



Vice President for Development
New York Academy of Medicine
New York City, New York

THE SEARCH

New York Academy of Medicine (NYAM), a leading voice for innovation in public health, seeks a creative, strategic, and entrepreneurial Vice President for Development. New York Academy of Medicine celebrates 178 years of advancing **health for all** through scientific leaps, pandemics, and economic cycles – standing as one of the longest-running nonprofits in the United States. NYAM is proud to be among the few organizations nationally that leverage the power of science and community to improve population health. Combined with NYAM’s innovative research, trusted programming and historic library, and with the support of over 1,800 accomplished Fellows and Members, NYAM’s impact as a population health leader, focused on the future, continues. The next Vice President for Development will provide strategic leadership to advance the fundraising initiatives and progress at NYAM during this pivotal inflection point in the organization. With financial stability, new branding and marketing, an engaged board, and ambitious senior leadership with a bold strategic plan, this is an opportunity for a seasoned development professional to make an incredible impact on an organization that is proudly making waves in the health equity and population health spaces.

New York Academy of Medicine has been a driving force for progress, helping transform the landscape of health through independent thinking, rigorous research, and dynamic collaboration. NYAM’s mission reaches beyond the boundaries of conventional institutions; they champion a future where every person, no matter their background or circumstance, has what they need for a healthier, longer life. Through people-centered research, strategic convenings, and action-oriented dialogue, NYAM addresses the most urgent health challenges of today and tomorrow. NYAM strives to make complex issues clear and actionable, empowering policymakers, health systems, and organizations to create lasting, scalable change. NYAM harnesses New York’s culture of innovation and resilience, their renowned library bridges centuries of medical knowledge, and their community of diverse Fellows and research partnerships amplifies their collective impact.

NYAM’s assets and income include an investment portfolio of over \$52 million, grants and contracts awarded over the past five years totaling \$20 million, one of the most distinguished libraries of the history of medicine and public health in the world, and their iconic building on Fifth Avenue in the heart of NYC. NYAM’s annual budget is about \$13 million. Currently, Development brings in about \$1.5M in restricted

and unrestricted gifts annually, with strategic goals to increase fundraising. NYAM will be launching a comprehensive campaign this fall to mark the historic building's centennial event in Fall 2026.

Reporting to the President of NYAM, the Vice President for Development will manage a team of development staff and oversee all aspects of NYAM's development operations, including building a sustainable donor pipeline, developing donor and prospect strategies, and working with the President to manage portfolios with the highest potential donors. The next VP will have experience developing donor bases for nonprofit organizations and understand the opportunities associated with donor cultivation in this type of setting. The VP will take on NYAM's first comprehensive campaign and be a key leader for their annual gala. The successful candidate will be an energetic builder, an excellent communicator, familiar with non-profit and mission-driven organizations and support networks, and passionate about moving NYAM's vision forward. NYAM is a dynamic organization with the drive and motivation to bring their development operations to the next level. They seek candidates who can bring both innovation as well as best practices to this growing enterprise.

Please direct all inquiries, nominations, and applications to Isaacson, Miller as indicated at the end of this document.

ABOUT NYAM

History

Since its founding in 1847, NYAM has been a vital source for effective and often radical thought and action regarding the healthcare and public health problems that affect New York City and cities worldwide.

At the time of NYAM's founding, New York City was facing turmoil in medicine and public health on many fronts. Traditional methods of clinical practice were often more traumatic than the diseases themselves; avoidable infections were taking a powerful toll on lives, even in the best hospitals, and community health conditions were appalling.

A group of eminent physicians decided that reforms were needed and established NYAM for "the advancement of the art and science of medicine, the maintenance of a public medical library, and the promotion of public health and medical education." These efforts would lead to the creation of the city's sanitation and public health departments, systems that would be replicated all over the nation. Moreover, NYAM was integral to the development of systematic tracking of births and deaths, a move that ultimately led to the creation of a Medical Examiner's Office.

In the years that followed, NYAM was the vanguard for urban health, addressing the most pressing health issues in New York City, from the continued concerns of maternal mortality and child health, the unequal health of vulnerable populations, the HIV/AIDS epidemic, substance use policy, to the current epidemics of obesity and asthma, all the while supporting health scholarship through its library and Fellows program.

NYAM's rich history of influence and action in urban health has led to its current agenda, which focuses on eliminating health disparities and enhancing health equity, for healthier and longer lives for all. Moreover, NYAM has evolved into a highly respected health think tank, unique in its ability to develop, implement, and evaluate programs for potential scale-up and spread, working with elected officials and health-related professionals in foundations and academia and at the highest levels of government, as well as directly engaging with the communities NYAM seeks to serve. Service to the public has always been fundamental to NYAM's work, and since its inception, it has produced nonpartisan, evidence-based reports and has led courageous action on some of the most urgent health challenges facing New York City, the nation, and the world.

Ann Kurth, PhD, MPH, MSN, CNM became President of NYAM in January 2023. Dr. Kurth's appointment was a significant milestone in NYAM's history as she is the first epidemiologist and first nurse to lead the organization. Dr. Kurth, a leader in higher education and health, was previously the Dean and Linda Koch Lorimer Professor at Yale School of Nursing and Professor of Epidemiology of Microbial Diseases at Yale School of Public Health.

