About the Icahn School of Medicine at Mount Sinai

In many ways, the Icahn School of Medicine is the heart of the Health System, and innovation is at the heart of the School. Learn more about innovation at the Icahn School of Medicine here.

To foster this spirit of discovery, Mount Sinai has created more than 24 institutes and centers that perform disease-focused and basic research, as well as clinical care. More than 250 physicians and scientists – the tops in their respective fields – have been recruited to the Health System in the past few years to lead and advance the work of these and many other programs that are central to Mount Sinai’s research enterprise. Because translational research is key to our mission, it drives the daily life – and the strategic plan – of the School.

As a locus for much of the work of these institutes, Mount Sinai built the Leon and Norma Hess Center for Science and Medicine, which opened its doors in 2011. This 500,000 square-foot, state-of-the-art research and clinical facility houses – among others – the Icahn Institute for Genomics and Multiscale Biology; The Friedman Brain Institute; The Mindich Child Health Institute; the Ruttenberg Treatment Center, part of The Tisch Cancer Institute; and the Wiener Family Cardiovascular Research Institute. The Hess Center was designed to facilitate the collaborative work of scientists and physicians across disciplines, emphasizing the role of synergy and information exchange in discovery.

Dennis S. Charney, MD, Anne and Joel Ehrenkranz Dean of the Icahn School of Medicine and President, Academic Affairs for the Health System, has brought considerable vision to enhancing the quality, achievements, and perception of Mount Sinai. Chartered 50 years ago as Mount Sinai School of Medicine, the Icahn School of Medicine is among the best in the U.S., currently ranked 21st in the nation by US News and World Report. Other recognition for the School and its entities includes:

- Ranked #1 in research dollars per investigator by the AAMC
- Named by Fast Company as one of the "World's Top Ten Most Innovative Companies in Data Science" in its 2016 ranking of leading organizations in critical areas
- Icahn School of Medicine ranked in the Nation’s Top 20 for research medical institutions in 2018 by U.S. News & World Report
- The Tisch Cancer Institute was recently named a National Cancer Institute (NCI)-designated cancer center in 2015, joining an elite group of 69 cancer institutions nationwide that have earned this designation, which is based on scientific excellence, robust clinical research, and beneficial community impact
- 145 Mount Sinai physicians were named to the 2018 Castle Connolly/New York Magazine list of "Best Doctors," up from 129 in 2017
- Mount Sinai ranked #10 on the Nature Index 2017 Innovation which measure innovation in research

Mount Sinai Health System, a nationally recognized institution on the frontlines of innovation, has a renewed investment in cancer care research and is currently seeking a Senior Director of Development, Cancer. This seasoned frontline fundraiser will spearhead cancer philanthropy in the system’s emerging $1.7 billion campaign.
About the Tisch Cancer Institute

The Tisch Cancer Institute (TCI) is a vital component of the Icahn School of Medicine at Mount Sinai. Established in 2008 through a generous gift by Trustee James Tisch and his wife, Merryl H. Tisch, TCI has recruited more than 55 prominent researchers and physicians whose expertise spans basic, clinical, and population science research. In less than a decade, under the leadership of Director Ramon Parsons, MD, PhD, The Tisch Cancer Institute is renowned for its outstanding research and clinical care.

TCI has been recognized for its accomplishments, most recently in August, 2015, when TCI was named a National Cancer Institute (NCI)-designated cancer center; the Institute joined an elite group of 69 cancer institutions nationwide that have earned this designation, which is based on scientific excellence, robust clinical research, and beneficial community impact. More recently, TCI and three other distinguished peers became part of a small consortium sharing as much as $300 million in NIH funds to develop multiple, high-impact research programs that will be presented to Celgene Corporation for consideration in the next decade.

U.S. News & World Report now ranks Mount Sinai among the top cancer hospitals in the United States. TCI builds upon the exceptional medical and surgical care at Mount Sinai by providing access to leading-edge clinical trials for adults and children with cancer. Mount Sinai’s cancer research teams have earned grants exceeding $94 million.

