



Chief Development Officer
Lymphoma Research Foundation
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About Lymphoma Research Foundation

Located in New York City, the Lymphoma Research Foundation (LRF) is the nation's largest non-profit organization devoted to funding innovative research and serving the lymphoma community through a comprehensive series of education programs, outreach initiatives, and patient services. The Foundation's mission is to eradicate lymphoma and serve those impacted by the disease.

LRF is dedicated to finding a cure for lymphoma, the most common form of blood cancer, by funding biomedical research and supporting the next generation of lymphoma researchers. With the guidance of the Foundation's prestigious Scientific Advisory Board (SAB), which is comprised of 45 of the world's leading lymphoma experts, LRF invests in the research and scientists which have the greatest potential to improve our understanding of lymphomas and lead to improved treatment options for patients. To date, the Foundation has funded more than \$60 million in research focused on the origins and treatment of lymphoma. LRF convenes prominent scientific meetings that set national research and care agendas for all those caring for lymphoma patients. The research grant portfolio and scientific programs are directed by the Foundation's SAB.



Through comprehensive disease guides and publications, in-person conferences, and online resources, the Foundation provides education for people with lymphoma, as well as their loved ones and caregivers. A robust suite of LRF patient services provide direct support to people who have received a lymphoma

“As the lymphoma treatment landscape continues to evolve, LRF continues to create innovative ways to bring the latest information to those who need it most.”

– Meghan Gutierrez, LRF Chief Executive Officer

diagnosis. These services include the national Lymphoma Helpline, a Clinical Trials Information Service, Lymphoma Support Network and patient aid grant program. An industry leader digital communications, the Foundation maintains a strong presence on multiple social media platforms and has won national awards for its innovative use of social media to educate cancer patients. LRF developed a first of its kind mobile app for people with lymphoma which was recognized by Apple as one of the best medical apps in the country. The Foundation also provides continuing medical education programs designed to increase the knowledge, skills and performance of healthcare professionals who treat and care for people with lymphoma.

For more information please visit www.lymphoma.org.

About the Position

The Lymphoma Research Foundation seeks a Chief Development Officer (CDO) to lead the organization's fundraising program into the next stage of its growth. The CDO will provide strategic leadership and creative direction to an integrated team of active lifestyle events, digital programs, distinguished events, individual and planned giving, and peer-to-peer fundraising.



The CDO will serve as a member of the Foundation senior leadership team, directing all aspects of donor development and giving. Reporting to the Chief Executive Officer, the CDO will design, lead, and implement a sustainable development strategy to increase philanthropic revenue and support from a diverse constituency. The ideal CDO will possess the ability to thrive in a mission-focused, fast-paced, and entrepreneurial environment. The CDO must have experience working as part of a deeply collaborative and dedicated team of professionals who prioritize organization goals and professional development.

Key Responsibilities

Leadership and Staff Management

- Serve as an articulate, engaged, and visible spokesperson to the donor community and a variety of key constituencies to enhance recognition and support for LRF
- Participate in setting organizational strategy, goals, and objectives as an active member of the LRF management team
- Motivate and manage the Development Department staff, employing a coaching mentality to support team members' goal attainment and ongoing professional development
- Work collaboratively with CEO and LRF management team to create cohesive and integrated program strategy
- CDO will be responsible for conducting a comprehensive assessment of the organization in the first three months and presenting recommendations for goal setting and achievement

Fundraising Strategy

- Create and implement a strategic plan for all fundraising activity, including annual/major gifts, corporate sponsorships, online giving, special events and planned gifts, and work with the CEO, Resource Development Council, volunteer leaders and staff to successfully execute the plan
- Strengthen and grow an effective development program that will generate diverse financial support for the Foundation and its mission through strategic and operational goals
- Engage with data analytics and apply a data-driven approach to development planning
- Explore digital and technology-driven development strategy

Development Operations

- Lead the creation of annual budgets and revenue pipeline; Manage development program budgets, performance benchmarks, and operating schedules
- Oversee the development and implementation of new fundraising initiatives based on sound business intelligence and data

- Maintain a major/planned gift donor portfolio; develop appropriate identification, cultivation and solicitation strategies for the portfolio
- Guide the strategy, planning and execution of fundraising events, campaigns and efforts, including digital campaigns
- In conjunction with Information Technology department, ensure development activity is appropriately recorded and analyzed across Development department
- Develop and implement marketing strategies and development systems across the Development portfolio in conjunction with colleagues in Communications, Finance and Information Technology

Key Qualifications

- Passion for the mission and culture of the Lymphoma Research Foundation
- More than 10 years of relevant, professional experience
- Demonstrated success soliciting and securing 6-figure gifts from individuals, foundations and corporations, with experience raising \$10 million+ annually
- Experience in building, managing, and mentoring development staff
- Demonstrated success as a development executive with the ability to effectively create a fundraising strategic plan and metrics-driven operation
- Proven ability to build long-term, productive relationships with donors and philanthropic institutions; superb relationship management and communication skills
- The ability to drive innovation, change, and growth and be a detail-oriented implementer who can mobilize small teams to translate strategy into results
- A strong understanding of development technology and information systems
- A willingness to travel nationally

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: LymphomaCDO@developmentguild.com

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For more information about Lymphoma Research Foundation, please visit <https://www.lymphoma.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.

