



Division Chair
Mayo Clinic
Jacksonville, FL
mayoclinic.org

Send Nominations or Cover Letter and Resume to:
Maureen Huminik
Vice President
617-262-1102
MHuminik@LindauerGlobal.com

The Opportunity:

Mayo Clinic's *Cure.Connect.Transform.* vision and strategy reflect Mayo's distinctive strengths in innovation and excellence and are expected to secure Mayo's role as the premier global healthcare provider. Mayo Clinic remains strongly committed to its core values of Respect, Integrity, Compassion, Healing, Teamwork, Innovation, Excellence, and Stewardship (RICH TIES).

Philanthropy is instrumental in realizing Mayo Clinic's goals and delivering on the Institution's primary value: the needs of the patient come first. The Department of Development is instrumental in this journey aligning the philanthropic strategy and approach toward funding the Institution's top priorities.

As a critical member of the Department of Development management team, the Division



Chair leads a team of highly skilled development officers to qualify, engage, solicit, and steward Mayo Clinic's prospects and generous donors in the eastern United States. In addition, the Division Chair serves as the department's primary leadership representative on Mayo Clinic's Florida campus and as a member of the Florida administrative management team.

The Role

The Division Chair will be responsible for the successful development and execution of the department's vision and strategic direction. A primary focus will include leading the development and implementation of the department's strategy to secure six-, seven-, and eight-figure philanthropic support for Mayo Clinic's priorities, which include Florida capital, clinical practice, research, and education. As a servant leader, the Division Chair will coach gift officers and support Florida executive leadership and institutional stakeholders in creating and executing sophisticated prospect strategies, and foster collaboration and integration across teams, sites, and business operations to facilitate the execution of those strategies. In addition to providing leadership and accountability for team fundraising performance and pipeline development, the Division Chair will maintain a portfolio of key prospects and meet personal fundraising metrics.

The Division Chair plays a leadership role in the evolution of Mayo Clinic's philanthropic model to ensure it maximizes impact to fulfill Mayo's Bold. Forward. vision for the future of healthcare. To maintain relevancy in a rapidly changing environment, the Division Chair will advance the department's integration of evolving digital engagement opportunities with traditional face-to-face interactions to build meaningful donor relationships and enhance Mayo Clinic's "category of one" fundraising success.



Qualifications:

Bachelor's degree plus a minimum of 10 years of fundraising experience with at least five years of management experience or a Master's degree plus eight years of fundraising experience with at least five years of management experience in a large, complex organization is required. Capital campaign and volunteer management experience is preferred.

Ideal Candidate Profile:

- Experience as a seasoned fundraiser with success managing a high-level portfolio of individual prospects, including directly qualifying, cultivating, securing, and stewarding gifts of at least eight-figures.
- Experience leading a major gifts program as part of a comprehensive development department.
- Experience leading and directing multifaceted prospect strategy development and execution aligned with institutional fundraising priorities.
- Experience successfully engaging high-net-worth prospects directly and facilitating their relationships with department and institutional leaders.
- Ability to develop, manage, inspire, and mentor a team of on-site and remote staff of varying experience levels.
- Experience building trusted relationships and staffing prospect engagements with executive-level leaders.
- Experience strategically leveraging department and institutional resources to successfully manage benefactor relationships (i.e., communications, events, recognition, stewardship, etc.).
- Passion and track record of employing data-driven approaches to pipeline management and day-to-day operational activities, including AI and data analytics.
- Comfort with integrating digital approaches and traditional face-to-face interactions to advance the qualification, engagement, solicitation, and stewardship of prospects and benefactors.
- Experience leveraging digital tools and agile methodology to achieve business objectives.
- Experience successfully leading and implementing continuous improvement or change initiatives.
- Capacity to be a role model for Mayo Clinic values and steward of culture, diversity, innovation, and change.

