



Director, Principal and Major Gifts
(Boston-based role focused on West Coast fundraising)

Boston Children's Hospital Trust
Boston, MA
<http://www.childrenshospital.org/>

Send Nominations or Cover Letter and Resume to:
Terri Rutter
Senior Consultant
617-262-1102
trutter@LindauerGlobal.com

“For 150 years, families have come from around the corner and across the world, looking to Boston Children’s for answers. This is the place where the most difficult challenges are faced head on, where the impossible becomes possible, and where families in search of answers find them.”

— **Sandra L. Fenwick, President and CEO**

The Opportunity

Making the impossible possible — that is the power of philanthropy at Boston Children’s Hospital. As Boston Children’s comes out of its successful \$1.53 billion dollar campaign, the Trust is embarking on a five-year plan to lay the groundwork for the next campaign. It is a priority to expand its philanthropic footprint and enhance national networks to attract new donors and engage its current donors more deeply. Based in Boston, this Director will have a regional focus on the West Coast; an additional responsibility for a service line to be determined also will be assigned. If you are passionate about advancing



healthcare for children and pioneering bench-to-bedside medical research, then consider this opportunity to contribute your advancement skills and talents to Boston Children's Principal and Major Gifts team.

The Role: Director, Principal and Major Gifts

At Boston Children's Hospital (BCH), success is measured in delivering the very best care for patients and families, accelerating the most innovative research for global impact, and continuing the tradition of making BCH a destination for the very best physician-scientists in the world. Success is also measured in discoveries made, processes perfected, and technology advanced; in major medical breakthroughs and small acts of kindness; and in colleagues who have your back and patients who have your heart. As a teaching hospital of Harvard Medical School, its reach is global and the impact is profound. Join the acclaimed Boston Children's Hospital Trust and discover how your talents can change lives. Yours included.

Responsibilities:

- Build and cultivate a major and principal gifts portfolio of West Coast-based and national prospects capable of making gifts of \$100,000 or more. Individual goal is to grow contributed revenue from \$2 million to \$5 million in revenue annually over the next three to five years.
- Conduct eight to ten appropriate prospect visits monthly to ensure that goals are met, managing and initiating all activity related to prospects consistent with moves management principles, and closing major and planned gifts as appropriate. Creatively and persistently seek connections to new prospects to qualify interest and capacity, and to build pipeline.
- Serve as primary staff liaison to assigned departments/programs and develop annual operating plan forecasting solicitations and visits for each department staffed in consultation with the Assistant Vice President for Principal and Major Gifts.
- Build and nurture effective working relationships with senior management, department chiefs, clinicians, researchers, and volunteer leadership to identify funding needs, prepare the case for support, identify prospects and donors, and solicit major gifts.
- Recruit, train and manage volunteer leaders and Board members to help identify, cultivate, and solicit prospective donors. Provide leadership for the establishment of philanthropic leadership councils, task forces, etc. for departments and programs, as assigned. Develop and sustain close working relationships with Board members involved in the major gifts effort.
- Prepare contact and activity reports in a timely fashion, ensuring all data is entered into donor database.
- Collaborate with colleagues throughout the Trust, especially with planned giving, foundations, and leadership giving teams, and with operations teams, including research, special events, communication, corporate/events, finance, and stewardship to assure that prospects are identified, researched, and engaged in the most effective way possible.
- Enhance relationships with prospects and donors, including the scheduling of cultivation receptions and programs. Assure appropriate and timely stewardship and recognition of gifts.

Qualifications:

- Demonstrated ability to cultivate, solicit, and close high six- and seven-figure gifts in a complex environment.
- Current or recent West Coast major gifts fundraising experience is required, and candidates must be able to travel several times a year to the West Coast.
- Knowledge of theories, principles, and concepts typically acquired through completion of a Bachelor's degree and related experience in business administration. Requires 10+ years of related fundraising experience.
- The ability to persuade and negotiate with peer-level department heads and/or with external agencies/facilities on issues and programs that impact the assigned department as well as several other large departments/divisions.

Boston Children's Hospital is an Equal Opportunity/Affirmative Action Employer. Qualified applicants will receive consideration for employment without regard to their race, color, religion, national origin, sex, sexual orientation, gender identity, protected veteran status, or disability.

Benefits:

Boston Children's Hospital offers competitive compensation and unmatched benefits, including affordable health, vision, and dental insurance, generous time off, 403(b) retirement savings plan, pension, tuition reimbursement, cell phone plan discounts, and discounted rates on T-passes (50% off).

Development/Advancement 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.

