



Stanford MEDICINE

**Associate Director of Development, Cancer Programs
Stanford Medicine
Palo Alto, CA**
<http://www.med.stanford.edu>

Send Nominations or Cover Letter and Resume to:
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Vice President
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The Opportunity:



LOIS L. LINDAUER SEARCHES is pleased to partner with Stanford Medicine in its search for the position of Senior Associate Director, Cancer Programs.

Stanford Medicine is comprised of Stanford University Medical School — a premier research-intensive medical school — and Stanford Hospitals and Clinics— and is nationally recognized for quality patient care and leading-edge technology.

With an unmatched track record of scientific discovery, technology innovation, and translational medicine, Stanford is prepared to fully realize the transformative opportunities of the biomedical revolution. Over the last 60 years, it has produced many of the innovations that sparked this revolution: MRIs, gene splicing, and stem cell medicine were all born on the University's campus.

Stanford is the first major research university to invest in the science of producing better patient-defined health outcomes with less money. With the Stanford Clinical Excellence Research Center (CERC) established in 2011, it is a leader in transforming electrical engineering research into high

value information and communications technologies. Stanford is playing a catalytic role in the science of efficient health care delivery.

In addition, its Transforming Cancer Care is an unprecedented comprehensive, multidisciplinary, and coordinated effort to put the world's best cancer science to work for patients and deliver a new, transformative model of care. This model fully leverages Stanford's distinctive strengths in genomics, immunotherapy, bioinformatics, and stem cell medicine and works across scientific disciplines and beyond the University's walls, translating the latest breakthroughs into innovative abilities to detect, treat, predict, and prevent cancer.



Rigorously built on evidence of which treatment choices will deliver the best outcomes, it is expected that this model will challenge existing practices in American health care. It is scalable and replicable around the world and across diseases.

During an exciting time of change, expansion, and revitalization, this position will work directly with faculty in several clinical departments to source prospects (generally grateful patients), manage and develop the pipeline, and cultivate and solicit gifts directly and in partnership with colleagues.

Position Overview – Associate Director of Development, Cancer Programs

The professional in this position reports directly to Michele Thompson, Senior Associate Director of Development/Cancer Specialist within Medical Center Development (MCD). Because this role focuses on the clinical specialty areas, it is referred to as “Specialist” major gift officer at MCD. The Major Gifts team consists of major gift officers who work directly with faculty (“Specialist” major gift officers) as well as major gift officers not working directly with faculty and assigned to approximately 160 prospects (“Generalist” fundraisers). Specialists and Generalists work together to staff prospects, as described below.

The position requires experience, sensitivity, and diplomacy in representing Stanford Medicine, as well as strategic skills to help create and implement Institute fundraising plans, and the highest level of customer service expertise serving faculty.

Major Responsibilities:

This position will directly manage a portfolio of approximately 70 major gifts prospects rated at \$250,000+ for his/her assigned priority areas within the cancer programs. In addition to direct fundraising, this position is responsible for these key areas:

- Managing Faculty Relationships for Effective Development Support
The position is responsible for managing and building relationships with 10-20 faculty members in cancer, growing a grateful patient pipeline and balancing faculty needs with the Transforming Cancer Care institutional fundraising priority for the Campaign. This requires a highly sophisticated thinker, strategic skills, and a mature development professional to guide the faculty in creating meaningful relationships.
- Strategic support for and partnership with their Generalist MGO colleagues
This position will also work collaboratively with Generalist major gift officers who do not directly staff the faculty, working larger portfolios of up to 160 active prospects for any interest area in Stanford Medicine. The Specialist major gift officers must provide information, talking points, and ideas to the Generalist major gift officers in order to help them represent the specialty area's focus. Thus, this role coordinates with all of the Generalist fundraisers, in addition to our team of Principal Gift (\$10M+), Planned Giving, and Corporate and Foundation Relations fundraisers.
- Pipeline Development for Cancer
Staffing faculty, building the cancer pipeline and tracking and managing toward the achievement of these goals, as well as fundraising directly for gifts, is the role of this position. Success will require the ability to manage a major gift portfolio of 70 prospects to meet agreed upon philanthropic goals, as well as monitor a pipeline of prospects in portfolios of other major gift officers whose prospects are part of the assigned department's pipeline. The successful candidate will emphasize cultivation and solicitation strategies that focus on donor-centered philanthropy to maximize potential gifts.

Core Duties*:

Stanford is committed to a donor-centric approach to development. Every member of the Office of Development staff plays a role in providing the university's donors with the service and attention that ensures an exceptionally positive and fulfilling philanthropic experience.

