

# ByalaSearch LLC

## **DIRECTOR FOR CORPORATE & FOUNDATION RELATIONS, YALE SCHOOL OF MEDICINE**

**ByalaSearch LLC** is pleased to announce that our firm has been retained by Yale University to identify candidates for the position of Director for Corporate & Foundation Relations, Yale School of Medicine.

### **ABOUT YALE UNIVERSITY**

Since its founding in 1701, Yale has been dedicated to expanding and sharing knowledge, inspiring innovation, and preserving cultural and scientific information for future generations. Yale is committed to improving the world today and for future generations through outstanding research and scholarship, education, preservation, and practice. The University carries out this mission through the free exchange of ideas in an ethical, interdependent, and diverse community of faculty, staff, students, and alumni. Yale's reach is both local and international. It partners with its hometown of New Haven, Connecticut to strengthen the city's community and economy.

For decades, Yale has been at the heart of scientific advances that have driven global health and prosperity. As a preeminent academic medical center that supports the highest quality education, research, and patient care, the Yale School of Medicine educates and inspires scholars and future leaders who advance the practice of medicine and the biomedical sciences, advance medical knowledge to sustain and improve health and to alleviate suffering caused by illness and disease, and provide outstanding care and service for patients in a compassionate and respectful manner. Medicine at Yale traces its roots to the founding of Yale College. With major new infrastructure investments that will facilitate continued state-of-the-art research, the medical school's rich history is still being written.

### **PRIMARY FUNCTION**

Reporting to the Associate Vice President for Development and Director of University Corporate and Foundation Relations and working in close coordination with Yale leadership and faculty, the Yale School of Medicine (YSM) Director for Corporate & Foundation Relations leads a team of four development professionals responsible for all corporate and private foundation fundraising for the Yale School of Medicine and its departments, including the Yale School of Public Health, and all associated institutes, centers, and units.

The Director sets strategy to identify, cultivate, solicit, secure and steward corporate and private foundation support for YSM's institutional priorities and academic initiatives by

research and in-depth strategic planning in concert with the University leadership and relevant faculty. The Director articulates the mission, academic strengths, and funding priorities to corporate and foundation partners to support institutional partnerships, outlining the specific purpose and level of partnership, creating and maintaining a high profile for the needs of YSM and its units, and effectively making the case for support of YSM to corporations and foundations.

In addition, the Director has the following essential duties:

- Work in close collaboration and communication with the YSM Associate Vice President as well as other colleagues to identify, engage, and steward corporate and foundation prospects and donors and also work to help them achieve their respective goals as well as those of the forthcoming campaign;
- Work with YSM leadership, faculty and staff to communicate and engage with corporations and foundations around fundraising priorities and academic initiatives as well as those areas of greatest intersection with companies and foundations;
- Develop communication strategies that promote corporate and foundation engagement, actively collaborating as needed with other schools and units across the university;
- Assist in the development and implementation of cultivation strategies for foundation prospects, including providing effective coordination of activities such as campus visits, site visits, and travel to relevant sites;
- Working with the Director of Development for Science Strategy and the University Director, Corporate Strategy & Engagement, assist in the development and implementation of cultivation strategies and methods for corporate prospects;
- Manage and steward the University's relationship with select corporate and foundation funders to ensure strong ties and increasing support, building partnerships that benefit YSM and funds in key areas identified as institutional priorities;
- Identify, cultivate, and maintain effective internal partnerships, including in academic and financial administration, faculty leadership, and faculty partners, meeting as needed with key administrative and academic leaders, including the Director of Development for Science Strategy and the University Director, Corporate Strategy & Engagement, to ensure adequate communication and coordination;
- Work with colleagues in Prospect Research to build prospecting procedures and identify potential corporate and foundation prospects and donors;
- Provide assistance and expert knowledge to faculty toward maximizing engagement of corporate and foundation donors and prospects;
- Be an effective partner in support of a University development communications program that helps to engage and retain corporate and foundation partners and communicates these goals across the University;
- Support all top administrative and academic interactions with corporate and foundation partners and coordinate as needed with the Associate Vice President for Development and Director of University Corporate and Foundation Relations and the Associate Vice President for Yale School of Medicine.

