The Opportunity:

Boston Children’s Hospital is known worldwide for its current and historical achievements. From surgical innovations performed by doctors to the discovery of new treatments by researchers, the Hospital has been a leader in pediatric care for over 145 years and continues its excellence in providing the proper care and attention to all its patients. For the third consecutive year, it has been ranked #1 on U.S. News & World Report’s list of the best children's hospitals in the nation, claiming the top spot in eight out of 10 categories.

Send Nominations or Cover Letter and Resume to:
Terri Rutter
Search Director
617-262-1102
trutter@LLLSearches.com
The mission of Boston Children’s Hospital is four-pronged:

- Provide the highest quality healthcare;
- Be the leading source of research and discovery;
- Educate the next generation of leaders in child health;
- Enhance the health and wellbeing of the children and families in its local community.

Today, Boston Children’s Hospital invests in the future by furthering its advancement in care and research with help from its highly skilled doctors and notable researchers. *Dream Dare Deliver — the Campaign for Boston Children’s Hospital* is a bold step in charting a new course for the future of children’s health — locally, as well as around the globe. With a $1.3B goal, it is the largest comprehensive campaign of any children’s hospital.

The Director of Stewardship will be joining an established and top-performing team with solid leadership and an unwavering commitment to *Dream Dare Deliver*. If you have a passion for scientific discovery; a drive to maximize impactful relationships; and thrive in a fast-paced, ambitious, and creative organizational culture, then the team at Boston Children’s Hospital Trust may be the place for you.

**Position Overview – Director of Stewardship**

The Director of Stewardship is a strategic and experienced development professional charged with building a comprehensive stewardship communications program in service of all donors to Boston Children’s. S/he is responsible for a Trust-wide strategy to move donors at all levels toward a deeper involvement with the Hospital through communications that acknowledge and recognize their gifts and the impact of their philanthropy. S/he oversees a single, centralized office within the Trust, whose mandate is to deploy a strategic stewardship plan consistent across all departments, with common goals, common messages, and a common voice. S/he leads a team of development professionals adept at all forms of communications—video, print, digital—always striving to find innovative and meaningful ways to engage our donors.

A senior member of the Trust, the Director works with the Trust’s executive team and senior managers to align the stewardship communications program with Trust priorities. S/he is adept at working across teams to develop integrated stewardship strategies and to design and implement effective stewardship plans.
This position reports directly to the senior directors of the Boston Children’s Hospital Trust’s Communications teams and also works closely with colleagues in Donor Relations and all fundraising units to acknowledge, engage and recognize donors through communications.

The statements below describe the essential duties of the person or persons assigned to this job. They are not intended as an exhaustive list of all job duties and responsibilities.

**Principal Duties & Responsibilities:**

- Cultivates a culture of stewardship across the Trust that recognizes the importance of stewarding donors at every level of the giving pyramid.
- Directs a Trust-wide comprehensive stewardship program that appropriately and consistently recognizes donors at all levels.
- Leads a team of communications professionals to translate stewardship plans and strategies into products that adhere to brand and communicate the impact of giving to Boston Children’s in fresh, compelling ways.
- Oversees and coaches that team to the highest standards of performance as they produce print and electronic communications, including stewardship reports, acknowledgement letters, donor newsletters, PowerPoint presentations, speaking points and event collateral.
- Establishes and oversees standards, budgets, and project management procedures for meeting Trust-wide stewardship communications needs.
- Partners with the Trust’s Executive Team to set stewardship strategy and priorities.
- Collaborates with senior fundraising, donor relations and communications colleagues to design, implement, evaluate and annually update a stewardship communications and engagement plan that guides Trust-wide stewardship efforts.
- Oversees the creation and implementation of personalized stewardship communications plans for transformational donors.
- Evaluates the effectiveness and success of Trust stewardship communications vehicles and processes on an ongoing basis, designing and implementing improved approaches as needed.

**Minimum Knowledge and Skills Required:**

- Knowledge of theories, principles and concepts typically acquired through the completion of a Bachelor’s degree and a minimum of 10 years of relevant and progressive professional communications and fundraising experience
• Excellent team-building skills, with demonstrated ability to lead, manage and motivate a team in a creative and demanding environment
• Excellent interpersonal, organizational and written communication skills in relating to leadership, colleagues and staff
• Ability to manage administrative systems and oversee multiple complex projects

**Benefits:**

Boston Children’s Hospital is committed to its employees. As part of this commitment, the Hospital offers a highly competitive benefits program. For more information, please click:


**Client Overview**

Boston Children’s Hospital is a 404-bed comprehensive center for pediatric healthcare. As one of the largest pediatric medical centers in the United States, Boston Children’s offers a complete range of healthcare services for children from birth through 21 years of age. Services can begin at 15 weeks gestation and in some situations it also treats adults.

Boston Children’s has approximately 25,000 inpatient admissions each year. Its 200+ specialized clinical programs schedule 557,000 visits annually. Last year, the hospital performed more than 26,500 surgical procedures and 158,700 radiological examinations.