Organizational Relationships:

The Division Chair – Development reports to the Vice Chair – Development. Key stakeholders for this role include the Chief Executive Officer and Chief Administrative Officer for Mayo Clinic Florida. This position is a member of the enterprise Development management team as well as the Florida administrative management team.

Organizational Requirements:

- The primary work location is Jacksonville, FL.
- Some travel required to Mayo Clinic's sites and other business-related travel.

Mayo Clinic is an equal-opportunity educator and employer (including veterans and persons with disabilities).

Overview



As a global authority in medicine, Mayo Clinic is creating the future of healthcare. For 150 years, Mayo Clinic has been the destination for answering complex medical questions about rare, serious, and complicated conditions. Putting the needs of the patient first, Mayo Clinic inspires hope and contributes to health and well-being by providing the best care to every patient through integrated clinical practice, education, and research.

Mayo Clinic is one of the largest not-for-profit, academic health systems in the United States, with \$14 billion in annual revenues and 70,000 employees. It operates in [five states](#) and cares for more than 1.2 million people a year, from all 50 states and nearly 150 countries. Mayo Clinic is ranked first in the world by *Newsweek* and first in the nation by *U.S. News and World Report*. It also has also been included among the top 30 places to work in healthcare on *Great Place to Work's* list and is ranked among *Fortune* magazine's 100 Best Companies to Work. In addition, Mayo Clinic was named a 2018 LGBTQ healthcare equality leader by the Human Rights Campaign Foundation.

Mayo Clinic is committed to the concept “Healthcare Isn’t Static, and Neither Are We.” As a nonprofit medical institution, it reinvests all its earnings into improving clinical practice, education, and research. At Mayo Clinic, every aspect of a patient’s care is coordinated, and teams of experts work together to provide exactly the care needed. What might take months elsewhere can often be done in days at Mayo Clinic.

Doctors at Mayo Clinic cover virtually every specialty and subspecialty. Its clinics provide care for large numbers of people, giving its doctors extensive experience in treating a patient’s condition. Mayo also treats rare conditions evaluated in few other places. Appointment times at Mayo Clinic are generally longer than industry standards in order to promote effective consultations, and Clinic doctors also provide team-based care, turning to one another for expert advice. Because they collaborate as team members, their patients get multiple opinions from experts in multiple specialties, if necessary. This results in higher-quality care and better answers for each patient.



Virtually all medical services a patient may need — doctor visits, testing, surgery, and hospital care — are available “under one roof” at Mayo Clinic. Scheduling of these services is coordinated in an efficient way, shortening the timeframe of treatment as compared to other institutions. Thanks to its high quality of care, Mayo Clinic appears at, or near, the top of a variety of quality measures. *U.S. News & World Report* annually names Mayo Clinic to its honor roll of top hospitals, and the Clinic exceeds many national favorable outcomes, such as those for mortality and readmission.



The Mayo Clinic also operates a [College of Medicine and Science](#), which is transforming healthcare for both patients and society through excellence in education, discovery, innovation, teamwork, and leadership. It provides an educational experience that only Mayo Clinic can provide. Mayo is boldly transforming medical education and research training so its learners can improve patient care, accelerate discovery and innovation, and advance the practice of medicine.

Mayo Clinic students and trainees develop not only the skills to be successful, but also the compassionate hearts and inquisitive minds to change lives and innovate healthcare for generations to come. Its faculty members are leading physicians and researchers who are passionate teachers, committed to providing mentorship and guidance through every step of training to ensure each learner’s success.



The Clinic is at the forefront of healthcare discovery and innovation and brings those values to the classroom as well as the hospital. Its learners have access to the latest breakthroughs in medical and scientific knowledge, and more than [400 programs across five schools](#) and top-ranked hospitals on three campuses as well as an extensive regional health system offer experience with

diverse patient populations and research opportunities. Students are taught to provide the compassionate, culturally sensitive care that Mayo Clinic’s patients need and deserve. The College takes education beyond textbooks and lectures by incorporating simulation, 3-D modeling, virtual reality, robotics, and interdisciplinary team training into student and trainee learning.

