

ByalaSearch LLC

CHIEF PHILANTHROPY OFFICER

ByalaSearch LLC is pleased to announce that our firm has been retained by The Lustgarten Foundation to identify candidates for the position of Chief Philanthropy Officer.

About THE LUSTGARTEN FOUNDATION

The Lustgarten Foundation is the largest private funder of pancreatic cancer research in the world and has directed \$186 million to research since inception. The mission of The Lustgarten Foundation is to cure pancreatic cancer by funding scientific and clinical research related to the diagnosis, treatment, and prevention of pancreatic cancer; providing research information and clinical support services to patients, caregivers and individuals at high risk; and increasing public awareness and hope for those dealing with this disease.

The vision of the Lustgarten Foundation is for pancreatic cancer to be curable and for patients to be treated effectively and enjoy a good quality of life. In order to achieve this vision, The Lustgarten Foundation has operating principles that include continuing to be the largest private funder of pancreatic cancer research in the world; striving for excellence; emphasizing compassion; having a commitment to serve; and having integrity to our mission, to those we serve, and to ourselves.

From basic science to the clinic, Lustgarten-funded researchers are at the forefront of the most promising breakthroughs. They are achieving significant milestones in understanding and treating this disease and in detecting it earlier – advancements that are already improving patient outcomes and enabling some patients to live longer.

Primary Function

Reporting to the President, the Chief Philanthropy Officer will provide overall strategic direction for The Lustgarten Foundation's fundraising programs, from major and planned gifts from individuals to corporations and foundations funding and other program funds and special events and walks, with an immediate goal of raising \$15 million per year. The Chief Philanthropy Officer is expected to develop and implement a progressive plan for philanthropic growth that achieves growth and sustainability to further The Lustgarten Foundation's mission.

The Chief Philanthropy Officer is responsible for engaging donors in the mission of The Lustgarten Foundation through cultivation, solicitation and stewardship activities, and overseeing development communications and the creation of appropriate donor materials.

Among donors, the Chief Philanthropy Officer will raise awareness of The Lustgarten Foundation, its history and role as the leading funder in pancreatic cancer research. This includes increasing the national presence of The Lustgarten Foundation and increasing engagement with the organization's website. Among donors, raising awareness also includes helping partners understand new research and areas in which funding could lead to breakthroughs.

Position Description

Ideal Skills and Experience:

- Bachelor's Degree required.
- Minimum 10 years fundraising and senior management experience, including setting strategic direction for and supervising a development team.
- Demonstrated sophisticated outlook and strategic background to build and sustaining a funding pipeline.
- Excellent communication and interpersonal skills: the ability to communicate and liaise effectively with colleagues across the organization and with external partners; highly-polished and substantive presentation style.
- Demonstrated writing skills: the proven ability to successfully conceptualize, write and edit proposals and reports.

Specific Responsibilities of the Chief Philanthropy Officer:

- Create comprehensive plan for the development team, with specific targets, metrics; implement programs to cultivate, steward and retain donors; improve donor follow-up
- Provide strategic vision and leadership for the organization's comprehensive fundraising plan, including major and corporate giving strategy as well as events
- Cultivate, solicit and steward minimum 6-figure gifts
- Represent the organization as part of the senior leadership team
- Support a diverse array of funding sources
- Create annual fundraising plans and execute them to ensure that fundraising goals are set and met/exceeded
- Improve the mechanisms and procedures of the development department
- Uphold high standards that the organization has for interactions with its donors and constituents
- Support, mentor and inspire development team to ensure individual development and overall department strength

- Help build formal prospect program that the Chief Operating Officer will manage in conjunction with the Chief Philanthropy Officer
- Build structure and formalize development procedures
- Oversee the sustainable growth of the donor base through creative new programs and initiatives
- Strategize fundraising events, emphasizing and allocating resources to high-performing events
- In conjunction with the CEO, develop strategies to support Board participation and philanthropy
- Supervise the Development team to its greatest potential and ensure high productivity and efficiency of development operations

Critical Competencies for Success

- Proven track record of cultivating relationships and closing high-level gifts
- Demonstrated success in all key aspects of fundraising, with an emphasis on major and individual gifts and setting strategy for giving
- Experience affecting cultural change to engage donors more deeply, leading to increased level of giving and major and principal gifts
- Experience tracking and increasing fundraising in all areas in order to support an organization's mission, programs and products
- Hiring, developing, and mentoring staff to perform to their highest potential; experience working as part of a senior leadership team and supporting a CEO.
- Capacity to synthesize the scientific research into direct and clear communications and translate this to donors in written and oral form

Other Characteristics

The successful candidate will be passionate about the mission of The Lustgarten Foundation and understand how development contributes to that mission. He/she will be strategic and resourceful with demonstrated leadership skills and the ability to create a cultural shift within an institution towards major gifts. The candidate will possess strong organizational and time-management skills: the ability to plan for and manage multiple projects while being adaptable and working in a fast-paced, detail-oriented environment with strict deadlines and competing priorities. He/she has the ability to learn the science behind the research to speak the language with donors. The ideal candidate will show decisive leadership with the ability to execute on those decisions, demonstrating the maturity, gravitas and presence to represent the organization with passion and authority. Self-motivated, possessing an entrepreneurial attitude, strong work ethic, responsive and flexible style, the successful candidate has the ability to work independently and collaboratively as a team player while keeping the organization's mission at heart.

Kindly send nominations or expressions of interest to:

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