



Director of Development
Kaiser Family Foundation
San Francisco, CA
www.kff.org

Send Nominations or Cover Letter and Resume to:

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Overview

KFF (Kaiser Family Foundation), is the nation's leading health policy organization. Operating in a busy and highly charged national health care environment, KFF is a trusted source of information, producing [policy analysis](#), [polling](#), [journalism and social impact media campaigns](#) to help policymakers make decisions and people understand complex health issues. Through data, and polling and its news service [Kaiser Health News](#) (KHN), the largest health newsroom in the U.S, KFF gives people a greater voice in health policy discussions and debates.

The hallmark of everything KFF does, in every program, is focus on people. KFF is a “go to” [source](#) of all the best health policy news and information.

KFF major initiatives include:

- [KFF COVID-19 Vaccine Monitor](#)
- [Health Reform](#)
- [Racial Equity and Health Policy](#)
- [Health System Tracker](#)
- [Greater than AIDS and Greater Than COVID](#)

KFF is an endowed nonprofit organization and supports its operations with a large endowment and a very successful but informal fundraising effort currently led by its top staff. Approximately 30 percent of KFF's

[operation](#) is supported with [external funds](#), used primarily to underwrite the costs of major projects that cannot be supported by the endowment.

The Opportunity:

To sustain and grow its fundraising effort, KFF is now seeking its first Director of Development to organize a small development program customized to KFF's unique operating style. The goal is to grow fundraising for KFF's programs, sustaining and diversifying its foundation funding base and expanding to individual donors.

This is not a conventional fundraising opportunity, but rather one that is integrated with and will closely support senior leadership and strategic goals, helping to secure funding for program priorities developed by the CEO and the staff leadership. The director will also work with the CEO to pursue potentially transformational funding relationships with selected donors and organizations. Individuals with demonstrated success fundraising for a health policy, journalism, or public policy focused nonprofit and who are curious - and a maybe even a little wonky - will thrive in KFF's fast-paced, entrepreneurial work environment.

The Role

The Director of Development will be based in the Executive Office of the President in San Francisco and will work closely with senior staff in KFF's Washington, D.C., office and San Francisco headquarters.

Principal Duties and Responsibilities

- Work with the CEO and the executive team to identify prospects to support high priority strategic program initiatives.
- Work with them to identify high net worth individuals to support KFF and its major priority areas, and then organize cultivation and solicitation meetings in order to secure unrestricted funding at the six and seven-figure levels.
- Coordinate all grant reporting requirements that accompany gifts and grants.
- Develop mini case statements for KFF and for individual projects; be able to articulate the case for support for KFF and projects and write proposals and position statements for each.
- Research and identify new foundations to support the work of KFF, and support the renewal of existing grants and the stewardship and reporting to grantors.
- Design and manage a cultivation and stewardship program that includes meetings, regular communications and reports, and other initiatives to engage and inform prospective donors.
- Manage and maximize KFF's "Donate" operation.
- Work with the executive team to continually refine strategy, protocol, and procedures related to the fundraising program. Communicate priorities internally to staff.
- Work with senior staff to examine revenue generating opportunities for selected KFF lines of business.
- Manage and supervise the work of a Development Assistant and additional staff to be hired.

Minimum Desired Knowledge and Experience

- Substantial development experience is preferred, especially with fundraising for a health policy, journalism, or public policy focused nonprofit. Relevant other experience will be considered.
- History of developing strategies and proposals that have led to the successful solicitation and closing of individual, corporate, and/or foundation gifts at the \$500,000-\$1,000,000 or larger level.
- Experience writing or editing foundation grants that have led to successful gifts.
- Knowledge of the areas in which KFF principally operates, including health policy, polling, and journalism.
- Excellent communications and writing skills and the ability to be persuasive in supporting and promoting KFF's work.
- Familiar with fundraising office administration (best-practices, protocols, procedures, and record/data management).
- Collegial, non-bureaucratic professional with flexibility and an entrepreneurial approach with the ability to foster collaboration across a large, geographically expansive organization.
- Ability to work independently on concurrent projects and balance multiple priorities, with strong project management skills, strong writing skills, and a high level of attention to detail.
- Ability to effectively work in teams and develop and maintain strong working relationships with internal staff and members of the external philanthropic community.

This full-time position will be based in KFF's San Francisco office. However, employees are currently working remotely due to COVID-19 precautions.

Leadership



Drew Altman
President & Chief Executive Officer

Drew Altman is President and Chief Executive Officer of the Henry J. Kaiser Family Foundation (known as KFF). He is an innovator in the world of foundations and non-profits and is a leading expert on national health policy who publishes and speaks widely on health issues.

Dr. Altman founded the current-day KFF in the early 1990's. He is also founding publisher of KFF's Kaiser Health News, the largest health newsroom in the U.S., distributing coverage of health issues through major news outlets across the country.

