



Senior Director of Development, Major Gifts (SDOD)
City of Hope
Duarte, CA (Greater Pasadena/Los Angeles)

Successful candidates will be invited to work from home if residing in southern California

<http://www.cityofhope.org/homepage>

Send Nominations or Cover Letter and Resume to:

Maureen Huminik

Vice President

617-262-1102

mhuminik@LindauerGlobal.com

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 is 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, principal, and major gift 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 only 50 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 Senior Director of Development, Major Gifts, you will join a thriving team in the Office of Philanthropy that is engaging principal and major gift donors and donor 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 gifts fundraiser ready to join a growing, fast-moving team, your expertise is needed to help "turn hope into reality."

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 – 2020 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](#).

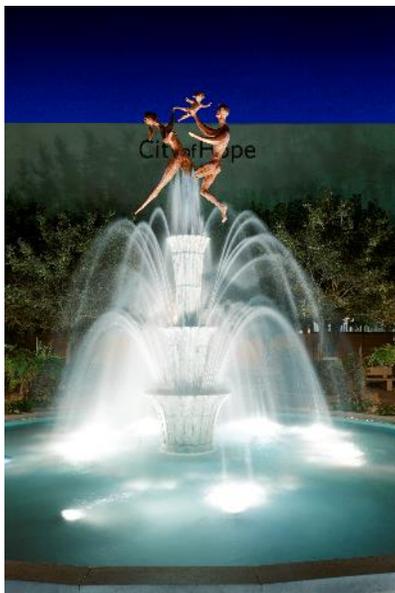
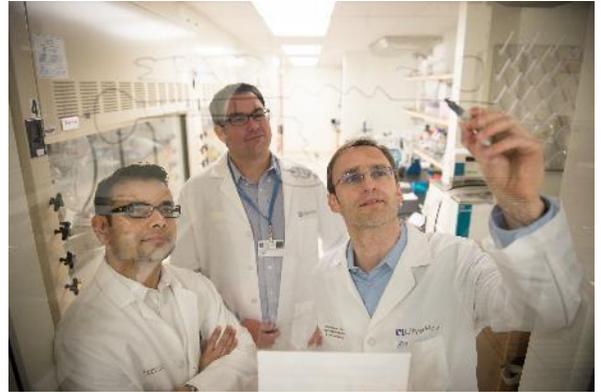
Office of Philanthropy:

Focused on eliminating cancer, 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 opportunities 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 Senior Director of Development, Major Gifts (SDOD) will serve as a key member of the Principal and Major Gifts team. The Senior Director will report to, and work closely with, one of two Associate Vice Presidents, as well as with Elizabeth LaBorde, who serves City of Hope as the Vice President, Principal & Major Gifts.

This frontline fundraising professional will contribute to the fundraising success of the philanthropic program by serving as a subject matter expert, a professional role model, and an identified team and program leader.

The SDOD will be responsible for securing individual, corporate, and family foundation gifts, with an emphasis on gifts of \$100,000 or more through undertaking sustainable, mission-focused cultivation, solicitation, and stewardship of donors. In pursuit of these achievements, responsibilities include developing productive relationships with volunteers, faculty, and staff and engaging them in substantive activities to identify new prospects and leverage existing prospect relationships, which leads to increased philanthropy. The SDOD will work in partnership with key volunteers and Office of Philanthropy colleagues to build the pipeline of major gift donors, securing meetings and implementing individual cultivation and solicitation strategies. Understanding that 18-36 months are needed to close a major gift, s/he will consistently raise gifts of \$100,000 and above after two to three years of service.

Successful candidates will have demonstrated success in building long-term philanthropic relationships while also consistently meeting fundraising goals and in securing donations of \$100,000 and above from individuals, corporations, and family foundations. S/He will have demonstrated experience in the full spectrum of development work, including gift policies, solicitations, volunteer engagement, campaign management, and strong written and oral communications skills, exhibited through the development of successful donor communications.

Ideal candidates will have:

- Five or more years in fundraising, development, or related field in a nonprofit environment and a track record of success in closing high five- and six-figure gifts;
- Experience in a complex medical or academic development setting;
- Experience working with grateful patient philanthropy;
- Demonstrated ability to present persuasive and complex presentations to donors, volunteers, and leadership and staff; and
- 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 SDOD will have two primary areas of focus:

Contribute significantly to the success of the Principal and Major Gifts team in reaching its fundraising activity and revenue goals through a strong, individual frontline focus:

- Meet annual activity and financial performance metrics;
- Analyze and implement programs to ensure cost effectiveness;
- Identify, develop, and manage fundraising efforts for City of Hope philanthropic priorities and initiatives;
- Develop and implement thoughtful, strategic cultivation, solicitation, and stewardship plans for prospective major donors (with a focus on individuals) for gifts of \$25,000 with an emphasis on gifts of more than \$100,000;
- Ensure regular contact with donors through various activities and communications, especially face-to-face meetings;
- Identify, organize, and direct the efforts of philanthropic volunteers as needed and assigned;
- Identify and develop joint major giving opportunities in collaboration with philanthropy colleagues from across the institution and Office of Philanthropy teams for prospects and work towards successful solicitations;
- Identify and qualify new major gift prospects;
- Coordinate activities with other development officers and entities, including physicians and administrators; and
- Maintain an active portfolio with low inactive/cold rates, moving prospects through the fundraising cycle.

Serve as a role model for the Office of Philanthropy, including:

- Act as spokesperson for City of Hope activities as requested;
- Participate in search committees, task forces, and other special projects;
- Demonstrate an ability to solve problems, overcome hurdles, and navigate sensitive issues with discretion, tact, and strong communication skills; and
- Develop and maintain productive relationships with City of Hope faculty and staff to support fundraising initiatives for COH priorities.

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

Division Leadership



Elizabeth A. LaBorde, CFRE
Vice President, Principal and Major Gifts

Elizabeth A. LaBorde joined City of Hope more than two years ago as the Vice President, Principal and Major Gifts. She has more than 25 years of fundraising experience, including two national roles as Chief Development Officer. She has extensive experience with major and principal gifts fundraising through seven campaigns totaling more than \$1 billion.

Elizabeth resides in La Crescenta with her husband Michael, children, and two dogs. When she isn't working she is cooking, entertaining, traveling, or hiking.

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 and additional types of screening 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

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