Dream Dare Deliver: The Campaign for Boston Children's is the largest philanthropic initiative of any children's hospital in the U.S. With an original goal of \$1 billion, the Trust exceeded this milestone and closed the campaign at fiscal year end in September.

The campaign expanded five centers of care and discovery at Boston Children's Hospital: heart, brain, newborn medicine, cancer, and orthopedics. *Dream Dare Deliver* advances programs and services that address patient and family needs in many vital ways. Additionally,



[View the Video: Dream Dare Deliver: The Campaign for Boston Children's Hospital](#)

funds raised support campus renovations, research, and innovation, and play a part in expanding Boston Children's local and worldwide impact.

Annually, the Trust raises \$150 million from individuals, foundations, and corporations; principal and major gifts account for \$60 million of the total contributed income. Lisa Slater, Assistant Vice President of Principal and Major Gifts is leading the Trust's national expansion of Boston Children's philanthropic footprint. There are directors in place assigned to the greater New York City and Connecticut region, as well as to Florida. This Director will be assigned to build West Coast philanthropy with a heightened focus on California.

Leadership

Sophia Monaghan, Ph.D.

Vice President of Development and Campaigns

Sophia Monaghan is the Vice President of Development and Campaigns 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. Monaghan oversaw *Dream Dare Deliver: The Campaign for Boston Children's Hospital*, a \$1.53 billion campaign and the largest of any children's hospital. Prior to joining Boston Children's, Monaghan was the Director of Principal and Major Gifts at Dana-Farber Cancer Institute, which she joined in 2001. Monaghan is a member of the Senior Associate Cohort of Woodmark, an association of 26 children's hospitals in the U.S. and Canada, and co-chaired the 2016 Woodmark Summit. Prior to her work in development, Monaghan conducted field research in Russia, Kazakhstan, and Egypt, writing a dissertation on privatization and creation of market economies. Monaghan has a Ph.D. from New York University, a Master's from University of Chicago, and a Bachelor's from Haverford College.

Lisa Slater

Assistant Vice President, Principal and Major Gifts

Lisa Slater co-manages the Principal and Major Gifts program at Boston Children's Hospital Trust, which successfully raised \$1.53 billion during its most recent campaign. She is responsible for developing strategies to maximize revenue by setting goals and progress metrics, managing faculty and high-level donor relationships, mentoring team members, and closing major and principal gifts. Previously, she served as Senior Director, Principal Gifts, at Brigham and Women's Hospital. At BWH, she was responsible for cross-institutional fundraising at major and principal giving levels, mentoring frontline fundraisers, and partnering with leading institutions to achieve transformational philanthropic goals. Prior to moving into healthcare development, she spent much of her career in marketing and publishing.

Boston Children's Hospital Overview

Boston Children's Hospital is a worldwide leader in multidisciplinary pediatric care and the treatment of complex diseases and conditions. From surgical innovations performed by doctors to the discovery of new treatments by researchers, the Hospital has been a leader in pediatric care for 150 years and continues its excellence in providing the proper care and attention to all its patients. For the sixth consecutive year, it has been ranked #1 on *U.S. News & World Report's* list of the best children's hospitals in the nation. It is nationally ranked in 10 pediatric specialties.

Boston Children's Hospital is a 415-bed comprehensive center for pediatric healthcare with approximately 25,000 inpatient admissions each year. Its internationally renowned team of physicians and nurses provides care during more than 650,000 patient visits and performs more than 28,000 surgical procedures each year while serving patients from more than 100 different countries, making it one of the largest pediatric medical centers in the world.

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 of gestation and, in some situations, the Hospital also treats adults.

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; and
- Enhance the health and wellbeing of the children and families in its local community.



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.

Boston Children's is home to the world's largest research enterprise based at a pediatric hospital. More than 3,000 researchers and scientific staff comprise its research community, including 11 members of the

National Academy of Sciences, 23 members of the National Academy of Medicine, 17 investigators/alumni of the Howard Hughes Medical Institute, and 35 members of the American Society for Clinical Investigation. Its research facilities include more than 1 million square feet of basic and translational research space and 58,000 square feet of clinical research space. Its current initiatives have attracted a record \$388 million in annual funding, including more federal funding than any other pediatric center.

Background Checks

Prior to submitting your resume for this position, please read it over for accuracy. Lindauer 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, Senior Consultant at
617-262-1102
or send nominations or cover letter and resume to
trutter@LindauerGlobal.com.
All inquiries will be held in confidence.



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420 Boylston Street, Suite 604, Boston, MA 02116
www.LindauerGlobal.com