Research at NYAM

NYAM Research works to develop, evaluate, and strengthen initiatives to improve the health of populations in New York City and State, and across the nation and the world. Throughout its history, NYAM has addressed the key issues of the day (including the issues of today, climate change and health equity).

NYAM's work addresses a more equitable health span, from maternal and infant health, to early childhood and adolescence, to working age and older adult health. Their quantitative and qualitative methods expertise includes community and stakeholder partnered research, program evaluation, community health needs assessment, public deliberation, social network analysis, measure development, multilingual surveys, interview and focus group facilitation and analysis, innovative data analysis and visualization, policy analysis, and dissemination and implementation of results. NYAM also provides technical assistance and training with key partners.

NYAM's research is focused on population health issues that impact the lives of everyone, including social determinants of health such as food access, housing, economic empowerment, healthcare access and clinical-community linkages, healthy aging, and health workforce development.

"IMAGINE A FUTURE WHERE NEW YORK AND THE NATION LEAD THE WAY IN ACHIEVING HEALTHIER, LONGER LIVES FOR EVERYONE – THIS IS THE VISION THAT DRIVES THE NEW YORK ACADEMY OF MEDICINE."

Strategic Plan

In 2025, NYAM announced a "3-Year Plan and 30-Year Vision" outlining a strategic roadmap from 2026 to mid-century, aiming to advance health equity and improve population health in an increasingly urbanized,

aging, and climate-impacted world. The work centers around five strategic goals that drive their mission to improve health for all. These goals include conducting impactful research across the lifespan, focusing on maternal and child health, chronic disease, and healthy aging (healthspan); accelerating knowledge sharing, making insights accessible through publications, digital tools, and intergenerational learning initiatives; convening for action, using the iconic space and trusted reputation to bring together diverse voices for solution-oriented events; advancing policy development, shaping evidence-based health policies that reflect the needs of all communities and promote longer, healthier lives; and focusing on organizational sustainability, ensuring NYAM's long-term resilience through strategic investments, environmental stewardship, and a collaborative culture. The next Vice President for Development will be a crucial player in bringing these goals to fruition and advancing NYAM for its critical mission.

Organizational Background

NYAM works to achieve its goals through a variety of approaches:

- Through its interdisciplinary research, evaluation, community-focused, and policy work NYAM Research teams are supported by grants and contracts from public (federal, state, and local) and philanthropic sources. The teams are staffed by approximately 20 PhD and master's level researchers who conduct investigator-initiated, collaborative research directed to a range of pressing health issues. The researchers seek to enrich the evidence base related to health equity, population health, social determinants of health, and high-value healthcare and social services systems.
- The NYAM Fellowship/Membership program has been central to NYAM's mission and activities since its founding. NYAM's Fellows and Members constitute a network of nearly 2,000 experts elected by peers across health-related professions. They comprise a community of distinguished professionals organized into more than a dozen sections (including the latest one on AI) and workgroups that address population health challenges. Working collaboratively across disciplines, specialties, and institutional boundaries, Fellows organize events addressing critical health issues and enjoy networking opportunities as well as active engagement with NYAM's staff, programs, and library.
- NYAM provides an essential convening role in the greater tristate area and offers original public programming to promote health and inspire people to act and create change. NYAM brings together community members, decision-makers, policymakers, and elected officials to ensure that community voices inform its work. With this diverse group of stakeholders, NYAM is positioned to develop community-informed solutions and educate the public and clinical communities alike about historical and contemporary issues in health.
- NYAM is home to one of the most significant historical libraries of medicine and public health in the world, safeguarding the heritage of medicine to inform the future of health. The library hosts public programming, integrating health and medicine with history, the humanities, and the arts, offering uniquely enriching experiences.

- NYAM's Journal of Urban Health has published over 100 volumes, with an impact factor of over 5.0, and is a leading forum on urban health science and practice worldwide.

ROLE OF THE VICE PRESIDENT FOR DEVELOPMENT

The Vice President for Development is a key leadership position reporting directly to the President. The VP will work closely with NYAM's senior leadership and Board of Trustees as they simultaneously create a vision for NYAM's development office and begin implementing best practices to improve donor cultivation and management.

The VP will be responsible for creating, developing, leading, and implementing NYAM's current and long-term fundraising strategy, executing meaningful goals, including a centennial campaign, and building and managing the development team. A primary goal of the position will be to guide ambitious growth strategies to secure philanthropic resources from individuals, corporations, foundations and organizations capable of significant investment. Those philanthropic resources are expected to fund core financial needs and meet strategic objectives of NYAM.

The VP will plan, direct, and execute a range of fundraising initiatives, including major gifts, corporate and foundation relations, the annual fund, special events, and planned giving. They will play a major role in identifying, cultivating, and soliciting major donors and growing the corporate and foundation funding base, as well as strengthening prospect research and pipeline. The VP will coordinate and collaborate with departments across NYAM, in particular, Communications, Events, Research, the Fellows Office, and the Library.

