

Yale SCHOOL OF MEDICINE

Executive Director, Cancer Development
Yale School of Medicine
New Haven, Connecticut

THE SEARCH

[Yale School of Medicine](#) (YSM) is one of the world's leading centers for biomedical research, advanced clinical care, and medical education. It ranks third among medical schools receiving funds from the National Institutes of Health (NIH) and fourth in NIH dollars per faculty member. [Yale Cancer Center](#), a National Cancer Institute (NCI) designated comprehensive cancer center for over 45 years, stands at the forefront of cancer research and care. Together, the Yale Cancer Center and the [Smilow Cancer Hospital](#), are home to esteemed scientists and physicians, enabling cutting-edge approaches in cancer prevention, detection, diagnosis, and treatment. Under the leadership of [Dr. Eric Winer](#), Director of the Yale Cancer Center and Physician-in-Chief of Smilow Cancer Network, the institutions are together poised for a transformative future.

Philanthropy will play a critical role in securing that future, and to that end, Yale seeks a sophisticated, mission-driven, and deeply experienced development leader to serve as the executive director of cancer development (ED). The ED will lead a comprehensive fundraising program and cultivate and steward a portfolio of dedicated donors who share the vision of a cancer-free world. The funds raised will fuel groundbreaking research, clinical trials, and advancements in cancer treatments, ultimately saving lives and enhancing the patient experience. As Smilow Cancer Hospital and Yale Cancer Center solidify their position as leading institutions in cancer care and research, the ED will have the opportunity to strengthen the fundraising team and expand the overall fundraising operation, ensuring continued success in achieving its mission.

Jointly reporting to Dr. Winer and the assistant vice president of individual giving at YSM, the ED will build and supervise a team of fundraisers and oversee philanthropic efforts at both the Cancer Center and Smilow Cancer Hospital, aligning their work with the vision set by the director. The ED will participate in strategic planning, ensuring that fundraising efforts align with the center's strategic priorities. They will bring sophisticated development expertise, employing philanthropic and stewardship strategies to engage grateful patients, friends, and alumni in supporting the center's research, teaching, and clinical programs. This individual must also inspire trust, foster collaboration, and advocate for staff while serving as a thought leader in fundraising.

The ideal candidate has at least ten years of relevant development experience in a complex educational setting, including comfort with and prior leadership in a medical or research environment. Also crucial to success will be strong managerial, strategic planning, and motivational skills; a track record of success growing fundraising programs, partnering with development colleagues, and personally securing significant gifts; the aptitude and desire to build bridges and strong collaborative relationships across a highly complex matrixed university and health system environment; and the exceptional interpersonal skills required to effectively engage key academic and administrative leaders in the fundraising process. A bachelor's degree is required.

Yale School of Medicine has retained Jack Gorman of Isaacson, Miller, a national executive search firm, to assist in this recruitment. Please direct all applications, nominations, and inquiries to Isaacson, Miller, as indicated at the end of this document.

YALE SCHOOL OF MEDICINE

Founded in 1810, [Yale School of Medicine](#) (YSM) is the sixth oldest medical school in the country and a leading institution for biomedical research, education, and advanced clinical care. YSM's standing rests on its impressive history of attracting top-tier scientists in both the basic science and clinical departments, a prized medical education system that prioritizes self-directed learning, and a close partnership with the Yale New Haven Health System (YNHHS) for clinical care. YSM currently ranks third among medical schools receiving funds from the National Institutes of Health (NIH). More than 1,700 Yale physicians provide care to patients from across the region and around the world.

YSM educates and nurtures creative future leaders in medicine, public health, and biomedical science, promoting curiosity and critical inquiry in an inclusive environment enriched by diversity. A total of 1,727 students are currently enrolled at YSM, including 365 medical students, 160 MD/PhD students, and 426 PhD students. YSM houses 5,485 faculty and 2,058 postdoctoral fellows and associates in 29 [academic departments](#). There are 11 basic science departments and 18 clinical departments. Yale has 70 faculty members belonging to the National Academy of Sciences, 61 members belonging to the National Academy of Medicine or both academies, nine Howard Hughes Medical Institute Investigators, four Lasker Award recipients, and [three Nobel Laureates](#).

