



Executive Director of  
Development, Cancer  
Cedars-Sinai Medical Center  
Los Angeles, CA | Spring 2019

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## About Cedars-Sinai Medical Center

Cedars-Sinai is a nonprofit academic healthcare organization serving the diverse Los Angeles community and beyond. With pioneering medical research achievements, education programs defining the future of healthcare, and wide-ranging community benefit activities, Cedars-Sinai is setting new standards for quality and innovation in patient care.

Beginning in 1902 as a 12-bed hospital in the Angelino Heights neighborhood of Los Angeles, today Cedars-Sinai serves more than 1 million people each year in over 40 locations, with more than 4,500 physicians and nurses and 1,500 research projects in motion.

Cedars-Sinai fulfills its vital mission to the community by investing in programs and services to improve the health status of the community. Cedars-Sinai works closely with schools, FQHC, local government, senior centers and other agencies to improve community health, better meet community needs, and to expand the capacity of other organizations to serve those who are most vulnerable, maximizing the impact of joint efforts to improve lives.

## Cedars-Sinai Mission Statement

Cedars-Sinai is a nonprofit, independent healthcare organization committed to improving the health status of the communities they serve through:

- Leadership and excellence in delivering quality healthcare services
- Expanding the horizons of medical knowledge through biomedical research
- Educating and training physicians and other healthcare professionals
- Striving to improve the health status of the community

Quality patient care is Cedars-Sinai's priority. Providing excellent clinical and service quality, offering compassionate care, and supporting research and medical education are essential to its mission. This mission is founded in the ethical and cultural precepts of the Judaic tradition, which inspire devotion to the art and science of healing and to the care Cedars-Sinai gives their patients and staff.

## Strategic Vision

Cedars-Sinai will continue as the leading healthcare organization in Los Angeles, while enhancing its position as a recognized leader among the nation's most respected, admired, and trusted healthcare organizations. In fulfilling this role, Cedars-Sinai will:

- Demonstrate national leadership in providing high value healthcare and delivering excellent clinical quality, patient safety, and service
- Drive transformation and innovation in care delivery, and more fully engage patients in their wellness and care
- Advance the frontiers of medicine and science through a major ongoing commitment to biomedical research and medical education
- Expand and strengthen its regional, national, and international position as a model health system that delivers high value services at all sites of care, including physical interactions in physician offices and clinics, ambulatory and outpatient centers, and inpatient facilities, as well as through electronic and other remote linkages

To achieve this, Cedars-Sinai will:

- Attract and enhance relationships with the best and most respected physicians, scientists, nurses, other healthcare professionals and staff, sharing institutional commitments to leadership, quality, and value
- Reach out to a broader and more diverse Los Angeles community, serving as a model for other healthcare organizations in providing a wide range of community benefit and community service programs
- Provide superior facilities, as well as leading edge medical and information technology
- Maintain a secure financial base including a growing endowment, enhancing Cedars-Sinai's long-term ability to achieve its Mission and Vision
- Consider partnerships and affiliations with other leading high-quality healthcare organizations and other industry participants

### About the Cancer Institute at Cedars-Sinai Medical Center

The Samuel Oschin Comprehensive Cancer Institute's mission is to advance breakthrough research and exquisite care as well as provide exceptional support to faculty and staff. Researchers and clinicians continue to pioneer and advance novel clinical studies while strengthening their commitment to improve patient outcomes and access to top-quality cancer care. Top cancer researchers serve as national leaders in the field and published more than 350 articles in the last year in prestigious peer-reviewed journals including *Cancer*, *Journal of the American Medical Association*, *Lancet Oncology*, *Nature*, and the *New England Journal of Medicine*. By exploring topics from cancer clinical trials to pathological characteristics of the disease and cancer diagnostics, the authors of these articles broadened the world's knowledge around the underpinnings of the disease, its prevention and diagnosis, and the care of patients in need of more powerful and effective treatments.

Notably, in July 2018, renowned cancer clinician and scientist Dan Theodorescu, MD, PhD, was named the PHASE ONE Foundation Distinguished Chair and Director at the Samuel Oschin Comprehensive Cancer Institute. Dr. Theodorescu, a nationally recognized translational cancer researcher and leading expert in bladder cancer, is directing the oncology enterprise at Cedars-Sinai. Previously, from 2010 until 2018, he was director of the University of Colorado Cancer Center and a distinguished university professor. He brings a compelling vision for leading what he sees as three revolutions shaping modern cancer care: using precision medicine strategies to personalize treatments, tapping "big data" to solve difficult research and treatment questions, and employing population health ideas to reduce health inequities and improve access to care for entire populations.

