Chief Philanthropy Officer
Joslin Diabetes Center
Boston, MA
https://www.joslin.org/

Send Nominations or Cover Letter and Resume to:
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Introduction

Joslin Diabetes Center — dedicated to conquering diabetes in all of its forms — is the global leader in diabetes research, care, and education. Joslin research is at the forefront of discovery aimed at preventing and curing diabetes. The Joslin clinic develops innovative patient therapies that immeasurably improve the lives of people with diabetes. Joslin is an independent, nonprofit institution affiliated with Harvard Medical School, and one of only 16 NIH-designated Diabetes Research Centers in the U.S.

Joslin Diabetes Center treats 21,000 patients each year with its 50 board-certified physicians and 300 researchers working in 30 laboratories. Its programs span 24 countries and have impacted 10 million lives in five years. Its research saves two million eyes from vision loss each year.

The Opportunity:

• If you are looking for an opportunity to make a difference in the lives of people affected with diabetes, and if you are energized by contributing your skills to this worthwhile effort, Joslin Diabetes Center may be the place for you.
• If you enjoy a challenging work environment where there is always a push for new ideas, then this is the place for you.
• Joslin has all the benefits of working in a world renowned facility, but with the small community feel to accompany it. You are never just another face in the hallways at this institution.
Lindauer Global is proud to partner with Joslin Diabetes Center in its search for a Chief Philanthropy Officer. This is an exceptional opportunity for a proven leader who will bring expertise in grateful patient fundraising, as well as deep experience working with friends and other top prospects.

The ideal candidate will be a skilled relationship builder who will inspire trust and collaboration with colleagues and donors. This is a rare opportunity for an accomplished fundraiser, skilled manager and mentor, and confident leader to join a committed team in a senior-level role.

**Position Overview – Chief Philanthropy Officer**

The Chief Philanthropy Officer will provide strategic direction, leadership, and daily management to a comprehensive philanthropic operation, overseeing all aspects of fundraising, including prospect management, stewardship, principal and major gifts, annual giving, corporations and foundations, special events, cause marketing, planned giving, and capital campaigns.

**Essential Responsibilities:**

- Leads and mentors a staff in all areas of philanthropy to ensure a cohesive and productive team. Implements an organizational structure that enables the achievement of development goals and establishes performance standards that are aligned with departmental and organizational fundraising goals. Develops and articulates a plan to ensure that the development staff functions as a unified team to maximize their effectiveness.
- Inspires innovative thinking.
- Establishes and executes strategies that result in continuously rising standards and expectations in fundraising goals, as well as individual levels of giving, to at least double Joslin’s annual philanthropy baseline. Establishes key metrics and other leading indicators to ensure fundraising goals are on track and implements corrective actions when necessary.
- Partners with the senior leadership, CEO, Chairman of the Board and Board members, high-level volunteers, and staff to lead and execute the Philanthropy strategy. Fosters strong, personal relationships with the Philanthropy Committee and other members of Joslin’s Boards. Helps guide and support the CEO in his role as chief spokesperson and fundraiser, as well as the Board and scientific/medical staff in development-related areas.
- Provides comprehensive, timely, and innovative stewardship. Elevates the importance of stewarding all gifts and programs in ways that strengthen donors’ interest in, satisfaction with, and commitment to Joslin.
- Develops and maintains alliances with current donors while launching a systematic initiative to identify and target other individuals capable of making major financial contributions to Joslin, engaging the next generation of donors. Personally manages a portfolio of donors rated at the principal (7- and 8-figure) gift level, ensuring high-end donors receive special attention, have direct access to senior leaders, and other appropriate actions to ensure targeted levels of giving are achieved.
• Helps galvanize philanthropy communications, keeping donors and the public informed, thanked, and involved, providing vehicles for more effective Board and staff communications and ensuring increased giving opportunities.
• Reports directly to the President and CEO.
• Works collaboratively with the Chief Financial Officer/Chief Operating Officer and General Counsel to ensure that all legal and accounting requirements are met, and that donor stewardship is supported by sound policies and practices.
• Leads the effort to create a culture of philanthropy within the institution, working closely with Human Resources and Communications.

Required Job Qualifications:

• Minimum education required: Bachelor’s degree or equivalent education and experience.
• Minimum experience required:
  o Minimum 15 years of progressively responsible experience in the design, implementation, execution, and growth of a comprehensive fundraising program within a complex organization.
  o Demonstrated managerial experience and a proven ability to design and implement effective philanthropy strategies and processes.
  o Experience with developing and leading a full fundraising program including: direct mail, annual campaigns, foundations and corporate grants, major giving, and planned giving.
  o A demonstrated background in issues related to basic and clinical research is desirable.