YALE CANCER CENTER

As Connecticut's only National Cancer Institute–designated Comprehensive Cancer Center and one of just 57 such centers in the nation, Yale Cancer Center integrates world-class discovery science, translational research, and multidisciplinary patient care through its partnership with Yale School of Medicine and Smilow Cancer Hospital. With a legacy that includes pioneering advances in chemotherapy and immunotherapy, more than 300 cancer researchers, extensive NIH and NCI funding, and a robust portfolio of innovative clinical trials, the center provides an environment where leading talent can shape the future of cancer medicine while advancing a mission to reduce the burden of cancer through transformative

science, exceptional clinical care, education, and community engagement. Yale Cancer Center represents a rare convergence of academic excellence, scientific ambition, and institutional momentum on a global scale.

Learn more about Yale Cancer Center, Yale School of Medicine, and its leadership in the addendum of this document and by visiting www.medicine.yale.edu.

ROLE OF THE EXECUTIVE DIRECTOR, CANCER DEVELOPMENT

Jointly reporting to the Assistant Vice President of Individual Giving at the Yale school of Medicine and the Director and Physician Chief, Eric Winer, the Executive Director will build and supervise a team of fundraisers to oversee fundraising efforts at both the Yale Cancer Center and Smilow Cancer Hospital, a hospital within the Yale New Haven Health System, aligning their work with the priorities set by the Director. The Executive Director will participate in strategic planning, ensuring that fundraising efforts align with the center's strategic priorities. They will bring sophisticated development expertise, employing philanthropic and stewardship strategies to engage grateful patients, friends, and alumni in supporting the center's research, teaching, and clinical programs. The Executive Director will inspire trust, foster collaboration, and advocate for staff while serving as a thought leader in fundraising.

Key Responsibilities:

- In partnership with the director/physician-in-chief and the YSM AVP, assess the effectiveness and fundraising potential of cancer development; serve as architect and builder of a strategic fundraising operation that will broaden and strengthen philanthropic support for cancer within Yale's complex matrixed environment.
- Support the director/physician-in-chief in his role as a chief fundraiser and spokesperson for cancer at Yale; develop strategies that maximize lifetime support and engagement from the institution's most affluent donors and friends with an interest in cancer.
- Undertake efforts to identify new prospects capable of making significant gifts in support of cancer while stewarding and renewing existing donors; formulate creative cultivation plans to engage them and successfully execute effective solicitation strategies that lead to significant commitments; engage, guide, and lead other senior leaders and key volunteers in each stage of the development process.
- Recruit, manage, and mentor a committed and productive team that is well prepared and has the skills to meet the ongoing challenges and aspirations of the program; set clear direction and priorities; promote excellence through well-defined and measurable goals.
- Develop a nuanced understanding of cancer research initiatives, clinical care, and training programs across Yale; establishes funding goals and milestones in clear and compelling terms to current and prospective donors.

- Establish, promote, strengthen, and maintain productive and collaborative relationships with key constituents and partners. represents the University in interactions with prospective donors/donors, volunteers, alumni, grant makers, and other individuals and groups/entities.

Key Qualifications

Yale seeks an extraordinary leader who will bring with them the following qualifications and characteristics:

- Bachelor's degree and ten years of relevant experience with at least eight years of managing/leading a team of professionals; or equivalent combination of education and experience.
- Experience in an educational setting and familiarity with the mission of a complex university.
- Comfort with and prior leadership in a medical or research environment and/or cancer fundraising
- Superb organizational, interpersonal, written, and oral communication skills; demonstrated ability to work effectively with colleagues across complex organizations.
- Proven success in leading and implementing large strategic fundraising and advancement planning efforts, including those with a multi-/inter-disciplinary focus.
- Proven track record in identifying prospects and cultivating, soliciting and closing significant gifts from a range of sources.
- Conversant in the sciences. Ability to articulate a vision and strategy in coordination with an executive leadership team.
- Experience managing, inspiring, leading and directing staff with an emphasis on building a strong and collaborative team. Commitment to an inclusive workplace.
- Demonstrated ability to interact effectively with colleagues and understand complex organizations. A record of accomplishment of effective collaboration across traditional boundaries and roles.
- Ability to manage multiple projects simultaneously and successfully in a fast-paced environment with professionalism and a sense of humor. Ability to deal appropriately with sensitive information and maintain strict confidentiality.
- Willingness and ability to travel, as needed.

APPLICATIONS, INQUIRIES, AND NOMINATIONS

Screening of complete applications will begin immediately and continue until the completion of the search process. Inquiries, nominations, referrals, and resumes should be sent via the Isaacson, Miller [website](#).

