



Senior Director of Development

Cohen Veterans Bioscience

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BOSTON | NEW YORK

Cohen Veterans Bioscience seeks a Senior Director of Development to lead the growth of a comprehensive development program.



About Cohen Veterans Bioscience

Cohen Veterans Bioscience (CVB) is a nonprofit research organization dedicated to fast-tracking the discovery and development of precision diagnostics and personalized therapeutics for maintenance and restoration of brain health. CVB leads focused programming on veterans and trauma-related disorders, and partners on research in Parkinson's Disease, Dementia, Multiple Sclerosis, Rett's Syndrome and other brain diseases.

Globally, 2 billion individuals are directly affected by brain disorders with a catastrophic personal and societal cost exceeding \$2 trillion USD. These disorders, which number in excess of 600 diagnosable conditions, include neurologic conditions (such as multiple sclerosis and dementia), psychiatric conditions (such as depression and PTSD), brain injuries (such as TBI), and pain and substance abuse disorders. We do not know the causes and mechanisms of most brain diseases, and consequently we have inadequate treatments, few definitive diagnostics or cures.

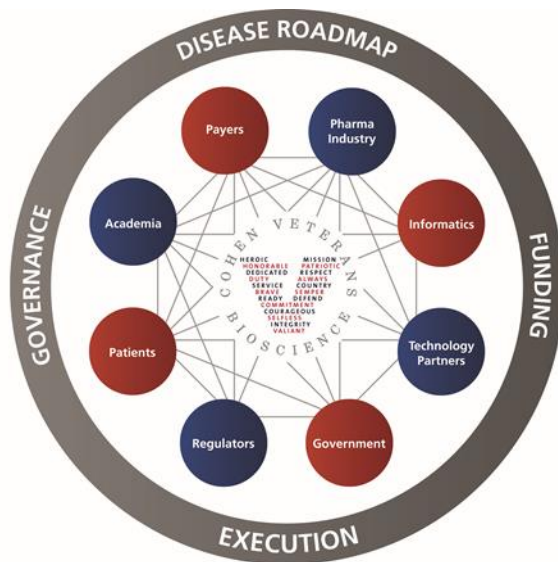
CVB is a pioneer in the development of next-generation diagnostics and treatments for brain disorders harnessing the power of biotechnology (including neuroimaging, 'omics, and biosensors) in combination with high-performance computing and data analytics, to understand the underlying mechanisms of disease and discover new ways to improve brain health.

CVB operates intramural research programs and Public-Private Partnership cooperative alliances which organize networks of partners who each contribute complementary and synergistic data, capabilities, or expertise to support a common roadmap for identifying diagnostic biomarkers, building predictive brain disease models, digital wellness and precision treatments. CVB's approach is to build enabling platforms with strategic partners and to adopt a team science approach to fast-track solutions in years, not decades.



Founded in 2014 as Orion Bionetworks, the organization was transformed to Cohen Veterans Bioscience with major seed funding from hedge fund billionaire Steve Cohen and has supplemented this support with funding from foundation and government sources, as well as some gifts from individuals. CVB's essential work in transforming science to advance brain health will require expanded philanthropic support from a broader community of funders.

About the Opportunity



CVB is in search of an exceptional fundraising professional to lead the development program for the organization. Initially reporting to the Chief Executive Officer & President and serving as an integral member of the team, the Senior Director of Development (SDOD) will be responsible for the systematic growth of CVB's development program. The SDOD will be an ambassador for the organization, deepening engagement with constituency groups and driving broader awareness and philanthropic support for the organization.

This individual will be responsible for growing CVB's philanthropic revenue significantly over the next several years. A key initiative will be expanding and diversifying the organization's funder base.

The right candidate will have proven success in growing and managing a high-performing development operation. In particular, s/he will have experience in successful major donor engagement and funding strategies and working with partners to support the efforts of a comprehensive development effort.

Key Responsibilities

Leadership

- Partner with the CEO & President and organizational leadership in taking CVB's development program to the next level
- Provide leadership in all facets of the development program including planning, analysis, major donor identification and cultivation, coordination of volunteer leadership efforts and related activities
- Serve as a key member of CVB's senior leadership team
- Develop strong and collaborative working relationships with other members of senior leadership to best understand CVB's mission and programs, and effectively articulate this information to donors and the public
- Work effectively and collaboratively with the Chief Finance Officer and the Executive Director, External Affairs to ensure development activities are well coordinated with and supportive of company priorities

Fundraising

- Design, implement, and oversee a comprehensive, proactive development plan focused on expanding and enhancing institutional and high net worth relationships and building strategic partnerships
- Maintain and expand upon deep philanthropic relationships with a portfolio of leading high net worth individual and institutional prospects

- Identify emerging trends and opportunities in philanthropy that are relevant to the mission and programs of CVB
- Develop a strong donor pipeline that focuses on institutional and high net worth individual donor identification, cultivation, solicitation, and stewardship
- Design and execute fundraising proposals around key programs, in close collaboration with External Affairs team
- Engage CEO & President in key donor cultivation, solicitation, and stewardship activities



Management

- Review development program and design strategies for setting progressive revenue goals, establishing meaningful metrics, and evaluating performance
- Oversee the building of an effective development infrastructure, including systems and data infrastructure, policies, and procedures to ensure effectiveness and accountability across the program
- Report regular progress against strategic goals, including donor engagement and stewardship touchpoints, revenue and quota targets, and pipeline management details
- Manage resources and outcomes efficiently and effectively
- As appropriate, determine the need for and recruit talented professionals to join a successful development team

Key Qualifications

- At least 10 years of development experience with progressively increasing responsibility, including at least 5 years of leadership and management experience
- 5-7 years of frontline major gift experience with demonstrated ability to grow a donor prospect base and successfully close five and six figure individual and institutional gifts
- Experience building and sustaining relationships among high net worth individuals, foundations, and corporations
- A strong understanding of and ability to communicate the mission and programs of CVB
- Success supporting and managing organizational leadership in donor cultivation and solicitation
- Ability to conceptualize and describe funding needs in a way that is compelling to prospects, donors, Board members, and other stakeholders
- Knowledge of communications and marketing with excellent communications skills
- Results oriented self-starter with an entrepreneurial and innovative spirit
- Passion for CVB's mission and the ability to serve as an ambassador for the organization



- Experience working in academic medical or complex research institutions preferred
- Authorization to work in the U.S. required; basing out of the New York City Office preferred

CVB is an Equal Opportunity Employer.

Please email your cover letter and resume in confidence to:
cohenbioscienceSDD@developmentguild.com

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For more information about Cohen Veterans Bioscience, please visit www.cohenveteransbioscience.org

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About Development Guild DDI

Development Guild DDI is a nonprofit leadership development consulting firm that provides nonprofit executive search, fundraising counsel, and campaign services. We bring a powerful combination of discipline and innovation to every client engagement, delivering solutions that are both strategic and deeply rooted in experience and analysis. Drawing upon more than 2,500 client engagements and 40 years working in every nonprofit sector, our collaborative approach is distinguished by candid dialogue and supported by cutting-edge technology. We commit to understanding and respecting your unique culture and to translating that knowledge into viable solutions.