- Work with staff to develop and implement plans to carry out the organization's goals and strategies, including establishing specific activity goals for all phases of the donor/prospect life-cycle (cultivation, solicitation, closure and stewardships).
- Direct and grow a team of development professionals responsible for generating an increased volume of successful development activities and establishing a culture that encourages ever-improving levels of performance and responsiveness to donors.
- Personally maintain a portfolio of significant corporate and foundation prospects.
- Work regularly and cooperatively with other development offices to ensure overall development priorities, plans and initiatives are coordinated. Serve as the liaison with other development offices to provide information on organization needs and to develop strategies for prospects that are staff centrally.
- Streamline internal decision-making processes where possible.
- Other duties as needed.

## POSITION DESCRIPTION

### **Ideal Skills and Experience:**

- Background in sciences or medicine preferred.
- Bachelor's degree required. Advanced degree preferred.
- Minimum 10 years related experience in academic and industry settings, or other relationship-building areas in complex research organizations; or an equivalent combination of education and experience.
- Deep understanding of research in academic settings; well-developed written and oral communications skills.
- Ability to work independently; a self-starter with a high level of integrity and the ability to exercise confidentiality and discretion; ability to be professional in all aspects.
- Ability to work regularly and effectively with Yale academic and administrative leadership and faculty, other senior members of the units
- Excellent interpersonal skills and ability to relate to donors, volunteers and colleagues as well as University leadership and students. Professionalism, maturity, good judgment and an ability to work well in a team environment; understand what motivates people to give and be a leader in philanthropy.
- Knowledge of university organization and academic and administrative policies and procedures. Knowledge of foundations. Knowledge and proficiency in fundraising strategies and techniques. Track record of spending the time and energy to understand the culture and faculty within a complex institution.
- Fundraising experience and experience in a relationship-building area of a complex organization.
- Previous experience with commercialization of research.

## **Critical Competencies for Success**

- Track record of working internally across a large and varied institution with different stakeholders; credible with faculty, demonstrating an understanding of content as well as their needs and concerns while leveraging them as spokespeople for institutional programs.
- Demonstrated track record of securing six, seven, and eight figure gifts from national foundations and corporate entities.
- Ability to think at a high level about institutional priorities and integrate corporate and foundation donors into these priorities. Adept at understanding the complexity of Yale and the Yale School of Medicine while also analyzing institutional and corporate needs and forming strategies to evolve the institution's programs to better align with industry goals.
- Manage a team to optimal performance.
- Track record of engaging institutional donors to help faculty translate research to other platforms; ability to recognize what corporate partners and foundations expect in regards to translatable products as well as the capacity to understand and communicate the value proposition of an institution to corporate partners.

## **Other Characteristics:**

The Director for Corporate & Foundations Relations for the Yale School of Medicine will demonstrate flexibility in adapting to shifting institutional priorities and work towards big strategic goals while managing a team that addresses all of the details that build exemplary partner relations. He/she must possess the maturity, poise and sophistication to respect, understand and manage complex relationships with faculty, development colleagues and significant corporate and foundation funders as well as the needs of those constituencies.

The candidate should seek to position Yale School of Medicine as an ideal partner for corporations and foundations and thrive in facilitating relationship management. He/she will excel in a high-performing environment and be comfortable in a fast-paced setting with the intellectual curiosity and personal motivation to achieve the goals of YSM. She/he will have a demonstrated ability to strengthen the team and group capabilities by managing with an appropriate level of involvement and influence, growing the team's skill sets and achieving results. The candidate will lead and give strategic direction to the group in a changing philanthropic landscape while being forward-thinking and abreast of trends in institutional philanthropy in order to create a team that is a leader in best practices.

He/she will have a client-service orientation and focus on internal cultivation of YSM faculty and administration. The candidate will possess high intelligence and appreciate the variety of opportunities around personal foundations and hybrid corporate and foundation giving while

also demonstrating a willingness to take creative approach to engage new corporate and foundations partners, including new institutions and young philanthropists. In addition to a knowledge base in philanthropy, the Director for Corporate & Foundations Relations for the Yale School of Medicine should be familiar with the role of commercialization of intellectual property.

*Yale University considers applicants for employment without regard to, and does not discriminate on the basis of, an individual's sex, race, color, religion, age, disability, status as a veteran, or national or ethnic origin; nor does Yale discriminate on the basis of sexual orientation or gender identity or expression.*

Kindly send nominations or expressions of interest to:

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