

Montefiore



Director, Donor Engagement

Montefiore Einstein

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Victoria Jones

EXECUTIVE VICE PRESIDENT

Development Guild DDI

617-277-2112 (ext. 240)

vjones@developmentguild.com

Jesse Bryan

CONSULTANT

Development Guild DDI

617-277-2112 (ext. 309)

jbryan@developmentguild.com

developmentguild.com

BOSTON | NEW YORK

“It is Montefiore Einstein’s job as one of New York City’s largest academic health systems to illuminate a path for medical innovation and patient care. Healthcare is a changing game—and we are the game changers.”
—Steven M. Safyer, MD, President and Chief Executive Officer, Montefiore Einstein

About Montefiore Einstein



Montefiore Health System was founded in 1884 by Jewish philanthropists as a care facility for patients with chronic illnesses, and quickly expanded into a world-class hospital based in the Bronx. Years later, Albert Einstein agreed to lend his name to a future medical school that would accept “students of all creeds and races,” and the Albert Einstein College of Medicine welcomed its first class, 53 men and 3 women, on September 12, 1955. To provide clinical education for medical students and residents, Montefiore and Einstein entered an initial affiliation agreement in 1963, leading to a partnership marked by several medical “firsts” – the world’s first

transvenous cardiac pacemaker, the country’s first pediatric kidney transplant program, and the state’s first specialized endocrine and neuroendocrine tumor program.

Building on the decades-long synergy among educational, research, and clinical enterprises, Montefiore and Einstein’s affiliation developed into a full academic partnership when Montefiore assumed fiduciary oversight, operations, and governance of the College of Medicine in September 2015. Today, Montefiore Einstein is one of New York’s premier academic health systems and is a recognized leader in providing exceptional quality and personalized, accountable care to approximately three million people across the Bronx, Westchester, and the Hudson Valley. The Montefiore Einstein system is comprised of 11 hospitals, including the Children’s Hospital at Montefiore, Burke Rehabilitation Hospital, and close to 200 outpatient care sites. The advanced clinical and translational research at the College of Medicine directly informs patient care and improves outcomes. From the Montefiore Einstein Centers of Excellence in cancer, cardiology and vascular care, pediatrics, and transplantation to a preeminent school-based health program, Montefiore Einstein is a fully integrated healthcare delivery system providing coordinated, comprehensive care to patients and their families.

Philanthropy at Montefiore Einstein

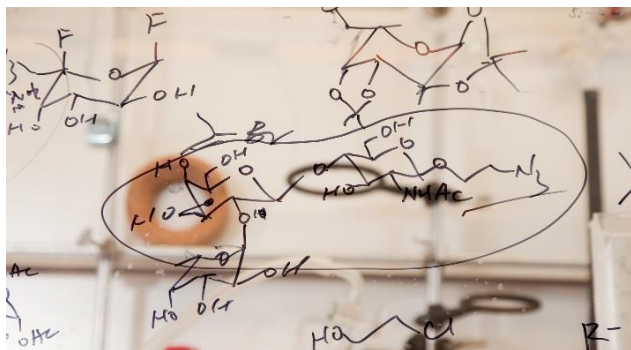
Montefiore Einstein has created incredible synergy around new bench-to-bedside discoveries that draw on the strengths of both institutions – premier educational opportunities, cutting-edge research, and science-driven clinical services. While there’s great promise in the combined force of Montefiore Einstein, the integration of two complex institutions requires thoughtful planning and tremendous leadership, particularly as it relates to philanthropy. To capitalize on the opportunity that the integrated system presents, the Montefiore and Einstein development teams were integrated into one office in August 2016.

Since coming together, the Montefiore Einstein Office of Development, led by Rachelle Sanders, Vice President and Chief Development Officer, has increased the number of full-time frontline fundraisers on the ground, re-engaged donors who have lapsed during the transition, and elevated the system-wide conversation about philanthropy through a strategic planning for development process led by executive, trustee, and campus leaders. With a strategic plan for development in hand, Montefiore Einstein has the roadmap and leadership investment to guide and focus fundraising activity over the next several years.



By demonstrating what it means to give back and inspiring others to do the same, Montefiore Einstein will aspire to reach its overarching vision of becoming a leading philanthropic institution that attracts transformational support locally and beyond the New York City region.

Watch Montefiore Einstein celebrate the system's shared vision of transforming health and science for all, and honor Ruth Gottesman, EdD, Einstein Board Member and Development Committee Member, and Ira Millstein, Esq., Einstein Board Member, at the 2017 Gala for Montefiore Einstein.



