

 **NewYork-
Presbyterian**

Director of Regional
Development

NewYork-Presbyterian Hospital

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BOSTON | NEW YORK

NewYork-Presbyterian Hospital seeks a Director of Regional Development to oversee development for each regional hospital.

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 their main campuses, regional hospital network, and neighborhood clinics, they 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

NewYork-Presbyterian Hospital encompasses five regional hospitals: Brooklyn Methodist Hospital, Hudson Valley Hospital, Lower Manhattan Hospital, NYP Queens, and Westchester (formerly Lawrence Hospital). The Director of Regional Development will elevate the prominence of development functions within these regional hospitals consistent with a heightened focus on fundraising. The Director of Regional Development is responsible for increasing fundraising success, including the design and implementation of a comprehensive development plan for each regional hospital to support the mission and strategic goals of NYP. Outreach and engagement efforts will also focus on each regional hospital's local community.



Reporting to the Vice President, the Director of Regional Development will manage and motivate development teams in the regional hospitals with a focus on engagement, collaboration, and training. This individual will also work closely with regional hospital CEOs and Presidents, Board members, physicians, and key donors to foster a strong culture of philanthropy.

The Director of Regional Development will be responsible for conducting a comprehensive assessment of the regional hospitals and presenting recommendations for new goal setting and achievement.

Key Responsibilities

Strategic Leadership and Management

- Partner with regional hospital CEOs & Presidents and hospital leadership in taking development programs to the next level
- Work with regional leadership to translate the institution's vision into a compelling case for support that inspires donors, volunteers, physicians, staff and the greater community to new and higher levels of philanthropy
- Coordinate with NYP's central development operations to build an effective regional development infrastructure, including systems and data, policies, and procedures to ensure accountability across programs
- Coordinate with senior colleagues on the NYP development team, most notably the Director of Annual Programs and the Senior Director of Prospect Development & Strategy,
- relative to pipeline development and donor engagement
- Report regular progress against strategic goals, including donor engagement and stewardship touchpoints, revenue, and pipeline management details
- Manage and coach regional development teams to design, implement and maximize effective fundraising programs and results
- Prepare regional hospitals to play an active and integral role in NYP's upcoming comprehensive capital campaign

Fundraising

- Design, implement and oversee a comprehensive, proactive regional development plan focused on expanding and enhancing high net worth and institutional relationships and building strategic partnerships
- Strengthen opportunities for major gifts while overseeing a sustainable regional fundraising program that is tailored to the strengths/opportunities of the individual regional hospital with appropriate inclusion of annual giving, planned gifts, corporate and foundation support, and special events
- Develop and manage a portfolio of approximately 25-30 regional major gift prospects with six- and seven-figure potential
- Engage regional hospital Presidents & CEOs in key donor cultivation, solicitation, and stewardship activities
- Work with board members, physicians, volunteers, and other members of the community to help regional hospitals identify and engage potential donors
- Set goals, objectives, and plans to implement strategies for cultivation and solicitation that will lead to closing gifts
- Identify emerging trends and opportunities in philanthropy that are relevant to the mission and programs of the regional hospitals
- Develop a strong donor pipeline that focuses on donor identification, cultivation, solicitation, and stewardship

Key Qualifications

- Passion for the mission and values of NYP; ability to authentically engage and inspire others as a senior representative of the institution
- 10+ years of frontline major gift experience with demonstrated ability to grow a donor prospect base and successfully close five-, six- and seven- figure gifts
- Broad knowledge of all functional areas of fundraising (major, planned, and annual giving; corporate and foundation giving; communications/marketing; research; stewardship; development operations)
- Experience building and sustaining relationships with high-net-worth individuals and targeted foundations/corporations
- Success supporting and managing organizational leadership in donor cultivation and solicitation
- Ability to conceptualize and describe funding needs in a way that is compelling to prospects, donors, Board members, and other stakeholders
- Knowledge of communications and marketing with excellent communication skills
- A forward thinker with a track record of utilizing new methods of donor engagement and connectivity, who will be driven by innovation in developing philanthropic best practices in the current and post-COVID-19 world
- Experience in a healthcare institution is a plus



Leadership Competencies and Personal Traits

- An engaged and energetic fundraiser, who relishes the cultivating, soliciting, and stewardship of donors
- A person with an entrepreneurial attitude who can recognize and seize creative 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

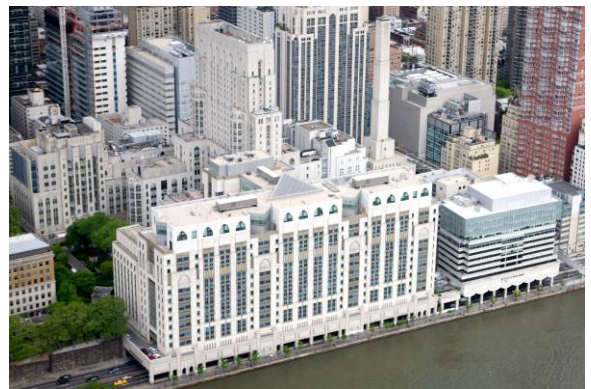
Compensation

The salary range for this position is \$175,000 - \$225,000; 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:
NYPRegional@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.

