



**BrightFocus[®]
Foundation**

Cure in Mind. Cure in Sight.



**Search for the Senior Director of Corporate and Foundation Relations
BrightFocus Foundation
Clarksburg, Maryland | Remote**

BrightFocus Foundation is a 501c3 nonprofit organization internationally renowned for funding scientific research to defeat Alzheimer's disease, macular degeneration, and glaucoma. Since its inception, BrightFocus has awarded nearly \$300 million in research funding for close to 2,000 awards, with 202 active awards across 15 countries. Several Nobel laureates are among the foundation's awardees and serve on its board of directors. As the organization continues to grow, BrightFocus now seeks an inaugural senior director of corporate and foundation relations (senior director) to drive institutional philanthropy in support of its mission. In this newly created role, the senior director will be a collaborative, aspirational, and strategic leader; a superb relationship builder; and an expert institutional fundraiser with a mission-forward mindset.

Located in metropolitan Washington, DC, in suburban Clarksburg, Maryland, BrightFocus is dedicated to funding breakthrough research efforts as a catalyst for researchers and scientists to pursue innovative ideas that transform our understanding of these diseases and accelerate the pathway to treatments and cures. Under the umbrella of three global flagship programs, BrightFocus provides early-stage funding for high-risk, high-reward projects by funding the boldest research and "what-if" ideas to fuel the development of novel treatments and diagnostic tools.

Reporting to the senior vice president, strategic partnerships, and supporting the senior vice president, development, the senior director will play a transformational role in the life of the organization. Success for the senior director will mean significantly growing funds critical to the foundation's groundbreaking discoveries and increasing the volume of corporate and foundation contributions and engagements. In partnership with a dedicated team of senior leaders, the senior director will devise a plan to penetrate new industry sectors and increase public awareness of the foundation's life-changing work, while growing and nurturing existing corporate and foundation partnerships. The successful candidate will energize and motivate those around them and bring sincere compassion for individuals and families suffering from diseases of mind and sight, as well as for the scientific researchers working on new discoveries.

Isaacson, Miller, the executive recruiting firm, is assisting BrightFocus Foundation in this recruitment. Confidential inquiries, nominations, and applications should be directed to the firm as indicated at the end of this document.

ABOUT BRIGHTFOCUS FOUNDATION

BrightFocus Foundation, through its flagship programs of [Alzheimer's Disease Research](#), [Macular Degeneration Research](#), and [National Glaucoma Research](#), is on a mission to stop Alzheimer's and vision loss in its tracks. Founded in 1973, the organization funds critical research that could result in life-changing medical breakthroughs. It has awarded nearly \$300 million in global research funding over the past 50 years, catalyzing thousands of life-enhancing scientific breakthroughs. Today, BrightFocus is an internationally recognized leader in the science community that has funded 6,385 researchers in 25 countries to develop transformative early research supporting leading-edge advances, including the first artificial heart, gold-standard macular degeneration treatment methods, and breakthrough Alzheimer's disease testing. The foundation is currently led by a dedicated president and chief executive officer who is supported by a senior leadership team of five, a staff of 50, and a 13-member board of directors.

BrightFocus' headquarters, located in a 33,000 square foot building on nearly five acres of land in Clarksburg, Maryland, is nearly 30 miles north of Washington, DC. As momentum builds and its reputation for funding excellence continues to grow, the foundation is presented with new and exciting opportunities to further its mission. The BrightFocus leadership team and board of directors are talented and deeply committed to the long-term impact created by the work of the organization. Longevity in staff retention is a notable asset, with many staff members having been a part of the organization for a decade or longer.

Alzheimer's disease, macular degeneration, and glaucoma affect more than 300 million people worldwide—one in seven people over age 40 in the U.S.—and disproportionately affect communities of color. BrightFocus is committed to investing in bold research that generates novel approaches, diagnostic tools, and treatments that serve all populations. Individuals and families who have been impacted by these diseases often contact BrightFocus seeking information and resources, and BrightFocus serves as a trusted source of information, sharing the latest research updates and providing free expert bilingual public resources to increase awareness of the latest findings on eye and brain diseases.

More information about BrightFocus Foundation can be found at <https://www.brightfocus.org/>.

Fundraising and Financial Overview

Recently celebrating its 50th anniversary, BrightFocus boasts strong financial health with an impressive fundraising model and significant assets. For the fiscal year ending March 31, 2024, the organization has reported \$58 million in total assets.

