



# Rheumatology Research Foundation

Advancing Treatment | Finding Cures

## Rheumatology Research Foundation Regional Development Officer

Atlanta, GA

<http://www.rheumresearch.org/>

*Send Nominations or Cover Letter and Resume to:*

Faith Eutsay

Search Director

617-262-1102

[feutsay@LLLSearches.com](mailto:feutsay@LLLSearches.com)

### **The Opportunity:**



Arthritis and rheumatic diseases are the #1 cause of disability in the U.S., affecting more people than heart disease, cancer, or diabetes, with annual medical care costs and lost earnings topping \$128 billion (compared to \$104 billion for cancer care). Nearly 67 million American adults and children will live with some form of arthritis by 2030.

By 2025, the demand for rheumatology services is expected to increase 46% while the number of practicing rheumatologists is only expected to rise by 1.2%. With this unprecedented demand, adults and children living with progressive, debilitating forms of arthritis need proper diagnosis and care; however, due to the serious shortage of rheumatologists, patients have limited access to proper care and are misdiagnosed, which can lead to serious joint deformity, disability, and even death.

The Rheumatology Research Foundation funds groundbreaking research that advances patient care and accelerates discoveries, providing hope to millions of Americans affected by rheumatic diseases. As the largest private funding source of rheumatology research and training in the United States, the Foundation has directly committed \$143 million and granted over 2,600 individual awards since its founding in 1985.

This is an ideal opportunity for an entrepreneurial self-starter to advance the Foundation's mission by cultivating relationships with individuals to bring in increased philanthropic support. The Regional Development Officer will work with a portfolio of physicians, grateful patients, and other supporters of rheumatology research to grow the overall development program.



## Position Overview – Regional Development Officer

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Reporting to the Vice President of Development, the Regional Development Officer will be responsible for effective execution of major gift fundraising consistent with the Rheumatology Research Foundation's mission and strategic plan. S/He will develop and implement strategies for Identifying, cultivating, soliciting, and stewarding major gifts (\$50K - \$500K) from potential and existing individual donors in an assigned geographic region. The Officer will maintain an aggressive travel schedule visiting prospects with a minimum of 80% focused on developing relationships, gift solicitation and closing, and managing and staffing leadership volunteers.

### ***Duties & Responsibilities:***

- Develop and implement strategies for ongoing discovery, cultivation, solicitation, and stewardship of major gift individual donor prospects
- Manage a portfolio of 200-250 prospective major gift donors in an assigned geographic region with focus on soliciting and closing gift requests ranging from \$50,000 - \$500,000, either alone or with appropriate executive staff or volunteer(s)
- Manage extensive travel schedule (one-third to one-half of time spent on the road) to cultivate, solicit, and steward individual donor prospects in the region

- Meet or exceed monthly and annual activity metrics, including, but not limited to, number of contacts, visits completed, and gifts closed
- Identify, recruit, and train volunteers in the region, including, but not limited to practicing rheumatologists or community individuals, to assist in identifying, soliciting, and stewarding individual major gift prospects
- Enable success of executive leadership, and/or volunteers assisting on cultivation, solicitation, and/or stewardship visits to prospective major gift donors, by providing expertise and support, including, but not limited to, scheduling and visit logistics, developing/writing prospect strategy briefings and gift request proposals
- Manage prospects' moves in Raiser's Edge database, including but not limited to, timely recording of contacts made, contact reports/visit notes, and other discovery information toward prospect moves' strategy
- Participate in short- and long-range planning, consistent with Development department goals and fundraising best practices; collaborate with other Development Officers toward shared goals
- Oversee timely execution of stewardship activities related to donors in the region
- Work closely with the Vice President, Development in implementing cohesive strategy toward meeting or exceeding overall fundraising and department goals; meet at minimum on a bi-monthly basis for accountability and best-practices training
- Maintain regional Development departmental budget
- Fulfill any other duties as the Vice President, Development; Executive Director; or Executive Vice President may assign

## **Qualifications:**

- Bachelor's degree or equivalent experience in nonprofit fundraising
- Three to five years of major gift fundraising experience in healthcare and/or higher education environment with demonstrated success in securing gifts (\$25K+) from individuals; working with physicians is highly preferred
- Experience utilizing moves management techniques and prospect research
- Advanced knowledge of gift transaction components and gifting vehicles, including stock transfers, estate, and life-income gifts
- Excellent oral and written communication skills
- Excellent interpersonal skills with ability to communicate effectively and professionally, utilizing considerable tact and diplomacy, toward motivating and engaging a variety of constituents
- Self-starter with demonstrated ability to maintain accountability and work independently while functioning as part of a team
- Willingness and ability to schedule and maintain extensive travel

- Advanced knowledge of Raiser’s Edge or fundraising databases, internet-based research, Windows, and Microsoft applications

## Development Overview

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Having raised nearly \$90 million over the last ten years in two successive multi-year campaigns, the Foundation is once again in the early planning phase of embarking on a new campaign endeavor. The Foundation seeks to raise a minimum of \$75 million with the hope of a stretch goal of \$100 million to support patient access to care, future treatments and cures, and expanding the reach and impact of rheumatology.



