



Associate Vice President, Transformative Philanthropy
City of Hope
Duarte, CA (Greater Pasadena/Los Angeles)
<http://www.cityofhope.org/homepage>

Send Nominations or Cover Letter and Resume to:
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Building the Team to Save Lives

City of Hope is one of only six cancer centers in the country that raises more than \$100 million annually. Its team of expert, seasoned fundraising leaders are committed to growing revenue from its current level of more than \$140 million raised last year to \$250 million annually by 2024. Spurred by the simple fact that City of Hope's prospects outnumber current capacity, the senior team has implemented an innovative new organizational structure that features a new layer of leadership that will bring the team size to 200 in anticipation of expanded transformative and principal giving opportunities.



The Opportunity:

Philanthropy. That has fueled City of Hope since its founding by a group of volunteers in 1913. What began as the Los Angeles Sanatorium established on 10 acres of land in Duarte, CA, has grown into the City of Hope, occupying 110 acres with additional locations across Los Angeles, Ventura, Riverside, Orange, and San Bernardino counties. It has been designated the



best cancer hospital in the West for 13 consecutive years¹ and is one of 71 National Cancer Institute-designated comprehensive cancer centers. Over the decades, [research conducted at City of Hope](#) has led to significant advances in modern medicine, including the development of the first synthetic human insulin, human growth hormone, and the technology behind the widely used cancer-fighting drugs Herceptin, Rituxan and Avastin. That is the power of philanthropy.

As City of Hope's Associate Vice President, Transformative Philanthropy, you will be on the frontlines of a new division in the Office of Philanthropy that is engaging the top echelon of prospects. The gifts raised will have enterprise-wide resonance, fueling breakthroughs into treatments that outsmart cancer, as well as diabetes and other life-threatening diseases.

If you are a seasoned major and principal gifts fundraiser ready to join a growing, fast-moving team, your expertise is needed to help "turn hope into reality." This is the power of transformative philanthropy.

City of Hope Overview

[City of Hope](#) is a world leader in the research and treatment of cancer, diabetes, and other serious diseases. It delivers scientific miracles that make lives whole again. Compassion is the heart of its approach and the driving force behind all discoveries.

City of Hope's infrastructure and collaborative energy sets it apart. By having scientists, treatment staff, and manufacturing facilities side-by-side, treatment advances can travel from laboratory to patient with lifesaving speed.

It is a founding member of the National Comprehensive Cancer Network with research and treatment protocols that advance care throughout the U.S. With particular excellence in bone marrow and stem cell transplants, City of Hope's program is one of the largest and most successful in the world, with unrivaled survival rates. Distinguished by [excellence and innovation](#), each treatment City of Hope creates gives people the chance to live longer, better, and more fully.

As City of Hope looks toward the next 100 years, it continues its [mission](#) and commitment to transform the future of medicine.



[Play the Video: Learn more about City of Hope.](#)

¹ U.S. News & World Report's 2019–20 Best Hospitals: Specialty Rankings issue

Click [here](#) to view City of Hope's most recent annual report.

Click to view City of Hope's [strategic plan](#) and [update](#).

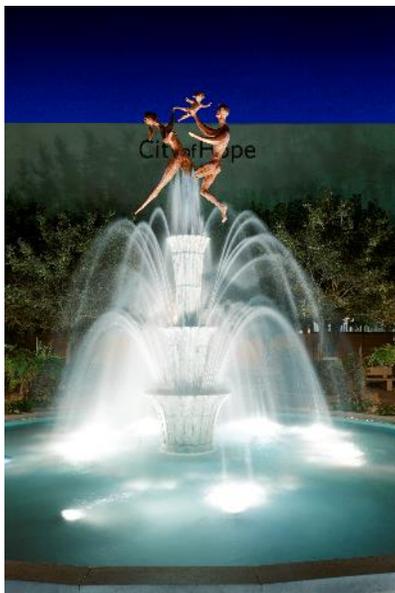
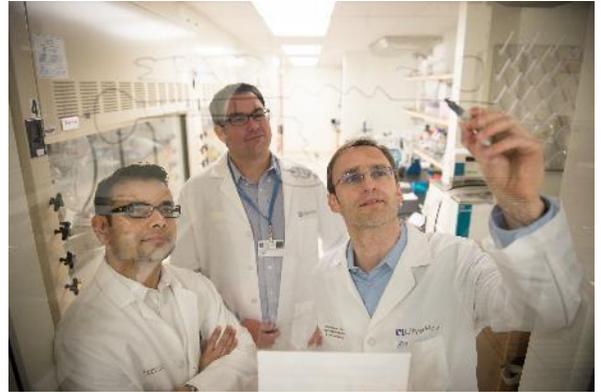
Office of Philanthropy:

Focused on eliminating cancer and diabetes and other life-threatening illnesses, City of Hope has established itself as a world-class leader in transforming the future of health.

Raising the philanthropic resources to fuel its leading-edge research, its exquisite and compassionate clinical care, and its advancement of biomedical education and training, is a vital component of the City of Hope model of success. Each member of the Office of Philanthropy is a stakeholder in this work, with personal accountability for his/her role in building a successful future of delivering new cures, treatments, and education.

The Office of Philanthropy's vision is to support this life-saving work by being known institutionally and nationally as a model of excellence among elite fundraising programs. Recent recruitments of nationally and internationally renowned faculty offer advancement leaders new opportunity for partnership among philanthropy, research, and patient care.

An integral and respected team within the City of Hope community, the Office of Philanthropy is led by [Chief Philanthropy Officer Kristin Bertell](#). A visionary, warm, and compelling leader, Bertell is committed to creating one of the premier philanthropy programs in the country, making City of Hope a model of excellence for the 21st century. [President and CEO Robert Stone](#) is a trusted partner who is actively engaged in philanthropy and tireless in his work with donors. Buoyed by City of Hope's culture of collaboration and innovation, its compelling mission, its national and community outreach success, and its productive working relationships with physician-researchers, the Office of Philanthropy is poised to drive transformational impact.



Office of Philanthropy leaders at City of Hope share a commitment to recruiting top national talent, to maximizing team performance, and to developing and leveraging individual team members. The team's professional and support staff in Southern California and in field offices across the country work with 700 research and clinical colleagues and 45,000 volunteers nationwide. It is seeking professionals who place team before individual achievement, are creative and innovative, have mission passion and intellectual curiosity, are collaborative yet personally accountable, and can "connect the dots" between their work and the work of others on behalf of donors and philanthropy.

To this end, City of Hope invests in its staff through the Team Activation Program (TAP) initiative. This initiative increases the effectiveness of the team through focused transparency and accountability, building trust within teams; training and development; celebrating innovation and risk taking; enhancing team communications; and removing roadblocks to maximize

activation. The TAP initiative ensures that the Office of Philanthropy is poised to move quickly, effectively, and efficiently to maximize opportunities on behalf of City of Hope.

To learn more about City of Hope's perspectives on talent and culture, please [view the digital brochure](#), specifically designed for individuals considering a professional career move to advance philanthropy at City of Hope.

The Role

The Associate Vice President, Transformative Philanthropy (AVP) will serve as a member of the Transformative Philanthropy and Campaign Strategies Team. The AVP will report to, and work closely with, the Vice President of Transformative Philanthropy and Volunteer Leadership (VP), as well as with the Senior Vice President, Transformative Philanthropy and Campaign Strategies.

The AVP will share responsibility for cultivating and instilling a culture of excellence, collaboration, accountability, and efficiency throughout the Office of Philanthropy, moving it toward being a model of excellence among elite fundraising programs. As an integral member of the Transformative Philanthropy and Campaign Strategies team, the AVP will work closely with the Office of Philanthropy's Vice Presidents and members of the Philanthropy Leadership Activation Team to identify, quantify, and understand City of Hope's philanthropic priorities and to develop strategies necessary to guide clinicians, researchers, and staff to enhance philanthropic support for campus-wide initiatives including a multibillion dollar comprehensive campaign.

The AVP will contribute by employing and modeling key processes and programs that support an office-wide focus on collaboration, efficiencies, and metrics-based performance outcomes, in addition to primary role responsibilities.