Boston Children’s is home to the world's largest research enterprise based at a pediatric hospital. More than 1,300 scientists comprise its research community, including seven members of the National Academy of Sciences, 12 members of the Institute of Medicine, 14 members of the Howard Hughes Medical Institute, and 28 members of the American Society for Clinical Investigation. Its research facilities include more than 800,000 square feet of basic and translational research space and 50,000 square feet of clinical research space. Its current initiatives have attracted a record $308M in annual funding, including more federal funding than any other pediatric center.
Through the years, scientists at Boston Children's have set the pace in pediatric research, identifying underlying causes, and developing treatments and therapies for many debilitating diseases that afflict children as well as adults.

Its team of physicians and nurses has been recognized by a number of independent organizations for overall excellence; some notable examples include:

- Widely considered the leading publisher of hospital rankings, *U.S. News & World Report* has named Boston Children’s the #1 pediatric hospital in the United States. In addition, eight of its clinical specialties were deemed to be the best in the nation: Cancer, Cardiology, and Heart Surgery, Gastroenterology, Neonatology, Nephrology, Neurology and Neurosurgery, Orthopedics, and Urology.

- The Leapfrog Group is a national consortium of public agencies and large corporations that evaluates hospitals around the country in order to make smart decisions about healthcare for employees. (Leapfrog members include Fortune 500 companies such as FedEx, GM, and Boeing.) In its most recent report, the group named Boston Children’s a "Top Hospital" based on quality, safety, and efficiency. It was one of only eight children's hospitals to make the list, which the Leapfrog Group describes as “the most competitive national hospital quality award in the country."

- In 2008, the American Nurses Credentialing Center awarded Boston Children’s Magnet status for nursing excellence. It is one of only a handful of hospitals in the country — less than 6% — to achieve this status. Magnet status means that the Hospital has a world-class nursing organization that provides quality patient care and has a track record of developing innovations that improve professional nursing practice.

- The National Resource Corporation (NRC) focuses on patient-centered care and uses surveys and other data to help healthcare providers measure and improve their quality and services. In 2011, Boston Children’s received the NRC Picker’s “Path to Excellence” award, which recognizes overall excellence.
Partnerships:

Since its founding, Boston Children’s Hospital has embodied a culture of innovation, driving research and clinical advances to new levels. Its commitment to partnerships — across disciplines, with nursing, with Harvard Medical School and other academic medical centers — makes it truly unique.

It has created programs to take partnerships to the next level, focusing on collaborations that leverage and optimize the unique assets of each partner to yield an arrangement that is greater than the sum of its parts.

Its commitment to partnerships has garnered impressive results:

- Boston Children’s is the first pediatric organization to partner with Blue Cross Blue Shield of Massachusetts’ Alternative Quality Contract (AQC). The AQC offers providers a baseline budget to cover the continuum of care, and has delivered a small yet significant positive effect on preventive and acute-care quality when tied to pay-for-performance models.

- A partnership between Boston Children’s and Shire, focused on rare diseases, builds on the organizations’ complementary strengths: Boston Children’s research capabilities and Shire’s development and commercialization infrastructure. The goal of the three-year partnership is to develop novel therapies to treat a number of rare pediatric diseases with high, unmet medical need.

- A partnership between Boston Children’s and IBM delivers OPENPediatrics, an interactive digital learning platform, free to clinicians across the globe, exponentially increasing access to essential educational materials and improving the practice of critical care medicine.

- Boston Children’s spun out its molecular medicine laboratory into Claritas Genomics, an independent, first of its kind, pediatric clinical genomics diagnostics company. Cincinnati Children’s Hospital has joined Claritas, beginning the formation of a genomic network of pediatric hospitals.

Dream Dare Deliver — the Campaign for Boston Children’s Hospital

“We dream of a future where all children are healthy. Getting there will take a collective effort — caregivers and scientists, engineers and data specialists, leaders like myself and philanthropists, all joining together in a
shared vision of conquering the toughest problems and delivering the brightest futures to sick children here and around the world.”
—— Sandra L. Fenwick, President and CEO

Dream Dare Deliver: The Campaign for Boston Children’s is the largest philanthropic initiative of any children’s hospital in the U.S.

With donor support, the Campaign will advance:

**Discovery:**

*Dream Dare Deliver* will expand five centers of care and discovery at Boston Children’s Hospital: heart, brain, newborn medicine, cancer, and orthopedics.

Each is an area where it has deep capability in multiple disorders, a broad base of science informing care, and national and international reach in both convening scientific collaborations and attracting patients. Each presents exceptional opportunities to build on Boston Children’s existing strengths in the service of speeding discovery and delivering new treatments to children.

**Campus Renovation:**

Boston Children’s Hospital provides the world’s most advanced care in one of the nation’s oldest pediatric facilities. More than half of its physical plant is over 40 years old.

The Hospital’s ability to improve care for its patients and advance the clinical innovations that help patients everywhere demands substantial facility upgrades and new space. Its plans will concentrate care for the most complex patients in Boston, expand access to families throughout the region, and foster the integration of science and care essential for progress.