Envisioning the Future

Montefiore Einstein's bold, expansive vision for philanthropy is supported by a set of values which will serve as a compass for the Office of Development and internal stakeholders across the system:

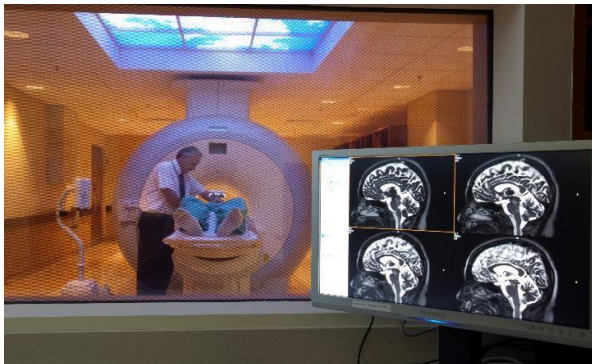
- *Leadership.* Vision to set a new standard for philanthropy at Montefiore Einstein.
- *Collaboration.* Listen to stakeholders, leverage resources, and build lasting partnerships.
- *Integrity.* Thoughtful, transparent, and accountable in every aspect of the work.
- *Expertise.* A donor-centric approach to fundraising based on deep sector knowledge.
- *Grit.* The strength of character to be flexible and responsive to emerging needs and issues.

To meet its vision, Montefiore Einstein plans to strengthen its operation and introduce new approaches to its work that will reinforce its values and create lasting change. Specifically, Montefiore Einstein plans to focus on five objectives:

1. Create meaningful opportunities for trustees, executive leaders, campus leaders, faculty, and staff across the Montefiore Einstein system to engage in fundraising planning, strategy, and activity.
2. Develop the Montefiore and Einstein Boards of Trustees to advance philanthropic outcomes.
3. Confirm a set of funding priorities that drive growth and translate into a compelling case for support.
4. Set ambitious, yet achievable revenue targets that are responsive to system needs and opportunities.
5. Expand the Montefiore Einstein Office of Development to increase return on philanthropic dollars.



About the Opportunity



The Director, Donor Engagement will lead and shape the comprehensive donor engagement and stewardship program for Montefiore Einstein.

Reporting to the Senior Director, External Relations, Rachel Edey, the DDE will be responsible for the strategy and day-to-day operational oversight, planning, and coordination of donor engagement for Montefiore Einstein. He/she will collaborate across the development department to grow a program that effectively cultivates existing donor relationships while attracting new donors. The DDE will remain engaged with donors and will show the impact of

their philanthropy through the advancements made at both Montefiore and Einstein. The Director will be charged with growing a program that keeps benefactors connected to Montefiore Einstein and he/she will have the opportunity to develop and implement institution-wide protocols to improve the stewardship effort. The DDE will build and test the program around baseline standards and will educate colleagues about best practices.

The ideal candidate will have deep experience with all aspects of donor relations and engagement and will present sound judgment in navigating complex institutions.

Key Responsibilities

- Develop and oversee a program of stewardship for donors, including annual reporting on the financial status of funds and communications on the impact of the donors' philanthropy; events to celebrate and recognize donors; and programs to engage and educate donors and potential donors.
- Oversee the timely, accurate, and appropriate acknowledgement and appreciation process for all gifts, as well as communications acknowledging special life events for major gift donors and prospects.
- Create programs and events to celebrate donors who have achieved certain philanthropic milestones, such as levels of giving, or who have endowed funds (chairs, research funds, etc).
- Oversee concept and execution of impact and narrative reports (professorship, fellowship, scholarship, center, institute).
- Partner with the staff across the development department to develop a creative, cohesive, and cogent strategic plan for ongoing stewardship and engagement of existing and future major gift supporters to Montefiore Einstein.
- Develop and implement institution-wide protocols to improve existing stewardship efforts, including managing data to set strategic priorities.
- Spearhead new policy, design, installation, placement, and maintenance of all public donor recognition vehicles, including public displays, web, and print publications.
- Re-imagine existing institutional giving societies and lead charge for developing new giving societies, as appropriate, as well as manage all such programs.
- Create and gatekeep comprehensive naming opportunities inventory and lead program execution.
- Synthesize content to articulate the value of Montefiore Einstein to patients; physician-scientists; caregivers; and fiduciary, advisory, and community leaders.
- Develop and administer regular donor satisfaction surveys and synthesize findings for actionable movement.
- Build and test metrics around baseline standards and educate colleagues about best practices.
- Develop and maintain an effective stewardship process using Raiser's Edge software.
- Serve as a writing resource for senior leadership.



Key Qualifications

- 8+ years of relevant, progressively responsible stewardship and donor relations experience in a fundraising setting.
- Ability and desire to work well in an ambiguous environment with a complicated array of internal stakeholders across geographically and culturally diverse teams.
- Analytical thinker.
- Excellent project management skills, including proactive and independent development of work plans, timelines, and budgets.
- Track record of engaging internal stakeholders in the stewardship process and superior level of customer service and follow through.
- High level of personal ambition and motivation; ability and willingness to work independently as well as part of a strong team.
- Strong connection to and passion for Montefiore Einstein's mission.
- Experience with Raiser's Edge, or a similar customer relationship management system preferred.
- Comfort in writing and editing preferred.

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 expression of interest and resume in confidence to:

MontefioreEinstein@developmentguild.com

About Development Guild DDI

Development Guild DDI is a national management consulting firm partnering with leading nonprofits to deliver the strategy, talent, and philanthropic resources that impact organizations and mission delivery. We focus our work across the nonprofit sector, particularly in the fields of education, health & science, the arts, and social justice.

More than 500 clients have shaped the regional, national, and global reach of our extensive relationships, knowledge, and results. Leveraging our work with nonprofit governance and leadership development, we deliver service in two areas: fundraising and executive search.

