



Senior Director of  
Development for Children's  
Health

Mount Sinai Health System

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**BOSTON | NEW YORK**

***Mount Sinai Health System seeks an exceptional development professional to expand its major gifts capacity and grow philanthropic revenue and engagement around an integrated children's health program.***

## **About Mount Sinai Health System**

*The mission of the Mount Sinai Health System is to provide compassionate patient care with seamless coordination and to advance medicine through unrivaled education, research, and outreach in the many diverse communities they serve. To fulfill this goal, the System continues to grow and challenge convention through its pioneering spirit, scientific advances, forward-thinking leadership, and collaborative approach to providing exceptional patient care – to all patients, regardless of their ability to pay.*

In accomplishing this complex and challenging mission, the Mount Sinai Health System occupies a near-unique position in the US: the only healthcare system anchored by a single, top-tier medical school. This creates an extraordinary setting for patients, who can take advantage of outstanding research and clinical care powered by doctors who are drawn to precisely such a setting for their work.

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 Children's Health at Mount Sinai**



Mount Sinai is dedicated to advancing the health of the community's children while making groundbreaking discoveries to tackle the greatest challenges in children's health today. Their pioneering team has an impressive record of achievements: the Mindich Child Health and Development Institute (MCHDI) at the Icahn School of Medicine received \$53.8M in research grants in 2017, and Mount Sinai Kravis Children's Hospital once again earned a spot in U.S. News & World Report's "Best Children's Hospitals" national rankings for 2018-2019.

Mount Sinai's achievements grow every year, and they have intensified their efforts to provide truly family-centered care and make breakthrough scientific discoveries that will translate to better health for every child served.

Children's Health will achieve their vision over the next four years through a number of initiatives that confirm their commitment to advancing scientific discoveries of childhood development and disease and providing compassionate, family-centered pediatric care:

- Center for Pediatric Clinical Trials
- Center for Pediatric Precision Medicine
- Children's Heart Center and Pediatric Cardiac Intensive Care Unit

- Food Allergy Initiative
- Jack Martin Fund Inpatient Unit for Children’s Cancer and Blood Disease
- Neonatal Intensive Care Unit at Mount Sinai West and Mount Sinai Hospital
- Pediatric Ambulatory Care Facility at Mount Sinai Union Square
- Pediatric Scholars Program
- Program for Underserved Children
- Program on Prematurity and Newborn Health

Children’s Health at Mount Sinai encompasses three entities: the [Department of Pediatrics](#), the [Mindich Child Health and Development Institute](#), and the [Kravis Children’s Hospital](#).

***Department of Pediatrics***

The Department of Pediatrics was established in 1878 as the first pediatric service within a hospital in New York City and one of the first in the nation. Its mission is to provide exceptional, innovative, and compassionate clinical care and community service, contribute to groundbreaking scientific discovery to improve the health of children, and educate the next generation of academic leaders in pediatrics.

The Kravis Children’s Hospital in the Mount Sinai Health System and the Department of Pediatrics in the Icahn School of Medicine both provide an outstanding environment for clinical care. In addition, the Program for Underserved Children was launched in early 2017 with the support of the Pediatrics board (Mount Sinai Children’s Center Foundation) and other community partners. The Program is a comprehensive clinical and research initiative designed to meet the health care challenges of the largest, most diverse urban pediatric population in the country.



***Mindich Child Health and Development Institute***

The Mindich Child Health and Development Institute (MCHDI), under the direction of Bruce Gelb, MD, is a leading-edge translational research enterprise with the mission of advancing knowledge and therapies for diseases affecting infants, children, and adolescents. The MCHDI partners with the Department of Pediatrics to provide opportunities for collaborative scientific investigation and Mount Sinai’s “bench to bedside” philosophy, as well as train the next generation of scientific leaders in pediatric medicine.

MCHDI’s plans for the next decade coalesce around three visionary initiatives: Center for Pediatric Precision Medicine, Center for Child Health Clinical Trials and Outcomes Research, and the Program on Prematurity and Newborn Medicine. Learning how to provide children with precise care is core to the mission and obligation of the Institute.

***Kravis Children’s Hospital***

The Kravis Children’s Hospital (Kravis) is committed to providing a superior, family-friendly environment for infants, children, adolescents, and adults to receive the highest quality of in-patient care. The hospital is comprised of general hospital floors, a pediatric intensive care unit, pediatric cardiac intensive care unit, Kravis Children’s Hospital’s Jack Martin Division of Pediatric Hematology-Oncology, The Lauder Center for Maternity Care which includes a newborn intensive care unit, and the Child Life Zone.

Kravis has been ranked among the country’s top children’s hospitals by U.S. News and World Report in its 2019-2020 “Best Children’s Hospital” report. As a leading children’s hospital, integrated within the Mount Sinai Health System and affiliated with the Icahn School of Medicine at Mount Sinai, their pediatric

specialists, award-winning nurses, and dedicated staff, including child life professionals, provide the foundation for Kravis' long and distinguished tradition of excellence in innovative patient care, professional education, and community involvement, as well as in clinical/translational and basic biomedical research.

## Leadership at the Mount Sinai Pediatrics Department

Lisa Satlin, MD, a professor in nephrology at the Icahn School of Medicine, chairs the Department of Pediatrics. Dr. Satlin has worked with the Dean and CEO at Mount Sinai to establish three clear priorities for the Department of Pediatrics: clinical excellence, translational research, and a commitment to academic excellence.

