



Associate Vice President, Individual Philanthropy Programs
Moffitt Cancer Center
Tampa, FL
<https://moffitt.org/>

Send Nominations or Cover Letter and Resume to:

Maureen Huminik
Vice President
617-262-1102
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The Opportunity:



In the 30 years since opening its doors, the H. Lee Moffitt Cancer Center and Research Institute has had a meteoric rise to one of the top cancer centers in the country and the best in Florida. Moffitt researchers are at the forefront of some of the most promising new approaches to preventing and treating cancer. Accelerating the pace of philanthropy to fuel Moffitt's next 30 years — and beyond — is driving a major investment in building the Foundation team.

Moffitt Cancer Center seeks an experienced development leader to fill the newly created role of Associate Vice President (AVP). The AVP will have the opportunity to significantly grow critically important components of Moffitt's fundraising program within the Foundation, impacting some of Moffitt's most important priorities and projects including the building of a new hospital. The AVP will oversee three highly impactful fundraising programs including Individual and Family Giving, Annual Giving and Planned Giving. The AVP reports to the President of the Foundation and is responsible for operationalizing strategies and robust plans to meet ambitious financial goals for the Foundation and Moffitt Cancer Center.

This individual will join a team of dedicated fundraisers at one of the nation's top NCI designated comprehensive cancer centers during an exciting time of innovation and unprecedented growth. The team is positioned for success with the support of the Board and medical staff and tasked with elevating Moffitt's already strong program to a preeminent fundraising operation that reflects the sophistication of the overall

institution. The fundraisers are led by experienced advancement professionals who possess a clear vision for both short- and long-term success.

Overview



Moffitt Cancer Center treats more than 65,000 patients annually from around the world making it the third-largest cancer center in the nation by patient volume. Moffitt is one of only 51 National Cancer Institute-designated Comprehensive Cancer Centers in the country.

Opening in 1986, Moffitt has a long history of excellence in patient care, research, and education. The Center is now at the forefront of using personalized medicine and predictive modeling to treat cancer patients. In its effort to provide as many treatment options as possible, Moffitt continues to explore promising care techniques like CAR T-cell therapy and gives patients access to a range of clinical trials. Patients and their families can also be put in touch with resources and programs like counseling, group therapy, and spiritual support while they or a loved one receives treatment.



The Center operates extensive [research programs](#) focused on each disease area, as well as new fields of research that impact all cancers such as cancer biology and evolution, cancer epidemiology, chemical biology and molecular medicine, health outcomes and behavior, and immunology. Each research program is made up of integrative teams of more than 140 faculty members, who collaborate with colleagues nationwide and industry leaders to advance the world's understanding of cancer. Moffitt's [Centers of Excellence](#) provide a specific focus on research programs in areas of particular strength, and Moffitt's research institute is driven by the goal of maximizing translational research to positively impact patients today as well as in the future.

Moffitt regularly recruits scholars who have a profound interest in preventing, treating, and curing cancer to its postdoctoral, graduate, undergraduate, and high school [research training programs](#). The Center also supports [clinical educational experiences](#) for medical students, nursing students, residents, fellows, and other healthcare professionals.

Development/Advancement Overview

Since its inception in 1994, the Foundation has secured funds from private sources and fostered partnerships to support the many research, clinical, and community programs that distinguish Moffitt as a leader in the field. Foundation support is integral to Moffitt's ability to secure major federal grants and its staff work hand in hand with clinicians and researchers to maximize philanthropic revenues. More than 30,000 individuals and organizations contribute to Moffitt each year.



The Foundation raises funds through five philanthropic programs, including Individual and Family Giving, Planned Giving, Annual Giving and Corporate and Community Giving. Additional revenue is raised from two major fundraising events each year which bring the community together in support of Moffitt. The [Miles for Moffitt](#) race includes Run/Walk, wheelchair, and kids races and has raised millions that have been used to leverage nearly \$20 million in federal support. Moffitt's annual [Magnolia Ball](#) gala raised \$3.6 million in 2019 and has garnered more than \$45 million since its inception.

In addition to events sponsored by Moffitt and the Foundation, [community events](#) organized by supporters collectively raise more than \$1 million for the Center each year.