OPPORTUNITIES AND CHALLENGES

Implement a strategic fundraising vision

The next Vice President for Development will have an opportunity to lead a transformational shift in NYAM's fundraising program by crafting and executing an ambitious growth strategy aligned with the '3 year plan/30 year vision' strategic plan. This role offers the chance to build sustainable systems, instill a culture of philanthropy, and elevate NYAM's revenue to match its bold vision. The VP will balance long-term strategic planning with the need for immediate fundraising results, especially in a competitive philanthropic landscape. Success will require strong collaboration with the President and cross-functional teams, the ability to inspire and manage change, and the foresight to design scalable operations that support year-over-year growth.

Enhance donor management

The Vice President for Development will be uniquely positioned to deepen relationships with high-capacity donors and leverage the Board of Trustees as strategic fundraising partners. The opportunity lies

in designing and executing comprehensive cultivation and solicitation strategies for an organization focused on population-level health without easily built-in constituents. Key goals will include maintaining personalized donor experiences at scale, integrating data-driven tracking tools to support relationship management, and aligning donor interests with NYAM's evolving mission and funding priorities. The VP will need to prepare compelling proposals and briefing materials, support the President's donor engagement, and oversee stewardship programs that reinforce donor trust and long-term commitment.

Serve as a thought partner for NYAM leadership

As a direct report to President Dr. Ann Kurth, the Vice President for Development will play a critical role as a strategic thought partner, helping to align fundraising initiatives with NYAM's mission and long-term vision. This position offers the opportunity to influence organization-wide priorities, integrate development goals into broader strategic planning, and contribute to high-level decision-making. The VP will also serve as a liaison to the Development Committee of the Board of Trustees, equipping members with tools and insights to advance fundraising efforts. The opportunity will be maintaining clear, consistent communication across leadership, providing actionable data through regular reporting, and ensuring that fundraising strategies remain responsive to evolving organizational needs and external philanthropic trends.

Lead and manage the Development Team

The next Vice President for Development will have the opportunity to shape and elevate a small but capable team, currently composed of a Director of Philanthropy and Partnerships, a manager, and a coordinator. With the mandate to lead by example and manage a personal portfolio of donors, the VP can foster a high-performance culture rooted in accountability, collaboration, and professional growth. A key approach lies in mentoring staff to maximize individual giving potential and aligning team goals with NYAM's broader strategic objectives. The next VP must have the skills and appetite to balance strategic oversight with hands-on donor engagement, manage with limited resources, and ensure the team remains agile and motivated during a period of organizational transformation and growth.

QUALIFICATIONS AND CHARACTERISTICS

NYAM will consider candidates with a broad range of backgrounds. A bachelor's degree is required for this position, as is at least 10 years of direct fundraising experience, and at least three years in a leadership position. Experience in the metropolitan New York City area is highly preferred.

- A commitment to and passion for the mission of New York Academy of Medicine to drive progress towards improved healthspan: healthier, longer lives for all;
- A proven track record of fundraising results that includes the direct solicitation and award of gifts with significant institutional impact, both during and outside of campaigns;
- Deep knowledge of the New York City philanthropic community;

- Exceptional leadership, communication, and interpersonal skills, with the ability to build relationships with a wide range of stakeholders;
- Experience managing, mentoring, and developing a successful team of development professionals, leading by example and demonstrating success, in a nonprofit setting;
- Strong knowledge of fundraising best practices, donor management systems (i.e., Salesforce), and financial stewardship;
- Experience overseeing and directly engaging in the identification, cultivation, solicitation, and stewardship of donors and sponsors;
- Superb written and oral communication skills, with an ability to influence and engage internal and external stakeholders, diverse staff, and donors;
- A results-oriented temperament, with a track record of meeting or exceeding fundraising targets.

LOCATION AND COMPENSATION

This position is based in New York City. Staff work in a hybrid environment with some flexibility, pending the needs of the department. The current expectation of this position is a minimum of three days a week on-site, in addition to staff or organizational events. NYAM offers competitive benefits, generous paid time off and holidays, professional development opportunities, and a flexible work environment. The salary range for this position is \$225,000 to \$240,000, commensurate with experience.

APPLICATIONS, INQUIRIES, AND NOMINATIONS

Screening of complete applications will begin immediately and continue until the completion of the search process. Inquiries, nominations, referrals, and CVs with cover letters should be sent via the [Isaacson, Miller website](#) for the search. Electronic submission of materials is strongly encouraged.

Stephanie Fidel, Partner
 Kristen Andersen, Senior Associate
 Maya Bennett, Search Coordinator
 Isaacson, Miller

NYAM is an equal opportunity employer and does not discriminate against any employee or applicant for employment because of race, color, religion, sex, national origin, age, disability, veteran status, sexual orientation, gender identity, or any other protected status. NYAM is an affirmative action employer. As an organization whose primary focus is health equity, NYAM is committed to creating a diverse and inclusive environment for all employees.

This document has been prepared based on the information provided by NYAM. The material presented in this leadership profile should be relied on for informational purposes only. While every effort has been made to ensure the accuracy of this information, the original source documents and information provided by NYAM would supersede any conflicting information in this document.