About Ramon Parsons, MD, PhD

Professor Ramon Parsons grew up in Washington, DC, and graduated from Columbia College, Columbia University in 1983. Dr. Parsons then attended the State University of New York at Stony Brook where he received his M.D. and Ph.D. degrees in 1992. Dr. Parsons continued his education at Johns Hopkins University School of Medicine as a postdoctoral fellow with Bert Vogelstein. There, he and his colleagues discovered that inactivation of DNA mismatch repair genes cause hereditary colorectal cancer. At Columbia University Medical Center, his research laboratory identified the PTEN tumor suppressor gene, which he showed is inactivated in a wide variety of cancers and cancer predisposition syndromes. He has been a leader in establishing the importance of PTEN and the PI3K pathway for cancer using a combination of genetic, biochemical, human tissue, metabolic, and systems biology approaches. In 2013, he joined the faculty at the Icahn School of Medicine at Mount Sinai as Ward-Coleman Professor in Cancer Research, Chairman of the Department of Oncological Sciences and co-Leader of the Cancer Mechanisms Program of the Tisch Cancer Institute. In 2016, he was selected as an Icahn Scholar and as the Deputy Director of the Tisch Cancer Institute. Recently, Dr. Parsons was appointed Director of the Tisch Cancer Institute, ISMMS and Director of Mount Sinai Cancer, MSHS. Prior to joining the faculty at ISMMS, Dr. Parsons was the Avon Professor of Pathology and Medicine and Leader of the Breast Cancer Program of the Herbert Irving Cancer Center at Columbia University Medical Center. Dr. Parsons is a member of the American Society for Clinical Investigation and the American Association of Physicians. He is also a recipient of the 2011 American Association for Cancer Research Outstanding Investigator Award for Breast Cancer Research and a 2017 NCI Outstanding Investigator...
Award. He served as Chair of the Special Conferences Committee at the AACR. In 2015, Dr. Parsons was inducted into the Johns Hopkins University Society of Scholars.

**Looking Ahead: The New Strategic Plan**

The Health System is currently in the quiet phase of a $1.7B campaign that will focus on many of the most important areas of growth for the institution, including personalized precision medicine, Cancer care and research, Children’s Health, Genomics, Women’s Health, and a range of other biomedical priorities.

**About Philanthropy at Mount Sinai Health System**

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 improved and expanded the Health System’s fundraising program, emphasizing strategy and metrics in support of key institutional priorities.

The comprehensive Campaign for Mount Sinai closed on December 31, 2013, having exceeded its original $1 billion goal and concluding with a record-breaking $1.5 billion in philanthropy in support of the two components of The Mount Sinai Medical Center: the Icahn School of Medicine and The Mount Sinai Hospital. It was the most successful fundraising initiative in Mount Sinai’s history – and it happened, in part, during one of the biggest recessions America has endured. Launched in 2007, the Campaign fueled an extraordinarily dynamic period. It was supported by nearly 40,000 donors, more than three-quarters of whom were first-time donors to Mount Sinai. There was an unprecedented level of support from the Boards of Trustees, whose collective generosity accounted for nearly half of all giving, as well as nearly a third of all gifts over $1 million and more than two-thirds of gifts of $10 million or greater. Philanthropy helped to power Mount Sinai’s transformation over the course of the Campaign, enabling the institution to make crucial investments in intellectual capital, state-of-the-art facilities (including the Leon and Norma Hess Center for Science and Medicine), and technological infrastructure. By 2015, more than 250 new recruits and 1,000 postdoctoral fellows in a wide array of fields joined the Health System, energizing the institution’s research enterprise and solidifying its reputation as a world leader in academic medicine. The Campaign also inspired the renaming of the medical school as the Icahn School of Medicine at Mount Sinai.