• Knowledge, skills, and abilities required:
  o Working knowledge of biomedical and research-driven institutions.
  o A track record of successful solicitations from a variety of constituencies, including the design and execution of identification, cultivation, solicitation, and stewardship strategies.
  o A deep appreciation for and an ability to successfully articulate the unique and focused mission and aspirations of Joslin.
  o Demonstrated success in increasing the effectiveness of a fundraising unit through established objectives and performance standards to bring out the best in the fundraising staff.
  o Proven experience in principal, major, and foundation gifts cultivation, solicitation, and stewardship, and managing a personal portfolio of principal and major gift donors/prospects.
  o Proven experience as a leader, as well as coach and counselor, of other major gift professionals who can enable them to increase their success in cultivating and soliciting highly rated donors.
  o The intellectual depth, maturity, and collaborative skills to garner the trust and confidence of the CEO, trustees, scientific/clinical staff, senior management, volunteers, staff, and other constituents.
  o The ability to understand and translate information for all audiences; clarity, crispness, and effectiveness in written and oral presentation.
Development Overview

The Philanthropy team raises approximately $18 million annually towards Joslin’s funding priorities:

- Cure type 1 diabetes;
- Treat and reverse type 2 diabetes;
- Prevent and treat diabetes-related complications;
- Propel clinical innovation; and
- Share breakthroughs and clinical models.

Over the past two years, there has been a focus on creating structure and processes for the Philanthropy Office, as well as efforts to build out a more robust grateful patient program. Additionally, there has been increased focus on planned giving initiatives and strengthening the principal gift pipeline.

Overview – Joslin Diabetes Center

More than a century after its creation, Joslin Diabetes Center continues its tradition of excellence as an internationally recognized diabetes treatment, research, and education institution. Its research model allows basic researchers and clinicians to forge a bond that fosters creative thinking and spurs discovery. Some of the most important discoveries and improvements in diabetes care were developed at Joslin.

Learn more about Joslin’s history of innovative research, patient care, and education.

Research:

Since its inception in 1898, the primary mission of the Joslin Diabetes Center has been to care for people with diabetes, and conduct research to provide new knowledge about diabetes and its complications that will lead to new treatments, prevention, and/or cure of these disorders. This mission is interpreted in its broadest context because diabetes is a heterogeneous and complex disorder; there is a close relationship between diabetes and other metabolic disorders including obesity and atherosclerosis, and progress in understanding cellular processes and disease pathogenesis should ultimately lead to major advances for diabetes. Research within Joslin involves a wide variety of biologic disciplines ranging from the most basic model systems to studies of pathophysiology in animal models and humans to the evaluation of new therapies in patients.

The Joslin Diabetes Research Center (DRC) has been funded by the NIH/NIDDK since the late 1980s and it is presently in its 32nd year of funding. The primary aim of the Joslin DRC is to provide a facilitating framework for conducting multi-disciplinary basic and clinical research and to encourage the scientific development of young investigators. Special attention is paid to fostering rapid translation of basic research to the next level. Learn more: Joslin DRC
**Joslin Clinic:**

The Joslin Clinic, since its inception, has focused on aggressive, comprehensive care of the patient. Joslin’s founder, Elliott P. Joslin, M.D., believed that the key to managing diabetes lay with patient involvement, education, and empowerment. This is still the core of JoslinCare today.

In Joslin's Adult Clinic each new patient is assigned to a care team made up of endocrinologists, certified diabetes educators, nutritionists, and exercise physiologists. This multi-disciplinary approach ensures people with diabetes get the most advanced medical care, education, and aggressive prevention and management of complications. The Joslin team works with each patient to manage his/her diabetes by creating a personalized care plan based on the individual’s unique health profile and lifestyle. Joslin will work directly with the patient’s primary care physician and other healthcare providers, and offers a number of programs to meet specific needs.

Joslin's pediatric clinic is a place of incalculable expertise and hope. Joslin helps children and families find a new normal,” says Lori Laffel, M.D., M.P.H., who heads Joslin's Pediatric, Adolescent, and Young Adult Section. “We provide care and hope, and we help set care standards for all children, teens, and young adults with diabetes.” Learn more about programs for families.