Ideal candidates will demonstrate:

- Consistent knowledge and familiarity with national trends in philanthropy, biomedical research, and healthcare practice and policy.
- Experience in leadership in principal and transformative gift fundraising; cultivating, soliciting, and closing philanthropic commitments at the \$1 million-plus level.
- Experience in developing transformational strategies for medical research, health sciences, or major universities.
- Demonstrated ability to present persuasive and complex presentations to donors, volunteers, and City of Hope leadership and staff.
- Exceptional organizational, analytical, writing, and editing skills, as well as the ability to work in a collaborative and consultative manner with faculty, administrators, and staff.

Key Responsibilities:

The AVP will have three primary areas of focus.

- As a key member of the Transformative Gifts Team, the AVP will:

- As an exemplar, bring focus and discipline to Office of Philanthropy’s work with prospects rated at \$10 million-plus.
- Be charged with the design, implementation, and oversight of fiscal-year and multi-year initiative and campaign strategies and plans related to the Transformative Gifts portfolio.
- Work closely with enterprise leadership and with clinical and research faculty leadership in the development of transformative gift opportunities that are aligned with the enterprise Strategic Plan.
- Carry a focused portfolio of prospects — as primary or secondary plan manager of 10 or more prospects rated at \$10 million-plus, developing and leading strategies across the enterprise that are designed to move “Strike Team” prospects to a commitment at this level within a 12–18 month timeframe.
- As a member of the team, participate in proactive work to routinely assess, assign, qualify, engage, and solicit every viable \$10 million-plus prospect within a rolling three-year time frame.
- The AVP also will participate, in collaboration with the Vice President for Transformative Philanthropy and volunteer leadership, in the oversight, at a high level, of the CEO and CPO responsibilities, which include:
 - Collaborative development and execution of annual deployment plan for CEO and CPO.
 - Work with colleagues across all programs to develop and implement key moves for CEO and CPO with top prospects across all programs.
 - Work with colleagues to develop and implement regional map for top prospects and volunteers.
- The AVP will also participate in the development of thoughtful strategies designed to build the prospect pipeline at the \$1 million-plus level and to move prospects, volunteers, and donors at this level into sustained philanthropic support of City of Hope.

[Click here](#) to review the formal job description and requirements.

Division Leadership



Sharon Joyce

Vice President of Transformational Philanthropy and Volunteer Leadership

Sharon Joyce has over 25 years of experience in healthcare philanthropy with expertise working with a broad spectrum of entrepreneurs, corporations, and business leaders, as well as administration and faculty. She is a mission-driven executive whose current focus is developing philanthropic partnerships between donors and the City of Hope enterprise that drive measurable advances against cancer and diabetes. Previously, Sharon built and led a team that oversaw one of the nation’s most successful and broad fundraising programs, drawing its support from 15 different business sectors.

Before entering the field of philanthropy, Sharon served as a field organizer and coordinator for major political campaigns. She earned her Bachelor's degree in English literature from Southern Methodist University and pursued additional graduate education in English literature at the University of California, Irvine.

Location:

Southern California/Duarte (Greater Pasadena/Los Angeles):



Located 21 miles northeast of Los Angeles and 10 miles from Pasadena, City of Hope's leading-edge medical and research facilities in Duarte, CA, are surrounded by lushly landscaped gardens and open spaces. Its community practices bring premier care to local communities in Los Angeles and Riverside Counties.

Duarte is known as the City of Health, a small progressive community located in Los Angeles County at the base of the picturesque San Gabriel Mountains. At 6.8 square miles and with a population of 21,486, Duarte is a richly diverse community of stable neighborhoods and friendly neighbors, surrounded by other similar communities such as Monrovia and Arcadia. Green foothills, parks, hiking and bike trails, and beautiful new social and recreational gathering places enhance the livability of the community. The Duarte Unified School District serves students from Duarte, Bradbury, and unincorporated communities to the south of Duarte and Monrovia. Within Duarte, there are also five licensed private schools. To view a brief video about Duarte, please click [here](#).

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
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.



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