry, School of Applied Computational Sciences, a School of Graduate Studies 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 Public Health (MPH), Master of Health Sciences (MHS), Master of Physician Assistant Sciences (MPAS), Master of Science in Data Science (MSDS), and Master of Science in Biomedical Data Science (MSBDS). The College also awards Certificates in Health Policy, Public Health, Data Science, and Biomedical Data Science.

As the nation's largest private, independent, historically Black academic health sciences center, the College has produced a significant amount (8 percent) of the nation's African American physicians and trained over 40 percent of America's African American dentists. 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 visionary leadership of [Dr. James E.K. Hildreth](#), the College is experiencing groundbreaking change, strong initiatives both domestically and internationally, sound development within the four schools of study and substantial support from alumni and friends.

Meharry Medical College is fast approaching its sesquicentennial year. In 2026 the institution will celebrate 150 years 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.

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



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As Meharry moves toward its sesquicentennial year, President Hildreth envisions the College fully embracing new developments, technology and innovative research for students, post-doctorates and faculty to ready them for a new world of science and medicine.

Meharry Medical College has always 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, Meharry has invested in the health and wellness of all communities, even when resources were limited and other health care providers turned away. Meharry Medical College looks to the future by focusing on 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.

Recently, Meharry Medical College announced the beginning of the public phase of its capital campaign, [*Leading Today, Defining Tomorrow*](#), an effort to raise \$200 million for the institution before its sesquicentennial year in 2026.

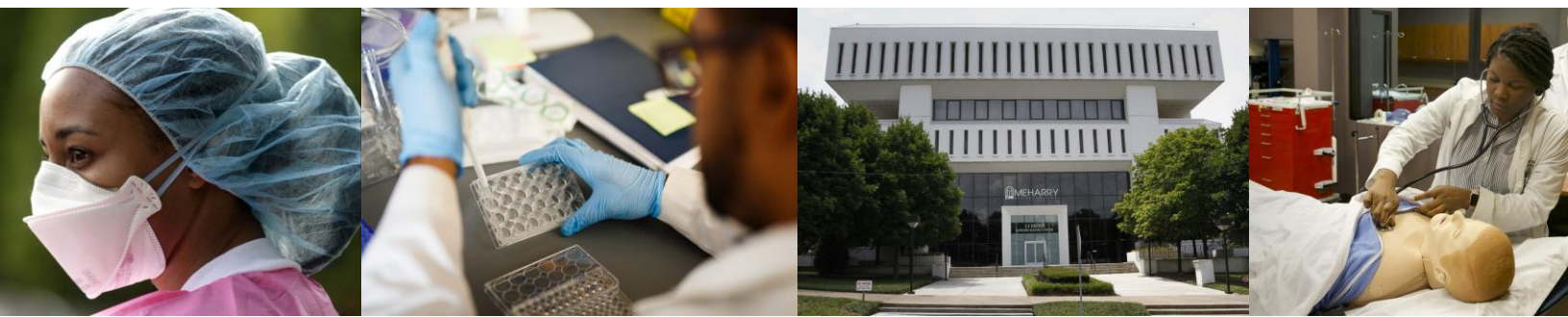
THE POSITION

The Senior Vice President for Institutional Advancement (SVPIA) reports to the President and CEO, and is responsible for overseeing all aspects of generating, sustaining, and increasing private philanthropy from trustees, alumni, friends, corporations, foundations, organizations, faculty, staff, and parents. The SVPIA, in collaboration with the President and CEO, devises and executes strategic fundraising plans that support the College's mission, vision, goals and aspirations.

With Meharry's \$200 million capital campaign underway, the Senior Vice President will be a critical leader in the campaign's ongoing strategy and execution, working closely with the President, Trustees, and the Institutional Advancement team.

The Senior Vice President, through management of personal major gift prospect portfolio, provides leadership in seeking and securing major private philanthropic support for strategic campus initiatives, projects, programs, and campaigns. As senior leader of the IA Division the SVPIA oversees annual giving, planned giving, prospect research, donor stewardship, gift management services, and capital solicitation programs through oversight of division leaders and department heads.

The Senior Vice President is a member of the president's cabinet, the Executive Leadership Council (ELC), and works cooperatively with members of the Meharry Board of Trustees and the Executive Committee of the Meharry National Alumni Association, Inc. This position also maintains close collaboration with the Vice President for Marketing and Communications. An additional priority is managing the college's financial support relationship with The United Methodist Church through its General Board of Higher Education and Ministry and its Black College Fund for Ethnic Concerns.



MAJOR OBJECTIVES

Within the first 12 to 18 months, the Senior Vice President for Institutional Advancement is expected to 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 Senior Vice President will optimize Institutional Advancement's organizational structure and establish aspirational yet attainable goals for each team member.
- With the President, serve as a leader and advisor to *Campaign 150* to ensure that Meharry meets or exceeds its campaign targets and timelines.

RESPONSIBILITIES

The Senior Vice President for Institutional Advancement will have the following primary responsibilities:

- Manage a portfolio of priority major gift prospects, and develop and support the President and CEO's portfolio and fundraising.
- Manage, coach, and mentor senior IA team members to achieve division goals and advance their career development.
- Engage and encourage faculty and staff to create fundraising projects aligned with the institution's strategic priorities and initiatives.
- Report to and partner with the President and CEO to implement the President's vision and the College's strategic priorities.
- Create and execute a strategic and comprehensive fundraising plan with clearly defined goals and timeframes.
- Build, maintain, and support a high-performing team focused on increasing philanthropic revenue from all donor constituent categories
- Create opportunities to develop relationships with donors and prospects to make them aware of Meharry's mission, vision, and aspirations,
- Work with volunteers to assist with cultivation and solicitation of existing and prospective donor and prospects

QUALIFICATIONS

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

- Excellent written and oral communication skills.



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- Ability to collaborate effectively with a diverse range of individuals.
- Ability to comprehend and persuasively articulate complex concepts
- Knowledge of and experience using relevant software, particularly fundraising.
- A Bachelor's degree or equivalent experience is required, Master's or terminal degree would be an advantage.
- Ten years of progressively responsible experience in institutional advancement, including a successful record of securing six, seven and eight figure gifts, including grants and sponsorship commitments.
- Successful leadership experience in a higher education or academic health science center, or nonprofit organization environment would be an advantage.
- Demonstrates a commitment to diversity, equity, and inclusion.
- Willing and available to travel extensively

COMPENSATION AND BENEFITS

The salary range for this position is competitive. The Senior Vice President for Institutional Advancement will need to live in Nashville, Tennessee. Benefits include medical, dental, and vision insurance; life insurance; short- and long-term disability; 401(k) program with employer match; holidays and paid time off (PTO)S.

APPLICATION

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

KOLE FARRISE

Associate Consultant, Executive Search
kole.farrise@campbellcompany.com
(206) 428-3877 Direct

Meharry Medical College is an equal opportunity employer.



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