



Senior Director of Development,
Corporate & Foundation Relations

Joslin Diabetes Center

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BOSTON | NEW YORK

Joslin Diabetes Center seeks a Senior Director of Development, Corporate & Foundation Relations to build and manage a corporate and foundation fundraising program.

About Joslin Diabetes Center

Joslin Diabetes Center (Joslin) is the global leader in diabetes research. Joslin was founded in 1898 by Dr. Elliott P. Joslin, who was the first doctor in the United States to specialize in treating the disease and achieved many "firsts" in the field. Since then, Joslin continues to be at the forefront of discovery, and is committed to preventing and curing diabetes worldwide. The groundbreaking studies and innovations that start at Joslin offer new knowledge and new hope. They will become tomorrow's life-changing treatments, and one day, the cure.



Joslin offers patients the best possible care through a relentless team of clinicians, skilled health educators, and access to pioneering diabetes research. The physicians at Joslin are among the best in the world and the scientists are leading groundbreaking research discoveries. Joslin prides itself on making its team easily accessible so that patients can quickly get an appointment, start a treatment plan, and begin the journey toward a better life with diabetes.

The Beetham Eye Institute at Joslin is the best facility for diabetes eye care. The Institute is named for the late William P. Beetham, MD, who, in the 1960s, pioneered the laser photocoagulation technique with Lloyd M. Aiello, MD, the Institute's founder. Since then, generations of Joslin ophthalmologists have revolutionized the diagnosis and treatment of diabetic eye disease.

About Philanthropy at Joslin Diabetes Center

Joslin is a world-renowned institution for diabetes research and care that relies on generous support from donors to pursue new and evolving research work and continue to provide leading care to patients and families. Headed by the Chief Development Officer, Betsy Cote, the development team at Joslin is responsible for securing resources that will improve the lives of people living with diabetes.

Philanthropic support goes directly to innovative research projects, critical education programs, and lifesaving patient care activities. The Joslin Annual Fund provides immediate support for the most critical needs – whether that's funding a promising new research project, educating a patient on new technology, or supporting patient care that seamlessly addresses all areas of a complex disease.



About the Position

A newly created position, the Senior Director of Development, Corporate and Foundation Relations (Senior Director) will manage and proactively grow corporate and foundation frontline fundraising for Joslin Diabetes Center to achieve its priorities. This person will report to Chief Development Officer Betsy Cote, and will work closely and collaboratively with Joslin leadership, chiefs, physicians, researchers and key others to engage and create strategic philanthropic partnerships with Joslin.



The Senior Director will serve as a strategist for all philanthropic fundraising for institutional prospects and donors and serve as the main point of contact for corporations and foundations seeking partnerships with Joslin. They will play a critical role in the identification, cultivation, and stewardship of private and corporate foundations, including developing proposals for designated funding.

The Senior Director will also lead the implementation of best practices regarding Corporate and Foundation Relations operations within the larger Development framework. Additionally, the Senior Director will work collaboratively with the Senior Director of Development, Special Events to manage and maintain corporate partnerships pertaining to cause marketing opportunities.

Key Responsibilities

- Serve as key member of Joslin fundraising leadership team, providing strategy and vision to build a robust and successful foundation and corporate relations program.
- Proactively initiate and execute the identification and solicitation activities for leading foundations and corporations that will result in significant resources (six-, seven-, and eight-figure commitments) to Joslin's highest priorities in patient care, research and education.
- Strategically identify and research new foundations; develop strategies to respond to new collaborative initiatives among foundations.
- Oversee the development of competitive and compelling requests for foundation funding.
- Establish trust and close working relationships with clinicians and researchers at Joslin to remain informed of relevant funding opportunities.
- Manage all stewardship requirements for corporations and foundations supporting Joslin.
- Partner with the Chief Development Officer to identify and implement best Corporate and Foundation Relations practices across the institution.
- Manage a portfolio of foundations, select family foundations, corporate foundations and potential others while assisting Corporate and Foundation Relations staff in developing, expanding and fully realizing the philanthropic potential of their portfolios.
- Identify and leverage trustee and donor connections with priority prospects as appropriate.
- Assist in planning, monitoring, and managing budget in Corporate and Foundation Relations unit. Serve as the primary liaison to the Finance Department to ensure proper transfer and reporting on budget and oversight of funds in collaboration with the Senior Director of Development, Operations.

Key Qualifications

- Minimum of 7 years of experience in foundation and corporate philanthropy, including portfolio management, relationship development and stewardship, and grant and report writing.
- Proven ability and desire to lead, manage, and grow a corporate and foundation fundraising program.
- Ability to collaborate closely with colleagues in development and across departments.
- Knowledge of current trends in foundation funding, as well as institutional funders committed to supporting organizations with a similar mission to Joslin.
- Ability to persuasively articulate the organization's mission, program objectives, and resource needs to potential donors.
- Ability and desire to work well in an ambiguous environment with a complicated array of internal stakeholders.
- Track record of engaging internal stakeholders in the grants process and superior level of customer service and follow through.
- Excellent communication and interpersonal skills including writing, editing, and presenting.
- Exceptional writing skill - samples will be requested.
- Experience with scientific and medical subjects a plus.
- Strong connection to and passion for Joslin's mission.



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.

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

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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

