

Montefiore



Director of Annual Giving

Montefiore and Einstein

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Montefiore and Einstein seeks a Director of Annual Giving to play a critical role in strengthening, measuring and expanding the annual fundraising program.

About Montefiore and Einstein



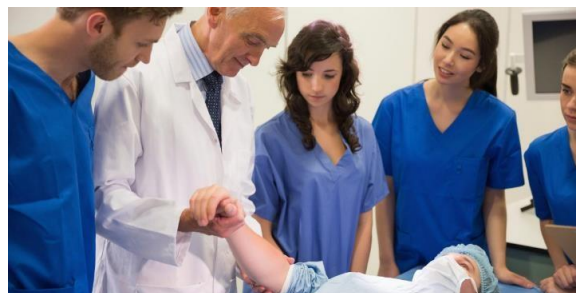
Montefiore Health System was founded in 1884 by Jewish philanthropists as a care facility for patients with chronic illnesses, and quickly expanded into a world-class hospital based in the Bronx. Years later, Albert Einstein agreed to lend his name to a future medical school that would accept “students of all creeds and races,” and the Albert Einstein College of Medicine welcomed its first class of 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 and 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 and 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 and Einstein Centers of Excellence in cancer, cardiology and vascular care, pediatrics, and transplantation to a preeminent school-based health program, Montefiore and Einstein is a fully integrated healthcare delivery system providing coordinated, comprehensive care to patients and their families.

About Philanthropy at Montefiore and Einstein

Montefiore and 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 and 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 and 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 and 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 and 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.

About the Position

Montefiore and Einstein seeks an experienced, highly motivated professional to join a growing team as the Director of Annual Giving. Reporting to the Senior Director, External Relations, the Director of Annual Giving will have the fundamental responsibility and accountability for developing, refining, and driving annual giving across a wide-ranging donor pool. S/he will be responsible for bringing in new donors and dollars, cultivating existing relationships, propelling moves management, and increasing revenue streams.



The Director of Annual Giving will have the autonomy and encouragement to be creative and to periodically take calculated risks to build a solid foundation for annual giving moving forward. The administrative support services of the Office of Development will be made available for initiatives and projects requiring additional resources. As a comprehensive fundraising plan for annual giving is developed and takes form, there will be an opportunity to hire another staff professional to be managed by the Director.

Overall, the Director will focus on enhancing Montefiore and Einstein's position as a primary choice for philanthropy across a diverse donor and prospective donor constituency.

Key Responsibilities

- Create and oversee a comprehensive fundraising plan and appeal schedule for donor solicitation series, alumni solicitation series, and department-special annual solicitations (print and digital)
- Re-envision Giving Tuesday with anticipated year-over-year revenue growth
- Plan and launch a Giving Day
- Build culture for online giving and establish crowdfunding opportunities
- Improve data health as influenced by analytics
- Prepare Annual Fund progress reports and updates
- Maintain a small portfolio of prospects and track donor performance
- Maintain Annual Giving web presence
- Launch and run an Annual Giving Society and/or Loyalty Society, among other work in stewarding donors
- Work with key internal and cross-departmental partners to enhance engagement, solicitation, and stewardship efforts
- Manage Annual Giving budget and explore new strategies to maximize dollars and donors

Key Qualifications

- Minimum of eight years of progressively responsible development experience, with a strong working knowledge of the principles and practices of annual giving fundraising in an academic medical, healthcare environment, or comparable complex organization.
- Highly motivated self-starter who is engaging, resilient, and resourceful with the ability to work independently, as well as part of a team.
- Excellent ability to set priorities, plan long-term, manage multiple projects simultaneously, and perform in a fast-paced environment to meet deadlines.
- Detail oriented with a methodical approach to work.
- Superb analytical thinking skills with ability to assess situations and react appropriately.
- Superior verbal and written communication skills.
- Understanding of business implications of decisions and ability to align work with strategic goals.
- Skilled at relationship management, collaborating with colleagues across campuses, and encouraging and facilitating open communication.
- Ability to liaise in a professional manner with all levels of staff, management, donors, and external contacts.
- Willingness to work evenings and weekends as required.
- Solid working knowledge of fundraising databases, preferably Raisers' Edge.
- Highly skilled at MS Office Suite

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:

MontefioreEinstein@developmentguild.com

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For more information about Montefiore and Einstein, please visit <https://www.montefiore.org/default.cfm>

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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.

