



DIRECTOR, FOUNDATION RELATIONS

ByalaSearch LLC is pleased to announce that our firm has been retained by UMass Chan Medical School to identify candidates for the position of Director, Foundation Relations.

ABOUT UMASS CHAN MEDICAL SCHOOL

UMass Chan Medical School is the Commonwealth's first and only public academic health sciences center, home to three graduate schools; T.H. Chan School of Medicine; the Morningside Graduate School of Biomedical Sciences; and the Tan Chingfen Graduate School of Nursing. Their mission is to advance the health and well-being of the people of the Commonwealth and the world through pioneering education, research and health care delivery with their primary clinical partner, UMass Memorial Health (UMMH). With \$421 million in total extramural research funding, UMass Chan is in the top 2% of all NIH-funded institutions. Among its faculty are winners of the Nobel, Breakthrough, and Lasker prizes, as well as multiple Howard Hughes Medical Institute investigators and members of the National Academies. Its researchers have made pivotal advances in HIV, cancer, diabetes, infectious disease, and in understanding the molecular basis of disease. Programs and centers of distinction include the RNA Therapeutics Institute, Horae Gene Therapy Center, Li Weibo Institute for Rare Diseases Research, Program in Innate Immunity, and Diabetes Center of Excellence.

On Sept. 7, 2021, a \$175 million donation from The Morningside Foundation to the Medical School was announced. The transformative gift, which is unrestricted, will allow the Medical School to recruit renowned and innovative faculty, conduct more breakthrough biomedical research, offer financial support to highly qualified and diverse students; and be ever more expansive in fulfilling our public service mission. In recognition of the historic gift and of the deep commitment to education, research and health care by the Chan family of investors, entrepreneurs and philanthropists, UMass Medical School was renamed the UMass Chan Medical School. Building on this momentum, this philanthropic commitment will serve as the cornerstone gift of a new comprehensive fundraising campaign that will be publicly launched in late 2022.

PRIMARY FUNCTION

Reporting to the Executive Director of Advancement, the Director of Foundation Relations has responsibility for the organization, strategy, and management of the foundation giving advancement effort, with an eye towards corporate giving as well. The incumbent is expected to focus on the identification, stewardship, and solicitation of major foundation and corporate donors, with a particular emphasis on national foundations focused on funding research in the life sciences. The Director works closely and collaboratively with the Provost, Vice Provost for Strategic Research Initiatives, Office of Innovation and Business Development, Office of Sponsored Programs, and key members of the faculty to enhance the support for the institution's strategic priorities.

POSITION DESCRIPTION

Specific Responsibilities in the following areas include but are not limited to:

- Develop a strategic plan for increasing private foundation support
- Identify, cultivate, and solicit foundation prospects for the institution's strategic biomedical research and education priorities
- Develop a strong working relationship with research faculty and potential donors
- Provide ongoing grant writing support to assist in proposal submission to strategically identified foundations and corporations
- Responsible for the development of marketing and communications efforts to educate potential foundation benefactors about the opportunities for support
- Manage an Associate Director (to be hired) and a Project Coordinator as part of the foundation relations team.
- Represent the UMass Chan in meetings with foundation and corporate executives, locally and nationally
- Perform other duties as required



CORE COMPETENCIES

- Track record of working with national foundations and understanding their priorities and matching those to internal research.
- History of managing a team and having that team support the efforts of faculty and fundraising from foundations.
- Understanding of research priorities, evidence and institutions and raising the profile of those research priorities to foundations and their program officers.

METRICS FOR SUCCESS

- 150 touch points with faculty and colleagues across campus.
- Meetings with faculty to better understand research and opportunities.
- Identifying opportunities from major foundations and matching those opportunities with the work of the members of the faculty as well as encouraging and supporting their applications.

QUALIFICATIONS

- Bachelor's degree
- 10 years of successful development experience in academic medicine, healthcare, higher education or foundations
- Excellent oral and written communication skills
- Knowledge of computerized databases
- Ability to set short-term and long-term goals - and meet objectives
- Excellent interpersonal skills

OTHER CHARACTERISTICS

The successful candidate will be passionate about education, biomedical research, and innovative health care delivery, and value how this position contributes to the mission of UMass Chan Medical School. The candidate will be a seasoned professional capable of proactively developing strategies for long term relationship building and working in a fast-paced environment, maintaining flexibility and a sense of urgency. The ideal candidate will be confident, creative and entrepreneurial with the ability to articulate such strategies to senior management as well as manage a collaborative team, enabling staff to perform at the highest level to achieve the best possible outcomes. The Director of Foundation Relations will be solutions-oriented and can successfully balance both staff and senior management needs and expectations. The placement will be sensitive in presentation style and have the instincts to build and sustain internal and external relationships crucial to UMass Chan.



KINDLY SEND NOMINATIONS OR EXPRESSIONS OF INTEREST TO:

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