



Director of Development,
Cancer

Mount Sinai Health System

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BOSTON | NEW YORK

Mount Sinai Health System seeks a savvy frontline fundraiser to play a key role in raising major gifts for The Tisch Cancer Institute as Director of Development.

About Mount Sinai Health System

Formed in 2013 through the merging of the Mount Sinai Medical Center and Continuum Health Partners, the Mount Sinai Health System (Mount Sinai) is a comprehensive healthcare system that is internationally renowned for its research, patient care, and education. Mount Sinai is comprised of the Icahn School of Medicine at Mount Sinai and eight hospital campuses: Mount Sinai Beth Israel, Mount Sinai Brooklyn, The Mount Sinai Hospital, Mount Sinai Queens, Mount Sinai St. Luke's, Mount Sinai West, New York Eye and Ear Infirmary of Mount Sinai, and South Nassau Communities Hospital. With over 7,000 primary and specialty care physicians in more than 300 community locations throughout metropolitan New York, Mount Sinai positions itself to provide state-of-the-art care to those who need it.

About The Tisch Cancer Institute

In 2008, The Tisch Cancer Institute (TCI) was established through the generosity of James S. and Merryl Tisch. The founding of The Tisch Cancer Institute allowed for critical faculty recruits, including TCI's Director, Dr. Ramon Parsons. Mount Sinai's commitment to cancer research and Dr. Parsons' vision to create the infrastructure, reporting mechanisms, and shared resources were critical for The Tisch Cancer Institute's new National Cancer Institute (NCI) designation.



The 2012 opening of the Leon and Norma Hess Center for Science and Medicine on The Mount Sinai Hospital campus created additional research space and facilitated real-time collaboration between physicians, investigators, and specialists from across disciplines. The Hess Center houses the Derald H. Ruttenberg Treatment Center of The Tisch Cancer Institute, a 50,000-square-foot comprehensive treatment center for patients, which includes 48 exam rooms on the third floor, 54 state-of-the-art chemotherapy infusion suites on the fourth floor, and a patient resource center. The Hess Center also houses Radiation Oncology and Cancer Imaging. In addition, the Dubin Breast Center, established through a generous gift by Mount Sinai Trustees Glenn Dubin and Eva Andersson-Dubin, MD, provides a multidisciplinary approach to breast cancer screening, treatment, and survivorship in a 15,000-square-foot facility in The Mount Sinai Hospital.

The Tisch Cancer Institute is a vital component of the Icahn School of Medicine at Mount Sinai and plays a key role in the Mount Sinai Health System, which is one of the largest health care systems in the nation.

About Philanthropy at Mount Sinai Health System

The Office of Development provides support for the eight member hospitals of the Mount Sinai Health System and for the Icahn School of Medicine. Over the course of the last decade, there has been a significant expansion of the Health System's fundraising programs and strategies. These efforts have contributed meaningfully to the evolution of Mount Sinai.



The current “We Cannot Wait” Campaign (the Campaign) has a goal of \$2 billion dollars which will contribute to the comprehensive needs of the System. This is the first campaign since the formation of the Health System in 2013. Mount Sinai has identified 5 priorities for investment: clinical and research programs, talent recruitment, technology and bioinformatics, innovative medical education, and infrastructure redesign. The Campaign began in 2017, and the extended and more public phase is set to begin in 2020 and last until 2024. To learn more about the Mount Sinai campaign, visit: giving.mountsinai.org/.

About the Position

The Director of Development, Cancer (DOD) will be a savvy front line fundraiser excited about major gifts as well as the opportunity join a dynamic and passionate fundraising team. Reporting to Senior Director Jessica Shaffer, s/he will be primarily responsible for major donor cultivation and solicitation while providing leadership in planning, implementing, and evaluating programs and initiatives.

This person will play a key role raising gifts for cancer. One focus of several will on Women’s Health. It will focus on collaborations between the newly established Women’s Health Research Institute housed within the Department of OBGYN, The Tisch Cancer Institute, and the women’s cancer program.

Externally, the DOD represents the cancer Development program at Mount Sinai. The successful candidate will articulate Mount Sinai’s missions with genuine passion, in the context of a strategic vision that compels the interest and support required to achieve critical funding milestones for the Campaign.

Key Responsibilities

As a frontline fundraiser, this person will provide leadership for all campaign, major gifts, and related development program priorities, working in concert with the Health System’s executive team, leaders on the Board of Trustees, and Leadership Councils for Women’s Health programs. The DOD will:

- Provide leadership that advances the philanthropic mission of Mount Sinai particularly related to cancer
- Manage a portfolio of major gift prospects and donors
- Perform duties of a major gift fundraiser, including cultivating donor relationships, soliciting gifts, and ensuring timely and personalized stewardship
- Work together with fundraising staff and volunteers to build and maintain momentum and focus for all who are engaged in fundraising efforts
- Develop relationships with an ever-expanding network of faculty and volunteer philanthropic partners
- Contribute to a positive work environment that promotes collaboration, innovation and teamwork



Key Qualifications

- Proven experience and success in strategizing and leading the solicitation of six- and seven-figure gifts from high net worth individuals
- Minimum of seven years' experience in fundraising at a complex not-for-profit organizations. Experience in an academic, research, or hospital/health care environment is preferred
- Familiarity with a major gifts systems within the context of a campaign
- Excellent verbal and written communication with both internal and external constituents, including the ability to deliver a compelling and persuasive case for philanthropic support in public speaking settings

Leadership Competencies and Personal Traits

- An engaged, externally oriented, and socially adept fundraiser who relishes the cultivating, soliciting, and stewardship of donors
- A person with vision, who can identify and seize opportunities to advance an organization to a level it hasn't reached before
- A leader with the ability to stimulate, invigorate, and motivate individuals around a cause
- A team player with counterparts, possessing collaborative instincts, an inclination to integrate efforts, and a tolerance for ambiguity and uncertainty in a highly complex environment
- A person with the presence and interpersonal skills to build relationships at all levels around a passion for Mount Sinai's mission.



Please email your cover letter and resume in confidence to:

MountSinaiDOD@developmentguild.com

The Mount Sinai Health System is committed to the tenets of diversity and workforce that are strengthened by the inclusion of and respect for our differences. We offer our employees a highly competitive compensation and benefits package, a 403(b) retirement plan, and much more.

The Mount Sinai Health System is an equal opportunity employer. We promote recognition and respect for individual and cultural differences, and we work to make our employees feel valued and appreciated, whatever their race, gender, background, or sexual orientation.

For more information about Mount Sinai Health System, please visit www.mountsinaihealth.org

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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. Get new text from Danielle