The closing of the Campaign coincided with the formation of the Mount Sinai Health System, and Mr. Kostegan has refocused efforts on current priorities throughout the Health System, in anticipation of the currently emerging campaign. In addition to its major and principal gift initiatives – supporting such central clinical and research areas as Brain, Cancer, Heart, Children’s Health, Genomics, Women’s Health, and a range of other biomedical priorities – the Department has recharged its annual leadership giving and direct mail programs, the planned giving enterprise, and new focused cultivation initiatives. Working closely with leadership, physicians, and scientists across the Health System, Development staff are forging the internal relationships that allow them to connect successfully with their donors and prospects, resulting in a high level of both giving and donor satisfaction. They are supported by strong teams in Prospect Management and Research, Gift Administration, Database Management, Communications, Events, and Stewardship/Donor Relations.

**About the Position**

The SDOD, Cancer will report directly to Executive Director for Cancer, Suzanne Klein, and will work on cancer-centered fundraising programs with special emphasis on pipeline development and major donor
cultivation and solicitation. The SDOD will build a portfolio with a focus on major and principal gift donors. S/he will provide leadership in planning, implementing, and evaluating philanthropic initiatives for the Tisch Cancer Institute, building a pipeline to support cancer efforts across the health system.

In this context, the SDOD will be partnering and building a prospect pipeline with physician-scientists whose work focuses within TCI. Accordingly, s/he also works with Mount Sinai’s Senior Management and Medical Staff, to ensure the smooth and appropriate alignment of operational strategies with the overall mission.

Externally, the SDOD will represent Mount Sinai in the community through various events, ensuring that their compelling mission is articulated with passion and intent, successfully engaging philanthropic support.

Key Responsibilities

Reporting to the Executive Director, the SDOD will help drive more than $200M in philanthropy for TCI and other cancer initiatives across the health system. S/he will provide leadership for fundraising, campaign, major gifts, and related development program priorities for the campaign. S/he will also direct key volunteers recruited to advance TCI’s strategic objectives.

Physician/Scientist Management
- Creates and maintains strong relationships with TCI physicians and scientists
- Translates complex science related strategies into compelling funding opportunities for donors
- Support and coach physicians on fundraising best practices to strengthen Mount Sinai’s grateful patient model.

Fundraising and Volunteer Management
- Builds a new portfolio of prospects and donors
- Recruits a new council of donor/volunteers to help TCI reach new audiences of philanthropists
- Executes strategic “moves” and requests with donors and prospects to meet financial and activity goals that are set by Development senior staff.

Executive Leadership
- Provides visionary and entrepreneurial leadership that drives Mount Sinai’s philanthropic commitment to cancer research and care
- Performs duties of a fundraiser, including cultivating donor relationships, soliciting gifts, and ensuring stewardship

Key Qualifications
- Hands-on, big-thinking fundraiser with proven experience and success in strategizing and leading the solicitation of six and seven-figure gifts from very high net worth individuals.
- Minimum of 12 years’ experience in managing comprehensive fundraising for large not-for-profit organizations, at least five years of which were in a fundraising leadership position.
• Strong preference but not required for (a) Experience in raising money for or advocating on behalf of cancer related work. (b) Time in an academic, research, or hospital/health care environment is preferred.
• Comprehensive knowledge of all fundraising approaches, with special expertise and understanding of capital campaigns, grateful patients model, principal and major gifts, and planned giving.
• Excellent verbal and written communication with both internal and external constituents, including public speaking skill at delivering compelling and persuasive arguments.

Leadership Competencies and Personal Traits
• An engaged and energetic fundraiser, who relishes the cultivating, soliciting, and stewardship of donors.
• A person with vision, who can recognize and seize opportunities to advance an organization to a level it hasn’t reached before.
• A dynamic, “doer” leader with the ability to stimulate, invigorate, and motivate individuals around a cause.
• A team player who has collaborative instincts, an inclination to integrate efforts, and a tolerance for ambiguity and uncertainty 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:
SinaiSDCancer@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.

William Weber, Ed.D.
PRESIDENT
Development Guild DDI

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