Bruce Gelb, MD, is the Gogel Family Chair and Director of The Mindich Child Health and Development Institute, Director of the Center for Molecular Cardiology, and Professor of Pediatrics and Genetics and Genomic Sciences. In his quest to discover what causes congenital heart disease, Bruce D. Gelb, MD, has developed an extensive program in genomics and gene investigation, focusing on traits associated with heart malformations.



## About Philanthropy at the 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/](http://giving.mountsinai.org/)*

The Office of Development, led by Senior Vice President and Chief Development Officer Mark Kostegan, FAHP, provides support for all eight member hospitals of the Mount Sinai Health System and for the Icahn School of Medicine. Since his arrival in 2008, Mr. Kostegan has built and professionalized the Health System's fundraising efforts, emphasizing strategy and metrics in support of key institutional priorities.

Working closely with leadership, physicians, and scientists across the Health System, Development staff are forging relationships with physicians and scientists that allow them to connect successfully with donors and prospects, resulting in a high level of giving and donor impact. The twenty-seven frontline fundraisers are supported by strong teams in Research, Gift Administration, Database Management, Communications, Events, and Stewardship/Donor Relations.

## About the Position

This position offers a great opportunity to work with a remarkable team of professionals in the Mount Sinai development office and with an incredibly engaged group of like-minded partners and leaders. The Senior Director of Development (SDOD) will report to Monica Sohn, Senior Executive Director of Development, Precision Medicine & Children's Health and will manage a fundraising enterprise that capitalizes on current and emerging opportunities for support while identifying and maintaining a portfolio of top prospects. The Development Department receives strong support from Mount Sinai CEO, Kenneth Davis, M.D.; Dean of Icahn School of Medicine, Dennis Charney, M.D.; and Board Chairs Richard Friedman and James Tisch.



The SDOD will manage day-to-day operations and strategy for Children's Health, as well as two staff members. Responsibilities include major donor cultivation and solicitation, raising high-end annual and major gifts, providing strategic leadership in planning, and evaluating programs and initiatives in support of Children's Health in partnership with the Senior Executive Director. The SDOD will also manage, guide and grow the development activity of three philanthropic volunteer leadership entities for Children's Health. S/he will serve as a liaison to Mount Sinai's Children's Health staff, overseeing the smooth and appropriate alignment of operational strategies with the overall mission.

Externally, the SDOD represents Children's Health at Mount Sinai. The successful candidate will articulate Mount Sinai's Children's Health mission with genuine passion, and in the context of a strategic vision that compels the interest and support required to achieve critical funding milestones.

## Key Responsibilities

The SDOD will be responsible for:

- Providing senior management and day-to-day leadership, major gift/annual fundraising and strategy for Mount Sinai's children's health enterprise. Areas of primary focus include the strategic priorities within the Department of Pediatrics, and the Mindich Child Health and Development Research Institute
- Creating and implementing strategies and programs to drive and increase annual and major giving to meet ambitious revenue and activity goals
- Managing and growing the Leadership Council for the Mindich Child Health and Development Institute, working closely with key trustee partners
- Providing high-level oversight for staff leading the Department of Pediatrics Board, as well as potential emerging groups focused on capturing high-end annual dollars
- Managing a portfolio of six- and seven-figure prospects from cultivation to solicitation to close for the purpose of raising funds for children's strategic priorities, or other interests as driven by the donor, strategically aligned with the institution
- Performing direct solicitations independently, or in tandem with physicians, and lay leaders and working collaboratively with other frontline fundraisers to enhance the potential interest of donors
- Partnering and building relationships with various Mount Sinai physicians across children's health to regularly and pro-actively identify prospects for both annual and major gift support.

- Managing an Annual Fund Officer and a Development Associate to meet activity, revenue and reporting goals with the potential of hiring another Annual Fund Officer in time
- Working with the Director of Stewardship and Donor relations to develop and plan focused cultivation events as well as steward major donors and prospects

## Key Qualifications

- 10+ years experience in managing comprehensive fundraising for large, complex not-for-profit organizations. Experience in an academic, research, or hospital/health care environment is preferred
- Hands-on, results-oriented, collaborative fundraiser with proven experience and success in fundraising management
- Successful discovery, cultivation, solicitation, and stewardship of six- and seven-figure donors
- Comprehensive knowledge of all fundraising approaches, with special expertise and understanding of capital campaigns, grateful patients model, principal and major gifts, and planned giving
- Demonstrated staff management and organizational capabilities
- Successful track record of working with internal and external constituents, as well as volunteer and committee management
- Excellent verbal and written communication with both internal and external constituents, including public speaking skill at delivering a compelling and persuasive case for philanthropic support

## Leadership Competencies and Personal Traits

- An engaged and strategic fundraiser who relishes the cultivation, solicitation, and stewardship of donors
- Self-starter who leads by example and measures success by results
- Good listener who is intuitive, perceptive and insightful
- Adaptability to a fast paced environment
- Proven ability to maintain an aggressive appointment schedule
- A “doer” leader with the ability to stimulate, invigorate, and motivate individuals around a cause
- A team player with senior management counterparts, who has collaborative instincts, an inclination to manage up and integrate efforts, and a tolerance for ambiguity in a highly complex environment
- Externally oriented and socially adept
- A person with the presence and extraordinary 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: [mountsinai@developmentguild.com](mailto:mountsinai@developmentguild.com)

## Tracy Marshall

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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.