Dr. Theodorescu is known for his work on the molecular mechanisms underlying bladder cancer and tools that determine drug response as well as the discovery of new drugs for cancer. Examples include the discovery of genes that regulate tumor growth and metastasis (RhoGDI2, AGL, GON4L), and novel biomarkers (DNA/NGS, RNA and proteomic) and concepts for precision therapeutic approaches such as the COXEN principle, which is being tested in national (SWOG) clinical trials. He also conceptualized the approach and then led the discovery and development of a "first in class" RalGTPase inhibitor as a new therapeutic in cancer. This drug was awarded a U.S. patent and is in commercial development. His laboratory is funded by grants from the NIH-NCI.

The Samuel Oschin Comprehensive Cancer Institute is in an exciting time of progress and advancement with a passion and goal to enhance quality of life for patients and their families across the Cedars-Sinai community.

## About the Position

The Executive Director of Development, Cancer is responsible for identification, qualification, cultivation, and solicitation of prospective major and principal gift donors for all programs and services, leading to major funding of Cedars-Sinai's highest priorities in Cancer. The Executive Director will lead a team of four professional senior fundraisers and support staff, while managing all aspects of his/her team's personnel initiatives and managing relevant budgets in assigned areas. The Executive Director will collaborate with assigned physicians and Cedars-Sinai's leadership; work with various committee volunteers and Board leadership to plan and implement programs and events; and develop relationships with new constituents.

## Key Responsibilities

### *Fundraising*

- Build and cultivate a robust portfolio of current and prospective donors
- Work with medical staff, volunteers, and other members of the community to help Cedars-Sinai identify potential high capacity donors
- Create a strategy for each donor to align institutional and department goals; connect department goals with institution's needs
- Set goals, objectives, and plans to implement strategies for cultivation and solicitation that will lead to closing gifts
- Develop relationships with high capacity donors, leading to closing and stewarding high impact gifts
- Research opportunities for funding sources such as grants, donors, sponsors, etc. and pursue any potential prospects
- Identify and track prospects using RE7

### *Management*

- Provide motivational and strategic leadership that drives Cedars-Sinai's philanthropic commitment to cancer research and care
- Create and maintain strong relationships with SOCCI leadership and medical staff
- Plan, lead, and direct work of small staff to ensure goals and objectives are completed within established budget and timelines

### *Collaboration*

- Present and educate others on best practices for donor engagement and cultivation
- Cultivate and maintain strong customer relationships and rapport with stakeholders and/or client groups
- Share knowledge, time and expertise to assist other members of the team

## Key Qualifications

- Skilled fundraiser with proven experience and success in strategizing and leading the solicitation of six- and seven-figure gifts from high net worth individuals
- 10+ years fundraising experience as a front-line gift officer and manager
- 2-5 years working in large, complex organizations; academic medicine preferred

- Experience in raising money for or advocating on behalf of cancer related work
- Comprehensive knowledge of all fundraising approaches, with special expertise and understanding of capital campaigns, grateful patient models, principal and major gifts, and planned giving
- Proven ability to initiate, plan, design, execute, and monitor projects
- Ability to manage multiple initiatives for the department as well as for the client groups to support the overall goal of the Advancement department
- Proven ability to apply knowledge of business, revenue, and profitability models
- Excellent verbal and written communications with both internal and external constituents, including public speaking skills
- Database management experience using RE7
- Bachelor's Degree required, Master's Degree preferred

### Leadership Competencies and Personal Traits

- An engaged and energetic fundraiser, who relishes the cultivating, soliciting, and stewardship of donors
- A person who can recognize and seize opportunities to advance an organization to a level it hasn't reached before
- A dynamic, "doer" leader with the ability to stimulate, invigorate, and motivate individuals around a cause
- An executive who can develop and articulate the strategic plan for reaching goals, and manage a staff in achieving measureable results
- A team player with senior management counterparts, who has collaborative instincts, an inclination to integrate efforts, and a tolerance for ambiguity and uncertainty in a highly complex environment
- A person with the presence and extraordinary interpersonal skills to build relationships at all levels around a passion for Cedars-Sinai's mission

Please email your cover letter and resume in confidence to:

[CedarsSinaiEDOD@developmentguild.com](mailto:CedarsSinaiEDOD@developmentguild.com)

**All qualified candidates will receive consideration for employment without regard to race, color, religion, sex, national origin, disability, veteran status, or any other characteristic protected by law.**

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### **About Development Guild DDI**

Development Guild DDI is a nonprofit leadership development consulting firm that provides 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.