**Family Services:**

Boston Children’s knows that to be the best hospital for children, it must also be the best for families — supporting parents during the difficult journey of a child’s illness and addressing emotional and social needs. These aren’t mere niceties. They are essentials that make it a healing hospital.
Dream Dare Deliver will advance programs and services that address patient and family needs in many vital ways.

**Research and Innovation:**

Many researchers at Boston Children’s are also physicians, treating patients with disorders so complex they have to invent entirely new approaches. They imagine solutions that don’t yet exist, assemble creative teams, devise new tools — and, in the process, redefine treatment. Nanoscale devices to draw poisons from blood. A urine test for cancer. MRI images transformed into 3D-printed replicas of a patient's own anatomy. With sufficient resources, its researchers will produce massive shifts in how we diagnose and treat disease.

**Local and World Impact:**

Boston Children’s has an abiding commitment to improve the health and wellbeing of children wherever they live — whether in the Boston community or halfway around the globe. Its local community initiatives address some of the most pressing health problems facing Boston families, while its telehealth programs and global health missions export its expertise worldwide.

Dream Dare Deliver will help extend more help to children in the Commonwealth — and around the world.

**Development Overview**

Boston Children’s Hospital Trust is the philanthropic resource for Boston Children’s Hospital. Created in 1997, the team works with individuals, families, foundations, and corporations to advance the hospital’s patient care, research, medical training, and community health initiatives. At full capacity, the Foundation Relations team numbers eight, and is led by Assistant Vice President Lisa Kaufman. The team raises $25-30M annually from local, regional, and national foundations, with the majority of grants designated for scientific research. Overall, the Trust raises between $130-140M each year.
Development Office Leadership:

Sophia Monaghan, PhD  
*Vice President of Development and Campaigns*

Sophia Monaghan is the Vice President of Development & Campaign at the Boston Children’s Hospital Trust, which she joined in 2014. She oversees all major, complex, and annual giving from individuals as well as foundations fundraising, accounting for 75% of Boston Children’s annual philanthropic revenue. Sophia also oversees *Dream Dare Deliver — the Campaign for Boston Children's Hospital*, a $1.3B campaign and the largest of any children's hospital. Prior to joining Boston Children’s, Sophia was the Director of Principal & Major Gifts at Dana-Farber Cancer Institute, which she joined in 2001. Sophia is a member of the Senior Associate cohort of Woodmark, an association of 26 children’s hospitals in the USA and Canada, and co-chaired the 2016 Woodmark Summit. Prior to Development, Sophia conducted field research in Russia, Kazakhstan, and Egypt, writing a dissertation on privatization and creation of market economies. Sophia has a Ph.D. from New York University, a Master’s from University of Chicago, and a Bachelor’s from Haverford College.

Laurie Beckelman  
*Sr. Director, Major Gifts Communications*

Laurie Beckelman is Senior Director, Major Gifts Communications, for Boston Children’s Hospital Trust. In that capacity, she co-leads a 20-person communications team that supports fundraising for the nation’s premier pediatric treatment and research center. Since joining the Trust in 2005, Laurie has built the Major Gifts arm of the communications team. This group crafts materials to cultivate, solicit and steward the hospital’s largest donors. Laurie also oversees communications for *Dream Dare Deliver: The Campaign for Boston Children’s Hospital*.

Laurie joined the Trust after a 25-year career as a freelance writer specializing in medicine, public health and mental health. During her freelance years, she wrote everything from children’s books to the Commonwealth’s plans for combating obesity and heart disease to articles for *The New York Times* and *The Boston Globe*. Her children’s books include *The Facts about Alzheimer’s Disease*, which was an American Library Association Recommended Book for the Reluctant Young Adult Reader, and *Reader’s Digest Pathfinders: The Human Body*, recipient of the New England Chapter of the American Medical Writers Association's highest honor (the Ralph A. Deterling Award for Distinction in Medical Communications) and a National Science Teachers Association recommended book. Laurie is a past president of the Women’s National Book Association.
Linda Button
Sr. Director, Development Communications

Linda Button is the Senior Director of Development Communications at the Boston Children’s Hospital Trust. In that capacity, she co-leads a 20-person communications team that supports fundraising for the nation’s premier pediatric treatment and research center. Linda joined the Trust in 2016 and directs communications primarily focused on signature events and leadership giving, as well as overseeing creative services and the digital team.

Prior to joining the Trust, Linda was principal and creative director at Tooth and Nail, a branding agency, and created campaigns for media clients such as PBS, CNN and Food Network, as well as developing brand voice for non-profits like the Peabody Essex Museum. Linda has spoken internationally on branding and creativity across six continents. She was board chair of Grub Street Writers and currently serves on the board of 826 Boston, a writing organization that gives voice to children in underserved neighborhoods. Linda has been published in The New York Times and Boston Magazine, and was nominated for a Pushcart Prize. She has a BA from Dartmouth College.

**Background Checks:**

Prior to submitting your resume for this position, please read it over for accuracy. LLLS does verify academic credentials for its candidates, and our clients frequently conduct background checks prior to finalizing an offer.
To learn more, call Terri Rutter, Search Director at 617-262-1102 or send nominations or cover letter and resume to trutter@LLLSearches.com.

All inquiries will be held in confidence.

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