The school’s educational programs are closely aligned with Mayo Clinic’s top-ranked clinical practice and biomedical research activities, giving learners the opportunity to follow how research is translated to improved patient care. Mayo Clinic College of Medicine and Science has a national footprint and a worldwide reach, working closely with leading academic medical organizations to build collaborations that expand its learning opportunities.

In addition to its clinical and academic work, Mayo Clinic is driven by [research](#). From providing the best individualized care to addressing the world's most challenging healthcare problems, Mayo researchers relentlessly pursue discoveries that deliver hope and better health to patients today and for generations to come. Researchers and physician-scientists work side by side to transform scientific discoveries into breakthrough therapies and critical advances in patient care. Mayo research accelerates the discovery, translation, and application of life-changing therapies, surgical procedures, and technologies so patients receive exactly the care they need when it's needed.



Mayo Clinic conducts basic, translational, clinical, and epidemiological research at its campuses in Arizona, Florida, and Minnesota, and throughout Mayo Clinic Health System. Patients are frequently among the first to benefit from innovative ideas and the latest research generated by its doctors and researchers.



Mayo Clinic Florida is a comprehensive medical center and is one of three Mayo campuses along with Phoenix/Scottsdale, AZ, and Rochester, MN. A large variety of medical services is available to address patient needs, including doctor's visits, testing, surgery, organ transplants, emergency care, and hospital care. Mayo also operates a primary care network with locations in Southside Jacksonville and Jacksonville Beach.

Mayo Clinic continues to expand in Florida, delivering new possibilities for patients now and even more reasons for optimism in the years ahead.

In September 2019, Mayo Clinic announced approval from the Food and Drug Administration to offer sophisticated imaging tests in Florida that use [radiopharmaceuticals](#). Radiopharmaceuticals are radioactive

compounds that are tuned to specific features of diseases. For example, prostate cancer cells readily absorb carbon c-11 choline, which is a radiopharmaceutical that Mayo Clinic invented. That interaction makes it possible to use PET imaging to detect recurrent prostate cancer much earlier and with greater precision compared with conventional imaging.

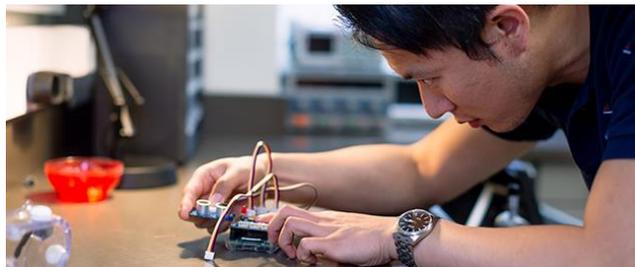
The radiopharmaceuticals are produced in the Robert and Monica Jacoby Building, which was completed last year. From there, they are delivered to a new imaging center that is part of a recently completed addition to the Mayo Building in Florida.

These additions will improve care across several specialties, but they are also part of an evolution for cancer care in Florida. Mayo Clinic recently announced plans to build a \$233 million integrated oncology facility that will link to the Mangurian Building and offer proton beam therapy and other advanced radiation oncology treatments. Housing these services close together will best serve patients with cancer and help to further integrate cancer care. The building is scheduled to open in 2023.

“We’re on an exciting path to grow, innovate, and positively impact more lives,” says Kent R. Thielen, M.D., CEO of Mayo Clinic in Florida.

Development/Advancement Overview

Mayo Clinic receives funding from thousands of benefactors around the United States and the world. Priorities include biomedical science, cancer treatment, cardiovascular conditions, renovations and expansions, gastrointestinal conditions, individualized medicine, medical education and research training, musculoskeletal conditions, neurologic conditions, regenerative medicine, transplants, urologic conditions, the Center for the Science of Health Care Delivery, and improvements to its model of care.



