



Senior Director of
Development, Leadership
and Annual Programs

Mount Sinai Health System

New York, NY | Winter 2019

BILL WEBER

PRESIDENT

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BOSTON | NEW YORK

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 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:

<https://giving.mountsinai.org/>.

About the Position



The Senior Director of Development, Leadership & Annual Programs (SDOD) will be responsible for a fast-growing, multi-faceted annual fundraising program within the Mount Sinai Health System. Annual programs, which encompass all gifts up to \$100,000, currently raise in excess of \$35 million annually, with the goal of growing to \$50 million as part of the Campaign.

Reporting directly to Mark Kostegan, Chief Development Officer, Senior Vice President of Development, the SDOD will be a member of the senior development leadership team. The SDOD will strategically lead his/her team to increase this important stream of revenue for Mount Sinai. The SDOD will carry a portfolio of 50 prospects, many of whom have grown to major gift level support (\$100,000+). The SDOD will provide oversight and direction for myriad annual programs, including leadership annual giving solicitations; traditional direct mail, online giving, and phone programs; an increased focus on new giving technologies such as social media; and emerging

programs in alumni relations, special events, and third-party fundraising. Partnering with major gift and principal gift senior leadership peers will be key.

Key Responsibilities

- Manage a portfolio of 50 prospects and donors
- Define, seek, and pursue opportunities to increase annual donations and update exist fundraising systems
- Oversee all areas of Annual Programs, including program management, goal setting, and strategy development, as well as reporting and analysis
- Manage and develop a team of annual giving officers and leadership gift officers across the Health System, each having an average portfolio of 100 to 200 prospects and donors
- Collaborate with other senior leadership in the oversight of staff, department goal-setting, and program implementation
- With the Director of Annual Program Strategies, review and analyze program results; develop strategies for pipeline development of annual donors; and provide staff mentorship to ensure portfolio goals are being met
- Oversee the team responsible for fundraising and cultivation events. With the Senior Director of Special Events, identify opportunities to increase giving from annual events and convert event attendees to annual donors



Key Qualifications

- Minimum 5+ years major gift fundraising/managing portfolio with five-figure donors
- Cultivation and solicitation of five-, and preferably six-, figure gifts
- Experience building the donor pipeline from engagement through major gifts
- Relevant track record in complex, fast-paced fundraising environment such as healthcare, higher education, cultural institutions, or nationally recognized research or advocacy enterprises
- Familiarity with social media/digital fundraising
- Third party event program usage/planning preferred
- Excellent written and verbal communication skills
- Evidence of using data to improve management performance
- Strong management skills including the ability to motivate, unify, influence, and hold staff accountable to high standards and achievement of goals
- Track record of working successfully with colleagues formally and informally, within one's team and across an organization

The Mount Sinai Health System believes that diversity is a driver for excellence. We share a common devotion to delivering exceptional patient care. Yet we're as diverse as the city we call home- culturally, ethically, in outlook and lifestyle. When you join us, you become a part of Mount Sinai's unrivaled record of achievement, education and advancement as we revolutionize medicine together.

We work hard to acquire and retain the best people, and to create a welcoming, nurturing work environment where you can develop professionally. We share the belief that all employees, regardless of job title or expertise, can make an impact on quality patient care.

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.

Please email your cover letter and resume in confidence to:

MountSinai@developmentguild.com

Bill Weber

PRESIDENT

Development Guild DDI

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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.