- Develop solicitation goals, objectives, and strategies for development projects and/or specific donor populations or geographic regions. Cultivate and solicit gifts to the university.
- Manage an active portfolio, and track solicitation assignments and progress. Work with a portfolio of assigned prospects to cultivate, solicit, and steward their support.

- Take responsibility for a wide range of fundraising activities, including maintaining an active level of contacts, identifying new prospective donors and volunteers, providing stewardship, and coordinating volunteer fundraising efforts.
- Stay informed on current university initiatives and activities.
- Develop relationships leading to gifts in the \$250,000 - \$5,000,000 range.
- Design and manage appeals (e.g., direct mail, email, video, phone, and other channels) to target key populations to maximize fundraising potential.
- Establish ongoing relationships with individual prospective donors through personal visits, phone calls, and meaningful contacts.
- Prioritize prospects, prepare background information, make volunteer assignments as appropriate, and follow up with volunteers to ensure completion of assigned solicitations.
- Work closely with other colleagues in development to align program goals with the overall giving goals of the university's development organization.

* - Other duties may also be assigned

Minimum Requirements:

Education & Experience:

Bachelor's degree and five years of relevant experience or combination of education and relevant experience.

Knowledge, Skills and Abilities:

- Advanced ability with Microsoft Office suite.
- Demonstrated effectiveness in strategic prospect identification, relationship building, and solicitation.
- Demonstrated experience mentoring and working with volunteers, faculty, and staff, requiring sensitivity, and diplomacy in representing Stanford Medicine
- Superior written and oral communication skills, with exceptional attention to detail and the ability to articulate a compelling case for philanthropic support programs.
- Ability to translate complex concepts into compelling development proposals.
- Certifications and Licenses:
- Valid California Non-commercial Class Driver's License.

Stanford University is an equal opportunity employer and does not discriminate on the basis of race, color, religion, sex, age, national origin, veteran status, physical or mental disability, or sexual orientation.

Benefits:

Stanford University Medical Center offers competitive compensation and comprehensive benefits. (<http://newhire.stanford.edu/benefits/index.html>)

Development Overview



In 2011, Stanford University closed its \$4.3 billion university-wide campaign, *The Stanford Challenge*, by raising more than \$6 billion. Approximately \$1.2 billion of this has been raised for Stanford Medicine priorities, including the fundraising and construction of the largest stem cell research facility in the world, the Lorry I. Lokey Stem Cell Research Building. In 2012, Stanford Medicine launched the Campaign for Stanford Medicine, a \$1 billion philanthropic effort. This goal was achieved in December of 2013 and now the campaign has been extended through 2017. The new Stanford Hospital is the centerpiece of this campaign—it will create a global model for patient-centered, technologically advanced healthcare. Within that framework, Stanford Medicine seeks to continue to build upon its fundraising success and grow it. This position is a critical leader for building and growing a donor pipeline at the \$250,000 to \$5M level.

This position is an exceptional opportunity to work in a highly collaborative environment and build a pipeline of major donors focused on specific areas of interest. Overall, the Stanford Medicine team estimates it will close FY 14 (in August) having achieved \$235M in cash and \$200M in new gifts and pledges in fiscal 2014. The Major Gifts Team, which includes individual major gifts, planned giving and corporation and foundation giving, raised 50% of this new activity total.

Client Overview - Stanford Medicine

Stanford Medicine is a medical complex which includes Stanford Hospital and Clinics and the Lucile Packard Children's Hospital. The Medical Center is world-renowned for its work in cardiovascular medicine and surgery, organ transplantation, neurology, neurosurgery, and cancer diagnosis and treatment.



Stanford Hospital is consistently ranked as one of the best hospitals in the United States by *U.S. News & World Report* and serves as the primary teaching hospital for the Stanford University School of Medicine. Among its many achievements, the first

combined heart-lung transplant in the world was successfully completed at Stanford Medicine in 1981. As of 2014, Stanford received high rankings in multiple specialties including, otolaryngology, cancer, psychiatry, cardiology and heart surgery, rheumatology, orthopedics, urology, gynecology, nephrology, neurology and neurosurgery, pulmonology, gastroenterology and GI surgery, and geriatrics.

The Lucille Packard Children's Hospital was founded in 1991 and in 2007, was ranked as the tenth-best children's hospital in the United States by U.S. News & World Report. It also received high rankings in specialties including neonatal pediatrics, pediatric cardiology and cardiovascular surgery, general pediatrics, pediatric cancer, pediatric digestive disorders, pediatric respiratory disorders, and pediatric neurology and neurosurgery.



Background Checks:

Prior to submitting your resume for this position, please read it over for accuracy. LLLS 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
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All inquiries will be held in confidence.**



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