BrightFocus relies on several fundraising streams to its three programs. The organization runs a sophisticated, in-house, direct-mail fundraising campaign to which 30,000 households have contributed at least once in each of the last 10 years and which annually brings in 600,000 donations. BrightFocus engages with the donor community in other ways, including corporate and foundation giving; monthly, planned, and workplace giving; charitable rollovers; and tribute gifts. In fiscal year 2023, BrightFocus raised \$43.9 million, with contributions from corporations and foundations totaling \$2.2 million.

Leadership and Governance

[Stacy Pagos Haller](#) is the president and chief executive officer of BrightFocus Foundation. Recognized as a compassionate, impact-driven leader in the scientific and healthcare sectors for more than three decades, Stacy provides oversight for the foundation's operations and strategic objectives, reporting directly to its board of directors. Since joining BrightFocus in 2010, Stacy has significantly expanded the non-profit's stature. Under her tenure, the foundation has nearly tripled its investment in boundary-breaking neurodegenerative research, having funded \$100 million across 450 awards in the past five years alone to defeat brain and vision diseases. Stacy is active in promoting the United Nations 2030 Sustainable Goals.

Prior to assuming the leadership of BrightFocus in 2010, Stacy served as the executive director of CureSearch National Childhood Cancer Foundation, the world's largest children's cancer research organization. She also co-created the first Outcomes Measurement Training in the Mid-Atlantic region to improve nonprofit performance. Stacy regularly appears on panels for scientific, health care, and philanthropic audiences and represents BrightFocus among public and private sector leaders in efforts to increase and diversify sources of research funding. Stacy is a graduate of Mount Holyoke College and based at the foundation's primary office in Clarksburg, MD.

[Nancy Lynn](#), Senior Vice President, Strategic Partnerships, joined BrightFocus in 2016 to facilitate and steward mission-based partnerships that accelerate scientific advancement and public awareness of Alzheimer's disease, macular degeneration, and glaucoma. Prior to joining BrightFocus, Nancy held leadership positions at the Alzheimer's Drug Discovery Foundation, the Arnold P. Gold Foundation for Humanism in Medicine, and the American Museum of Natural History in New York. She is a former member of the national board of trustees for the Crohn's & Colitis Foundation of America, the board of trustees for the Martha Graham Dance Company, and a founding member of WomenAgainstAlzheimer's. She received a bachelor's degree in the history of art and architecture from Columbia University and a master's degree in the history of art and architecture from the Institute of Fine Arts at New York University.

BrightFocus Foundation is governed by a [board of directors](#) composed of 13 members, all with a broad range of experience and expertise across healthcare, finance, and nonprofit management. The board meets quarterly to ensure that donor contributions fund the highest quality research, and its members help BrightFocus achieve its public outreach objectives. [Patricia McGlothlin Stewart](#) currently serves as

chair of the board of directors. Patricia has worked in various capacities for JPMorgan for over three decades and has extensive knowledge and experience in advising high-net-worth individuals, trusts, not-for-profits, and corporations.

ROLE OF THE SENIOR DIRECTOR OF CORPORATE AND FOUNDATION RELATIONS

Reporting to the senior vice president, strategic partnerships, and supporting the senior vice president, development, the senior director will step into a newly created role to strengthen and expand the foundation's rapidly growing portfolio of corporations, foundations, and nonprofit partners that collaborate with the organization and provide funding for programs and initiatives including research, education, and diversity, equity, and inclusion.

The successful candidate will join a dynamic, fast-paced, and supportive team. They will manage multiple competing priorities while building and strengthening relationships with current and prospective corporate and foundation supporters to further BrightFocus' impact. The senior director will develop and maintain strong, collaborative working relationships with colleagues in the strategic partnerships and development departments, as well as across the foundation to strategically build the organization's corporate and foundation relations operation. The ideal candidate will bring ten or more years of development and relationship management experience with a proven track record of success working in corporate and foundation fundraising, securing six- to eight-figure grants, and possessing a thorough understanding of grant policies, solicitations, stewardship, donor recognition and reporting, and administration.