Prior to joining KFF, Dr. Altman was Commissioner of the Department of Human Services for the state of New Jersey under Governor Tom Kean. As Commissioner, he developed nationally recognized initiatives in welfare reform, school-based youth services, programs for the homeless, and Medicaid managed care. Dr. Altman was Director of the Health and Human Services at the Pew Charitable Trusts; Vice President of the Robert Wood Johnson Foundation, where he led the development of the Foundation's programs in HIV/AIDS, health services for the homeless, and health care financing; and he served in the Health Care Financing Administration in the Carter administration.

Dr. Altman received his B.A. from Brandeis University and his master's in political science from Brown University. He earned his Ph.D. in political science from the Massachusetts Institute of Technology, did his post-doctoral work at the Harvard School of Public Health, and taught public policy at MIT before moving on to public service. He holds an honorary doctorate from the Morehouse School of Medicine. Dr. Altman is a member of the Council on Foreign Relations and the National Academy of Medicine and serves on numerous advisory committees.

Please see:

[President's Message: Explaining KFF](#)



Mollyann Brodie
Executive Vice President and Chief Operating Officer

Mollyann Brodie is Executive Vice President and Chief Operating Officer at the Henry J. Kaiser Family Foundation and Executive Director of KFF's Public Opinion and Survey Research Program. As COO, Dr. Brodie oversees KFF's budgeting, human resources, facilities management, and the executive operations of the President's Office and Board of Trustees. As ED of Public Opinion and Survey Research, she oversees KFF's polling work including the monthly Health Tracking Poll and ongoing survey partnerships with news media organizations. A distinguished public opinion scholar, Dr. Brodie's research efforts focus on understanding the U.S. public's views and knowledge on health care policy issues, and the role of opinion in health policy debates. Her research has been published in the *Journal of the American Medical Association*; *New England Journal of Medicine*; *Journal of Health Politics, Policy, and Law*; and *Health Affairs*. She is co-editor of the book *American Public Opinion and Health Care* (CQ Press, 2011). Dr. Brodie is a Past President of the American Association for Public Opinion Research (AAPOR) and the 2018 recipient of the Roper Center's Warren J. Mitofsky Award for Excellence in Public Opinion Research. She received a M.S. in Health Policy and Management and a Ph.D. in Health Policy from Harvard University.



Larry Levitt
Executive Vice President for Health Policy

Larry Levitt is Executive Vice President for Health Policy, overseeing KFF's policy work on Medicare, Medicaid, the health care marketplace, the Affordable Care Act, women's health, and global health. He previously was Editor-in-Chief of kaisernetwork.org, KFF's online health policy news and information service, and directed KFF's communications and online activities and its Changing Health Care Marketplace Project.

Prior to joining KFF, he served as a Senior Health Policy Advisor to the White House and Department of Health and Human Services, working on the development of President Clinton's Health Security Act and other health policy initiatives. Earlier, he was the Special Assistant for Health Policy with California Insurance Commissioner John Garamendi, a medical economist with Kaiser Permanente, and served in a number of positions in Massachusetts state government.

He holds a bachelor's degree in economics from the University of California at Berkeley, and a Master's in Public Policy from Harvard University's Kennedy School of Government.



David Rousseau
Vice President and Executive Director

David Rousseau is Vice President and Executive Director of Health Policy Media and Technology and Publisher of Kaiser Health News. He oversees KFF's health policy media programs, including Kaiser Health News and all journalism programs, and directs the Foundation's technology and online activities.

Previously, Mr. Rousseau was Director of KFF's statehealthfacts.org project and was an Associate Director of KFF's Program on Medicaid and the Uninsured (KPMU). His work at KPMU was focused on Medicaid and CHIP spending, financing and enrollment, as well as Medicaid service delivery issues, including managed care. He has also managed a range of projects relating to health reform, access to care, and health spending.

Mr. Rousseau currently serves as the Chair of the Media Impact Funders Board, is a member of the boards of Grantmakers in Health (GIH) and the National Academy of State Health Policy (NASHP) and advises Crisis Text Line on data ethics issues. Mr. Rousseau has been a member of the adjunct faculty of the George Washington University School of Public Health as a Lecturer in the department of Health Policy and has served on numerous task forces and advisory groups for the Centers for Medicare and Medicaid Services, the National Academy of Sciences, and the City of New Orleans (David's hometown).

His work has appeared in journals including Health Affairs and the Journal of the American Medical Association, where he created and edits the monthly "Visualizing Health Policy" series in partnership with the Journal. He has spoken on health policy and journalism topics at a wide range of conferences and events.

Prior to joining the Foundation, Mr. Rousseau worked as a consultant at The Lewin Group. Mr. Rousseau received his Master's in Public Health from Yale University's School of Medicine, and his Bachelor of Arts in political science from Yale College.

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
Terri Rutter, Senior Consultant at
617-262-1102
or send nominations or cover letter and resume to
trutter@LindauerGlobal.com

All inquiries will be held in confidence.