The Role

The Associate Vice President is a key position within the Foundation and serves as a crucial member of the leadership team. The AVP will lead a growing team of experienced leadership gift officers, annual and planned giving experts, and grow each program over the next three to five years to meet new revenue goals. They will deploy exceptionally strong management and planning skills to direct and motivate the staff of each program, coordinate across the three programs to build the pipeline of major gifts, and devise and monitor metrics to track team performance. The incoming AVP will also successfully manage their own portfolio of individual donors and prospects.

The ideal candidate will bring a knowledge of best practices to the role to ensure the right policies, strategies and methodologies are in place related to all aspects of the individual frontline fundraising programs. They will lead their team to work collaboratively with Donor Relations and Gift Administration, as

well with other areas external to the Foundation, to ensure that relationships are stewarded and strengthened.

They will be a sophisticated, goal-oriented professional with a positive, unifying approach and a strong understanding of complex decentralized organizations. Most critically, the AVP will have the ability to navigate through a complex organization to build their fundraising programs.

Required Qualifications:

- Minimum of 10 years in senior fundraising roles within large higher education or healthcare organizations
- Progressive management responsibilities and leadership of multiple programs within a development team
- Minimum of 5 years senior management experience
- Exceptional management and planning skills and experience, including the ability to manage all aspects of multiple fundraising programs, to mentor and motivate a team, create and sustain effective accountability and performance measures
- Proven track record of personal fundraising success as well as program and people management
- Extensive understanding of how to optimize the key steps in a fundraising program, including identification, qualification, cultivation, solicitation and donor relations
- Technical experience in database and system tools, specifically Raiser's Edge
- Evidence of building a strong culture of philanthropy throughout the organization, supporting non-development staff in their fundraising efforts and celebrating the success of all who contribute to fundraising.
- Experience working with other teams to maximize team performance specifically Prospect Management and Data Analytics, Donor Relations, Gift Administration, the CEO's office, and other key Center stakeholders
- Experience preparing budgets, reconciling gift data with accounting, and other financial tasks related to the programs
- Demonstrated track record in recruiting, mentoring, and retaining staff.
- Demonstrated knowledge and reliance on excellent process, communication, policy and procedure to support the work of the team and its programs as well as interface with other departments in the Foundation and Center.
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- Experience and excellent skills in managing up to ensure Foundation leadership is fully informed and consulted appropriately on all aspects of the management of the programs

To review the formal job description in full, [click here](#).

Leadership



Maria Muller
***Executive Vice President,
Chief Philanthropy Officer
and Foundation President***

[Maria Muller](#) leads and executes the strategic vision for philanthropy at Moffitt. She brings more than 25 years of experience in leadership positions in philanthropy, working internationally for premier institutions such as the National Gallery, the British Museum and as the Deputy Director of the Museum of Fine Arts in Boston. She has successfully completed major capital campaigns and significantly grown fundraising programs, as well as led institution-wide strategic planning processes. She has also served as a consultant at Harvard Art Museums.

Location

Tampa, Florida:

Tampa is a city on Tampa Bay, along Florida's Gulf Coast. A major business center, it's also known for its museums and other cultural offerings. Busch Gardens is an African-themed amusement park with thrill rides and animal-viewing areas. The historic Ybor City neighborhood, developed by Cuban and Spanish cigar-factory workers at the turn of the 20th century, is a dining and nightlife destination. Part of a large metropolitan area called the Tampa Bay Area (2.8 million population), the city is also part of the Tampa-St. Petersburg- [Clearwater](#) Metropolitan statistical area, which is the fourth largest metro area in the Southeastern U.S.

The city of Tampa made its way onto some Top 20 Lists in 2019, including best metros for first-time home buyers; best U.S. cities for quality of life; top city in Florida; and 5th best city in the country for recreation.

To Know Before Applying

Moffitt Cancer Center is an Equal Opportunity/Affirmative Action Employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, age, or protected veteran or disabled status. They seek candidates whose skills, and personal and professional experience have prepared them to contribute to our commitment to diversity and excellence.

Lindauer has been retained by Moffitt Cancer Center to conduct this search. 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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