In this inaugural role, the senior director of corporate and foundation relations will have the following primary areas of focus:

- In partnership with the senior vice president, strategic partnerships, steward and strengthen the current portfolio of corporate and foundation relationships, serving as a frontline fundraiser to sustain and elevate giving from existing partners.
- Identify opportunities for new partnerships, especially with large foundations with the capacity to support transformational research funding.
- Create a strategic roadmap to identify industry sectors not yet fully penetrated and a plan to build relationships for increased giving, using current corporate and foundation fundraising of \$2.2 million annually as a baseline for exponential revenue growth.
- Increase awareness of the foundation's work and impact by partnering closely with the scientific affairs and integrated marketing and communications teams to craft proposals, budgets, and various solicitation, marketing, and stewardship materials.
- Proactively lead all aspects of creating and submitting six- to eight-figure corporate and foundation grant proposals, including writing and preparing support documentation and presentation materials, timely reporting progress, managing deliverables, and maintaining

professional relationships with corporate and foundation program officers before, during, and after grant cycles for appropriate stewardship.

- Engage in conversation and information sharing surrounding brain and eye health, brain health equity, current research developments and trends, and best practices in foundation and corporate giving; recommend new ideas as appropriate to enable BrightFocus to creatively secure new funding.

The senior director of corporate and foundation relations will possess many, if not most, of the following qualifications and characteristics:

- Ten or more years of development and relationship management experience with a proven track record of success working in corporate and foundation fundraising, securing six- to eight-figure grants, and possessing a thorough understanding of grant policies, solicitations, stewardship, donor recognition and reporting, and administration.
- Consistent knowledge and familiarity with national trends in philanthropy, biomedical research, and healthcare practice and policy.
- Highly creative and collaborative, with the ability to work well with and support colleagues, demonstrate respect and appreciation, and secure their involvement in achieving projects' goals in a timely manner.
- A balanced, positive outlook, and demonstrated decorum when dealing with constituents.
- The ability to receive and act upon constructive feedback, as well as patience and an appropriate sense of humor.
- Demonstrated skill and experience in working with prominent corporate leaders, program managers, and senior leadership and volunteers.
- Demonstrated ability to craft and present persuasive and complex presentations to donors, volunteers, and BrightFocus leadership and staff.
- Strong work ethic and a high energy level with a willingness to work hands-on in developing and executing a variety of development activities.
- Proven ability to engage and gain respect from a broad constituency that includes scientists, physicians, researchers, colleagues, and patients. Proven ability to work with investigators and physicians, as well as foundations that engage in peer-review funding.
- Exceptional organizational, analytical, writing, and editing skills, as well as the ability to work in a collaborative and consultative manner with faculty, administrators, and staff.
- Demonstrated ability to represent BrightFocus to a wide variety of audiences, both internally and externally. Sound judgment and decision making. Expert-level skills in maintaining confidentiality.
- A demonstrated passion, possibly through direct experience with different kinds of disease conditions, to reduce the time required to discover major improvements to specific medical treatments.
- Willingness to travel up to 30 percent of the time and work evenings and weekends as needed.
- Bachelor's degree from an accredited institution is required. A graduate degree is preferred.

COMPENSATION AND BENEFITS

The total annual compensation for this full-time position will be between \$150,000 and \$165,000 depending on the candidate's qualifications and experience.

BrightFocus Foundation provides the following leave benefits to full-time employees:

- Vacation
- Sick
- Personal
- Holiday
- Bereavement
- Jury Duty
- Military Leave

BrightFocus Foundation provides the following insurance benefits to full-time employees:

- Employer Contributed Medical, includes Dental and HSA
- Employer Paid Vision
- Employer Paid Life, includes Accidental Death & Dismemberment (AD&D)
- Employer Paid Disability, Short-Term & Long-Term
- Employer Paid Long Term Care

BrightFocus Foundation provides the following retirement benefits to full-time employees:

- Employee Contributed 403(b)
- Employer Contributed Money Purchase Plan Pension

APPLICATIONS, INQUIRIES, AND NOMINATIONS

Confidential applications, inquiries, nominations, and referrals should be sent via the Isaacson, Miller website for the search: <https://www.imsearch.com/open-searches/brightfocus-foundation/director-corporate-and-foundation-relations>

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BrightFocus is committed to the full utilization of all human resources and to a policy of equal opportunity. In accordance with applicable laws, it is our policy to recruit, hire, train and promote individuals, as well as administer any and all personnel actions, without regard to any legally-protected characteristic including, but not limited to, race, age, color, religion, sex, marital status, national origin, physical or mental disability, or veteran status.