The Development Department is keenly focused on reaching the critical goals ahead. Leadership is investing in growing the team of regional development officers to have presence across the nation. There is tremendous energy and enthusiasm around the future of development and this is a great time to join an emerging team of professionals.

## Client Overview – Rheumatology Research Foundation

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Established in 1985, the Rheumatology Research Foundation is a 501(c)3 charitable organization dedicated to advancing treatments and possible cures for patients living with rheumatic disease. The Foundation is the organization that drives the charitable mission of the American College of Rheumatology, which is a 501(c)6 professional medical society that represents over 9,400 physicians, scientists, and health professionals around the world devoted to the study and treatment of rheumatic diseases.

The Foundation has received annually for seven consecutive years, a 4-star rating, the highest offered by Charity Navigator, based on good governance, sound fiscal management, and commitment to accountability and transparency.

Through an extensive, rigorously peer-reviewed research grants program, the Rheumatology Research Foundation attracts, trains, and develops future generations of rheumatologists and rheumatology health professionals. The Foundation allows scientific investigators at accredited rheumatology training programs at notable institutions nationwide to continue research into cause, prevention, and treatment of arthritis and rheumatic diseases. Through the Foundation's efforts, research is advanced and a stronger workforce is built, creating better patient outcomes.

\$13,198,500 awards and grants were distributed by the Foundation in FY2016:

- \$1,866,000 for Education and Training
- \$5,032,500 for Career Development
- \$6,300,000 for Innovative Research

### ***Foundation Strategic Plan:***

The Foundation is expanding its impact to address the burgeoning demand for patient care while advancing research. It has a bold vision supported by a focused five-year plan to:

- **Ensure Patient Access to Care:** Expanding the workforce will ensure an adequate supply of rheumatology providers, educators, and investigators, as well as support the redesign of future rheumatology healthcare delivery.
- **Expand Impact with Novel Partnerships:** Engaging new and existing partners to identify opportunities for engagement will strengthen the collective impact in patient care and finding cures for rheumatic disease.
- **Accelerate Innovative Research:** Expanding research focus to demonstrate the value of care for rheumatology patients and identify the most relevant and high impact models of delivery for high value care.

## **The American College of Rheumatology**

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The American College of Rheumatology (ACR) is an ethically driven, 501(c)6 professional membership organization committed to improving the care of patients with rheumatic disease and advancing the rheumatology subspecialty. This medical society serves over 9,400 physicians, health professionals, and scientists worldwide. The ACR supports its members by providing meaningful education, research, advocacy, and practice support.

The Association of Rheumatology Health Professionals (ARHP), a membership division of the ACR, serves non-physician healthcare professionals specializing in rheumatology, such as advanced practice nurses, nurses, occupational therapists, physical therapists, psychologists, social workers, epidemiologists, physician assistants, educators, clinicians, researchers, research coordinators, and office staff.

The ACR's charitable mission is driven by The Rheumatology Research Foundation, which is established as a 501(c)3 nonprofit organization.



## Leadership

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### ***Advancement Leadership:***



**Paula Reed**  
***Vice President of Development***

Paula Reed brings 28 years of experience as a nonprofit executive managing and executing resource development to facilitate program growth in a variety of nonprofit sectors, including healthcare, professional medical associations, and higher education. A strategic thinker in leading change initiatives, Paula fosters and manages relationships with high-level stakeholders toward advancing organizational goals and objectives. Paula is a thought leader on building a culture of philanthropy best practices as a session presenter at national conferences; and as a manager and coach of high-performing staff.

In her current role as Vice President of Development at the American College of Rheumatology, Paula is the chief development officer for the Rheumatology Research Foundation and provides strategic direction and execution of comprehensive development and marketing programming, including consecutive multi-year campaigns totaling \$90 million. Paula has been integrally involved in advising the board of directors on long-range/strategic planning, encompassing fundraising as integral to the process, resulting in a transitional period of the Foundation's program growth. In her position, Paula initiated expansion of funding sources and broadened stakeholder involvement from physician, corporate, and patient communities as well as soliciting and closing principal-level gifts of \$1 million or more, including the largest gift in the

Foundation's history of \$10 million. Paula manages and mentors a staff of 10, resulting in consistent increased revenue and visibility.

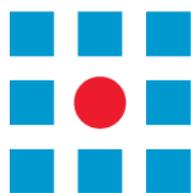
Prior to her current position, Paula was Senior Director at Community Counselling Service (CCS), one of the largest fundraising consulting firms in the United States. Paula's career also includes serving as Director of Development for Southern Catholic College (GA), Eckerd College (FL), Stetson University College of Law (FL), Clearwater Central Catholic High School (FL), conducting capital campaigns and comprehensive development programs in excess of \$84 million.

Paula received a Bachelor's degree in advertising from the University of Florida.

### ***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  
Faith Eutsay, Search Director at  
617-262-1102  
or send nominations or cover letter and resume to  
[feutsay@LLLSearches.com](mailto:feutsay@LLLSearches.com).  
All inquiries will be held in confidence.**



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