



Chief Advancement Officer

Cure Rare Disease

Remote | Summer 2023

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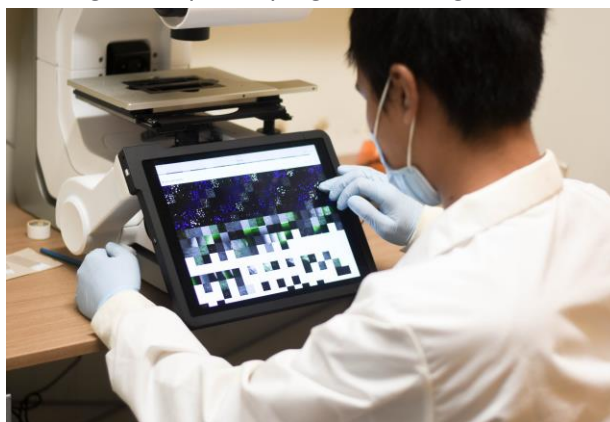
BOSTON | NEW YORK

Cure Rare Disease (CRD) seeks its first ever Chief Advancement Officer to manage and grow its comprehensive fundraising program

About Cure Rare Disease

CRD's mission is to advance and fund the development of life-saving genetic medicines for rare and ultra-rare patient populations, especially among those populations deemed too rare to treat by commercial organizations. To accomplish this goal, CRD spearheads drug development programs through a collaboration of world-renowned researchers and clinicians, policy experts and generous donors. CRD is fundamentally changing the rare and ultra-rare disease experience and burden for millions of people around the world with its discoveries and methods—while bringing hope to patients waiting for a cure.

Cure Rare Disease boasts a therapeutic pipeline of over 15+ programs, each being engineered to improve the lives of patients across the globe who are impacted by devastating rare diseases for which there are no treatments.



About the Position

CRD is searching for its first ever Chief Advancement Officer to advance its mission forward—and ultimately cure patients—by driving a structured development program with a special focus on corporate partner and donor cultivation and stewarding. This role is ideal for an ambitious fundraising professional who wants to shape the future of precision medicine, create greater equity in healthcare, and grow an organization making a real impact on patients' lives and working toward the greater good.



Reporting directly to Founder and CEO, Rich Horgan, the new CAO work will collaboratively Rich, a committed and passionate Board of Directors, and one of CRD's key corporate partners, East River Energy. Currently, the organization raises around \$2.5M - \$3M annually. The new CAO is expected to help expand the advancement program triple revenue in the next 3-5 years. The right candidate will desire to see a change in outcomes within the world of fatal, rare diseases.

Key Responsibilities

- In partnership and collaboration with the CEO and the Board of Directors, develop and implement a short- and long-term advancement plan to meet development goals and objectives to triple revenues within 3 to 5 years.
- Serve as a strategy partner to CRD's CEO, Rich Horgan.

- Provide leadership for all facets of the advancement team including planning, goal setting, implementation strategies.
- Manage and mentor a small team of fundraising professionals while also providing input into future staffing investments.
- Work with the CEO to develop a pipeline of new donor prospects, develop the strategy to connect with, solicit and steward new donors annually.
- Participate at meetings of the Board and select Board committees to provide advice and counsel, and report on development related issues and operations.
- Oversee the identification of new major donors from both individuals and corporate sources.
- Grow the existing 2-3 keystone fundraising events for CRD, primarily in Connecticut, including its annual golf tournament.
- Support the CEO in the development of all fundraising materials including pitch decks, presentations and grant requests when needed.

Key Qualifications

- 7+ years leading and growing advancement within non-profit organization of similar size.
- Track record of securing major gifts at the six-figure+ level.
- Extensive experience with identifying, cultivating, and stewarding corporations and major donors whose focus is supporting the medical research/precision medicine area.
- Experience managing and growing established fundraising events.
- Demonstrated ability to handle multiple projects in a fast-paced environment and perform under deadlines and changing schedule.
- Superb formal writing and organizational skills with a particular strength in relaying information in a concise and persuasive manner.
- Strong initiative and ability to self-start.
- Ability to be a strong team player and willingness to work as part of a small, entrepreneurial team with shared responsibility and accountability and willingness to do whatever work is needed to accomplish the organization's goals.
- Strong interest in professional growth and development in the fundraising field.
- Desire to transform the paradigm of therapeutic development for rare diseases.
- Ability to operate in a small, fast-paced, remote team.
- Life sciences non-profit experience is preferred but not required.



Compensation: CRD offers a competitive salary commensurate with experience. A performance bonus is also offered. Although this position is remote, candidates from CT, NY, and MA are preferred. The candidate should be willing to travel as needed, no more than 20% of time.

DEI Statement: Cure Rare Disease is an equal opportunity employer.

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

For more information, please visit www.developmentguild.com

For more information about Cure Rare Disease, please visit <https://www.cureraredisease.org/>

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About Development Guild DDI

For 40 years, Development Guild DDI has consulted to leaders across the nonprofit spectrum. Based in Boston and New York, we have successfully collaborated with more than 650 clients nationwide in the sectors of health & science, education, environment, the arts, and social justice. We are experts in executive search and fundraising and are at the forefront of delivering best practice in these services.

With each engagement, we work in teams tailored to a client's particular needs, providing sector-specific intelligence, cross-sector insight, and hands-on functional expertise. We combine our perspective on nonprofit leadership with our knowledge and experience in both fundraising and executive search. This distinct perspective enables us to deliver the most strategic and measurable impact.