In February 2018, the Mayo Clinic Board of Trustees announced the successful completion of the Clinic’s latest fundraising campaigns, one of the largest fundraising campaigns ever conducted by an academic medical center in the United States. YOU ARE ... The Campaign for Mayo Clinic, which ran from January 1, 2010 to December 31, 2017, raised a total of \$3.76 billion, exceeding its \$3 billion goal one year early.

Mayo Clinic raised a total of over \$1 billion in 2019 and 2020. Of this total, the East Region contributed over \$80 million.

Location

Mayo Clinic has campuses in Rochester, MN; Scottsdale and Phoenix, AZ; Jacksonville, FL; and throughout the multistate network of Mayo Clinic Health System. Each campus is an integral part of its community and reflects Mayo Clinic's deeply held values.

The incoming Division Chair will be based in Jacksonville, FL.

Leadership:



Gianrico Farrugia, M.D.
President and Chief Executive Officer
Mayo Clinic

Gianrico Farrugia, M.D., is the president and CEO of Mayo Clinic — leading the top-ranked hospital, according to *U.S. News and World Report*, and one of the largest not-for-profit academic health systems in the United States.

With a 70,000-person workforce and \$14 billion in annual revenues, Mayo Clinic cares for more than 1.2 million people each year with serious or complex illnesses from all 50 states and nearly 140 countries.

Prior to his appointment as CEO, Gianrico served as CEO of Mayo Clinic in Florida. Under his leadership, the Florida Clinic established itself as a destination medical center for the Southeast. He also led the Mayo Clinic Center for Individualized Medicine, which brings genomics into routine clinical care, and co-founded the Mayo Clinic Center for Innovation. He is a member of the Mayo Clinic Board of Trustees and Governors and is a professor of medicine and physiology.

Gianrico has been a Mayo Clinic physician for 31 years. He is jointly appointed in the Division of Gastroenterology and Hepatology, the Department of Internal Medicine, and the Department of Physiology and Biomedical Engineering. He completed his undergraduate training at St. Aloysius College and earned his medical degree from the University of Malta Medical School.

Gianrico is the immediate past president of the American Neurogastroenterology and Motility Society. He is the co-author of *Think Big, Start Small, Move Fast: A Blueprint for Transformation* from the Mayo Clinic Center for Innovation, a book highlighting the need for change in the delivery of healthcare. In addition, he has published more than 300 articles on genomics and the treatment of disorders of gastrointestinal motility. He is a member of the Minnesota Business Partnership and is a healthcare governor at the World Economic Forum.



Cheryl J. Hadaway
Chief Development Officer and Chair – Department of Development

Cheryl J. Hadaway is Chief Development Officer and Chair of the Department of Development at Mayo Clinic. Under Hadaway's leadership, the department completed one of the most successful capital campaigns ever conducted by an academic medical center, securing \$3.76 billion in philanthropic gifts from 2010 to 2017 and exceeding the \$3 billion goal one year early.

Hadaway recently led a team in Development to secure the largest charitable gift in Mayo Clinic history, a \$200 million commitment to support Mayo Clinic's education mission.

In her career with the Department of Development, Hadaway has been a dynamic leader who drives success and upholds Mayo Clinic's core values. In past positions, she has managed many activities within the department, including benefactor relations, communications, fundraising, and strategic leadership. Prior to being named Department Chair in 2011, she chaired the department's activities at Mayo Clinic's Florida campus for three years. Previously she had served as Assistant Chair for the Department of Development and directed the Mayo Clinic Greater Chicago Leadership Council. In addition to her roles within the department, Ms. Hadaway has cultivated and secured leadership gifts for Mayo Clinic.

Background Checks:

Prior to submitting your resume for this position, please read it over for accuracy. Lindauer verifies academic credentials for its candidates, and our clients frequently conduct background checks prior to finalizing an offer.

To learn more, call
Maureen Huminik, Vice President at
617-262-1102
or send nominations or cover letter and resume to
MHuminik@LindauerGlobal.com
All inquiries will be held in confidence.



Setting the Standard in Nonprofit Talent

www.LindauerGlobal.com