**The William P. Beetham Eye Institute:**

Joslin’s Beetham Eye Institute is one of the finest facilities for diabetes eye care in the world. Its caring staff of ophthalmologists, optometrists, technicians, medical assistants, image specialists, study coordinators, and researchers is dedicated to preserving patients’ vision using its unique expertise gained from 100 years of leadership in the field of diabetes eye care. The Beetham Eye Institute offers thoughtful and personalized eye care by specially trained and educated physicians and staff who are recognized experts in diagnosing and treating the many forms of diabetic eye disease.

The Joslin eye team includes 10 ophthalmologists with expertise central to caring for people with diabetes. These physicians are supported by more than 30 staff, also specially trained to evaluate patients with diabetes — optometrists, ophthalmic technicians, eye imagers and readers, clinic and research coordinators, and specialists in telemedicine.

Joslin’s physicians and optometrists helped write the eye care guidelines for the American Diabetes Association. The team includes experts in comprehensive diabetes eye care, cataract and anterior segment surgery, vitreo-retinal disease and surgery, ocular telemedicine, vision rehabilitation, contact lens fitting and dispensing, and clinical trials.

**Joslin Vision NetworkTM:**

It used to be that the only way an eye doctor could check for problems at the back of your eye was to first put in drops that enlarge (dilate) the pupil. Now with the proven retinal imaging device and clinical service
developed at Joslin Diabetes Center, a patient’s retina can now just as accurately — and more quickly and comfortably — be imaged without drops. This new way of photographing the retina, called the Joslin Vision NetworkTM (JVN), makes it more convenient and comfortable to have an annual eye exam, which is critical to preserving a patient’s vision. The Joslin Vision Network was developed at Joslin Diabetes Center by a team of researchers and clinicians led by Lloyd M. Aiello, M.D.

Leadership:

Peter Amenta, M.D., Ph.D.
President and CEO

Peter S. Amenta, M.D., Ph.D, is a well-known clinician and scientist with extensive healthcare leadership experience.

Before his tenure at Joslin, Dr. Amenta served as a faculty member of Rutgers Robert Wood Johnson Medical School (RWJMS) and University Hospital from 1989 - 2015. In 2006, he was named the Interim Dean of the medical school and then was appointed Dean in 2008; he stepped down as Dean in 2014 but remained on the faculty until leaving to lead Joslin. He was CEO of the Robert Wood Johnson Medical Group, the school’s faculty medical practice, from 2006 - 2014.

During his 25+ years at RWJMS and University Hospital, Dr. Amenta assumed a number of key administrative roles, including Residency Program Director, Chief of the Pathology Service at Robert Wood Johnson University Hospital, Senior Vice President of Medical Affairs and Chief of Staff, Chair of the Department of Pathology and Laboratory Medicine at the Medical School, the founding Director of the Cancer Institute of New Jersey's Immunohistochemistry Shared Resource, and a member of the Cancer Institute’s Scientific Council and Internal Advisory Board.

During his tenure as Dean, the institution restructured its basic science departmental organization, enhancing scientific alignment; established a state-of-the-art Electronic Health Record; restructured and modernized its clinical practice; recruited key faculty to signature clinical and research areas; modernized its medical school curriculum; established interprofessional education programs; contributed to the development of the Child Health Institute of New Jersey; dedicated the Cardiovascular Institute; attained full LCME accreditation; established a program for the national Joining Forces Initiative to aid our military; signed key new affiliation agreements with partner hospitals; established the annual alumni scholarship gala for medical and graduate students; assisted in the expansion of sites for the Chandler Community Health Center, as well as its endowment; and assisted in the transition from the University of Medicine and Dentistry of New Jersey into Rutgers University.

Dr. Amenta is an expert anatomic pathologist, electron microscopist, and immunohistochemist. His studies have contributed to our understanding of novel connective tissue components during development and in
normal and pathologic tissue and gastrointestinal disease, the latter being his major clinical interest. He has collaborated with investigators nationally and has contributed to a number of grant-funded projects. He has served as a member of the Board of Trustees of the Joslin Diabetes Center, as well as on the Editorial Board of *Human Pathology* and as an invited reviewer for numerous other journals. He has published more than 150 articles, chapters, and abstracts, including co-editing the textbook *Histology — From Normal Microanatomy to Pathology*.

Dr. Amenta received his Bachelor of Science degree from Trinity College in Hartford, Connecticut. He completed his Medical Degree and Pathology residency at Hahnemann University in Philadelphia, Pennsylvania, where he also obtained a Ph.D. in Anatomy.

**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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