

 **NewYork-
Presbyterian**

Director, Major Gifts
NewYork-Presbyterian Hospital
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BOSTON | NEW YORK

NewYork-Presbyterian Hospital seeks a Director of Major Gifts to drive and manage the strategic growth of major giving.

About NewYork-Presbyterian Hospital

NewYork-Presbyterian Hospital is one of the nation’s most comprehensive, integrated academic health care delivery systems, encompassing 10 hospitals and campuses in New York, nearly 200 primary and specialty care clinics and medical groups, and an array of telemedicine services.

A leader in medical education, NewYork-Presbyterian Hospital is the only academic medical center in the nation with two world-class medical schools, Weill Cornell Medicine and Columbia University Vagelos College of Physicians and Surgeons. This collaboration means patients have access to the country’s leading physicians, the full range of medical specialties, latest innovations in care, and research that is developing cures and saving lives.

NewYork-Presbyterian Hospital’s 48,000 employees and affiliated physicians are dedicated to providing the highest quality, most compassionate care to New Yorkers and patients from across the country and around the world. NewYork-Presbyterian Hospital is on a never-ending quest to make its care better, serve more people, and elevate the practice of medicine for all—through:



- NYP’s culture of compassionate, cross-disciplinary care.
- NYP’s health justice work.
- The clinical innovations made possible by fusing the investigative and clinical power of two of the top medical schools in the nation.
- NYP’s deep commitment to ensuring that the learnings and best practices generated here are communicated to care providers all over the world.

Notably, NewYork-Presbyterian Hospital recently established The Dalio Center for Health Justice, which aims to understand and address the root causes of health inequities with the goal of setting a new standard of health justice for the communities NYP serves, resulting in measurable improvements in health outcomes for all.

NewYork-Presbyterian Hospital’s primary service areas include:

Cardiovascular Care

NewYork-Presbyterian Hospital is synonymous with world-renowned heart care, ranked as the #1 hospital in New York for cardiology and cardiac surgery services for almost 20 years, according to U.S. News and World Report, and recently ranked #4 in the nation. NYP’s exceptional team — which includes more top cardiologists and cardiac surgeons than any other hospital in the country — treats more cardiac patients than any other cardiac program in the Northeast.

Behavioral and Brain Health

NYP offers services in New York City and Westchester County for patients of all ages and backgrounds across the continuum of care — from outpatient care to partial hospitalization and specialized inpatient programs for adults, children, adolescents, and older individuals. NYP is experienced in caring for a diverse population of patients, with programs that reflect and support the needs of our communities.

Cancer Care

As home to two national leading cancer centers — [Herbert Irving Comprehensive Cancer Center of New York-Presbyterian/Columbia University Irving Medical Center](#), one of only four National Cancer Institute-designated comprehensive cancer centers in New York State, and [Weill Cornell Medicine Meyer Cancer Center in partnership with NewYork-Presbyterian](#) — NYP provides its patients with expert, compassionate care and access to the latest cancer treatments and therapies. In these two world-renowned cancer centers, NYP staff are able to predict and prevent many cancers before they ever take hold, provide best-in-class cancer treatment, and handle the overlapping conditions of cancer, providing care that saves—and improves—lives.

Women’s Health

NewYork-Presbyterian Hospital is where women go for comprehensive care throughout their lifetime—from childbirth through their post-reproductive years. NYP offers a full range of women's integrated health services, including in heart health, cancer care, mental health, and bone health, provided by a multidisciplinary team of women's health and wellness experts who work together to customize your care and provide the most effective treatment for longevity and quality of life. The Alexandra Cohen Hospital for Women and Newborns was opened in 2020 and provides a state of the art facility exclusively dedicated to providing exceptional, individualized care to pregnant patients and their newborn babies.



Pediatric Care

NewYork-Presbyterian Hospital is the #1 children's hospital in New York and has been ranked as one of the best children's hospitals in the nation for 16 years in a row as per U.S. News and World Report's 2022-23 Best Children's Hospitals ranking. Additionally, NYP is ranked #5 in the nation for Pediatric Cardiology & Cardiac Surgery and top in New York for Neonatology, and Pediatric Neurology & Neurosurgery.

Spine Care

NYP has one of the world's most advanced and comprehensive spine programs. Thanks to Jane and Dan Och's vision and partnership, NYP fused the expert orthopedic and neurology/neurological surgery programs to set a new standard for spine care. Och Spine's unique, care-focused model—one where every member of a patient's care team specializes in and is solely dedicated to treating conditions of the spine—attracts patients who travel internationally to receive outstanding care. At NYP Och Spine, world-class physicians, orthopedic surgeons, neurosurgeons, physiatrists, physical therapists, and pain management specialists work together to restore patients' comfort, mobility, and quality of life.

Through philanthropy, NewYork-Presbyterian Hospital is poised to transform the way care is delivered across the region. By making critical investments in its main campuses, regional hospital network, and neighborhood clinics, it will ensure that all New Yorkers have access to a single standard of excellent care, no matter which location they visit. NewYork-Presbyterian Hospital aims to:

- Continue to invest in hiring and retaining a diverse team of physicians to meet the needs of the communities served.
- Build state-of-the-art spaces that help patients heal and facilitate seamless interactions among care teams.
- Continue to expand digital infrastructure and increase the ability to connect with patients, both in person and virtually, and streamline services.

About the Opportunity

The Director of Major Gifts will be responsible for driving and managing the strategic growth of major gifts at NYP. Major gifts represent a burgeoning area of NYP donors and prospects at the six and seven figure levels and will play a significant role in NYP's multi-billion-dollar campaign that is currently in its early stages.

Reporting to Suzanne Klein, Vice President, Development Frontline, the DMG will be a member of the senior development leadership team. The DMG will manage a ten-person team that includes Senior Major Gifts Officers and Major Gifts Officers. This position will carry a portfolio of approximately 20-25 major gift donors and prospects capable of making seven-figure gifts. In addition to working with Sheila Kelly, SVP/CDO and Vice President, Development on overall campaign strategy and select campaign prospects, the DMG will partner with the President & CEO, Steven J. Corwin, MD, select Board members, NYP senior leadership, and physicians on major gift outreach and solicitations.

A primary responsibility will be the pipeline development of major gift level donors and prospects. For strengthening the pipeline this will include working with SMGO's and MGO's on portfolio development and collaborating with colleagues in leadership gifts and annual giving to identify and develop engagement and cultivation strategies for prospects with the potential to become major gift donors. It will also be important to collaborate with the Director of Principal Gifts to identify and strategize on major gift donors and prospects with the potential to become principal gift donors.



Another primary responsibility will be staff management. The DMG will provide leadership, structure, motivation, mentoring and direction to a major gifts team that is primed to secure significant philanthropic revenue for NYP's multi-million -dollar campaign.

Key Responsibilities

Leadership & Strategy

- Work closely with the Senior Vice President and Chief Development Officer and the Vice President on strategy for a multi-billion-dollar campaign
- Partner with senior leadership to develop fundraising plans for key priorities from conception through active fundraising
- Work collaboratively and strategically to build the pipeline of major gift level donors
- Provide strategic direction on growth and oversight of service-area affinity groups
- Collaborate with the other frontline directors and the Vice President on creating and implementing strategies for the frontline fundraising program that drive aggressive growth, broaden the donor-base, and meet campaign goals
- Collaborate with the VP on engaging with key service areas and service leaders to develop opportunities and evaluate and streamline efficiencies

Management

- Lead the major gifts program and manage a team of major gift officers, who are responsible for staffing NYP's large pool of major giving donors and prospects
- Provide strategy, direction, support, motivation and coordination to major gift officers as they work to secure six-and-seven-figure gifts
- Reassess metrics and goals to guide and evaluate the progress of the major gifts program

Fundraising

- Manage a portfolio of approximately 20-25 individual donors and prospects, primarily donors/prospects capable of making seven-figure gifts
- Participate in gift solicitations with CEO, board members, SVP, VP, NYP senior leadership and physicians and direct reports
- Work with NYP service-line leads, physicians, administrators, and internal communications team to craft proposals and reports to donor prospects
- Build relationships with key physicians and service line leaders across the institution to help develop fundraising opportunities for NYP's priority needs
- Meet with donors, provide stewardship, and convene donor tours and meetings

Key Qualifications

- 10+ years of progressively responsible fundraising and management experience
- Personal record of successful major gifts (six-and seven-figure) solicitation and closure
- Comprehensive experience with major gifts and capital campaigns, preferably at a major academic or medical institution, in higher education, or other closely related field
- Superior interpersonal, management, and communication skills
- Ability to prioritize diverse tasks, function in a complex environment, and earn the confidence of a wide range of internal and external constituents
- Strong ability to work proactively, establish priorities, set objectives, and achieve stated goals
- Flexibility amidst the changing needs of the organization; demonstrated motivational and pragmatic consensus-building skills



Leadership Competencies and Personal Traits

- An engaged and energetic fundraiser, who relishes the cultivating, soliciting, and stewardship of donors
- A person 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

- An executive who can develop and articulate the strategic plan for reaching goals, and manage a staff in achieving measureable results
- A team player with senior management counterparts, who has 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 extraordinary interpersonal skills to build relationships at all levels around a passion for NYP's mission

Compensation

The salary range for this position is \$200,000 - \$250,000; the successful candidate's starting salary will be determined commensurate with experience, competencies, and skillset.

NewYork-Presbyterian Hospital is an equal opportunity employer.

Please email your cover letter and resume in confidence to: NYPMajorGifts@developmentguild.com



For more information, please visit www.developmentguild.com.

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For more information about NewYork-Presbyterian Hospital, please visit www.nyp.org

About Development Guild DDI

For 40 years, Development Guild DDI has consulted to leaders across the nonprofit spectrum. Based in Boston and New York, we have successfully collaborated with more than 650 clients nationwide in the sectors of health & science, education, environment, the arts, and social justice. We are experts in executive search and fundraising and are at the forefront of delivering best practice in these services.

With each engagement, we work in teams tailored to a client's particular needs, providing sector-specific intelligence, cross-sector insight, and hands-on functional expertise. We combine our perspective on nonprofit leadership with our knowledge and experience in both fundraising and executive search. This distinct perspective enables us to deliver the most strategic and measurable impact.