Jack Gorman, Partner
Grace Zakim, Managing Associate
Lisa Clayton, Managing Search Coordinator
Isaacson, Miller

Yale University policy is committed to affirmative action under law in employment of women, minority group members, individuals with disabilities, and protected veterans. Additionally, in accordance with Yale's Policy Against Discrimination and Harassment, and as delineated by federal and Connecticut law, Yale does not discriminate in admissions, educational programs, or employment against any individual on account of that individual's sex, sexual orientation, gender identity or expression, race, color, national or ethnic origin, religion, age, disability, status as a special disabled veteran, veteran of the Vietnam era or other covered veteran.

This document has been prepared based on the information provided by Yale School of Medicine. 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 Princeton would supersede any conflicting information in this document.

ADDENDUM

LEADERSHIP

Dr. Eric Winer, MD

Director, Yale Cancer Center; President and Physician-in-Chief, Smilow Cancer Hospital; Deputy Dean for Cancer Research, Yale School of Medicine

Dr. Eric Winer was appointed Director of Yale Cancer Center and President and Physician-in-Chief of Smilow Cancer Hospital Yale New Haven Health System on February 1, 2022. He is also the Alfred Gilman Professor of Medicine and Pharmacology and Deputy Dean of Cancer Research at Yale School of Medicine. An internationally renowned expert in breast cancer, Dr. Winer has led and collaborated on innumerable clinical trials that have changed the face of the disease. His work has touched almost all aspects of breast cancer and he is particularly well known for his work in HER2-positive disease. Dr. Winer has long been an advocate of building teams consisting of scientists and clinicians to accelerate progress in cancer research and care. He previously served as principal investigator of a breast cancer Specialized Program of Research Excellence (SPORE) for over a decade.

Dr. Winer was President of the American Society of Clinical Oncology (ASCO) from 2022-2023 and Chair of the Board of Directors from 2023-2024. He is the current Chair of the Scientific Advisory Board of the Breast Cancer Research Foundation. For over a decade, he served as chief scientific advisor and chair of the Scientific Advisory Board for Susan G. Komen for the Cure. He co-led the National Cancer Institute Breast Cancer Steering Committee from 2016-2022. Dr. Winer has published over 400 original manuscripts and mentored over 30 fellows and junior faculty. In recognition of his mentoring impact, he was the recipient of the William Silen Lifetime Achievement in Mentoring Award from Harvard Medical School in 2020. He has also received numerous awards for his breast cancer research, most notably the William L. McGuire Memorial Lecture Award in 2016 at the San Antonio Breast Cancer Symposium, the Gianni Bonadonna Breast Cancer Award at ASCO in 2017, the Susan G. Komen Brinker Award for Clinical Research in 2018, and the Jill Rose award from the Breast Cancer Research Foundation in 2019.

Dr. Winer is an alumnus of both Yale College and Yale School of Medicine. After receiving his medical degree in 1983, he completed training in internal medicine and served as chief resident at Yale New Haven Hospital. He completed a fellowship in hematology/oncology at Duke University School of Medicine and served on the Duke faculty from 1989 to 1997. He then joined Dana-Farber Cancer Institute, Brigham and Women's Hospital, and Harvard Medical School where he built an internationally prominent breast cancer program. Prior to his move back to Yale in 2022, he held the Thompson Chair in Breast Cancer Research and served as chief clinical development officer, and senior vice president for medical affairs at Dana-Farber Cancer Institute, as well as Professor of Medicine at Harvard Medical School.

Meghan Fay, MBA, MFA, Associate Vice President for Medical School Development and Alumni Affairs

Meghan Fay assumed the role of associate vice president for medical school development and alumni affairs on October 1, 2024. In this role, Fay serves as the chief fundraiser for YSM and leads development and alumni affairs strategy, operations, and personnel as a dual report to Dean Brown and Joan O'Neill, the vice president for alumni affairs & development.

Before joining Yale, Fay served as the inaugural associate dean for advancement at the Columbia Climate School, the first new school to be established at Columbia University in more than 25 years. She brings to Yale extensive development experience at academic institutions and medical centers, as well as exceptional leadership and fundraising skills.

With a total of 15 years at Columbia, Fay held previous roles as senior director of development at the Mortimer B. Zuckerman Mind Brain Behavior Institute, and director of development at the Mind Brain Behavior Initiative. Prior to Columbia, Fay served as a senior leadership gifts officer at Boston University and development and alumni officer in the College of General Studies. She also has worked as a major gifts officer at Lahey Clinic Medical Center.

Fay earned a bachelor of science in print journalism with a minor in political science from Boston University, an M.B.A. from Northeastern University, and an M.F.A. from Columbia University.

YALE NEW HAVEN HEALTH

[Yale New Haven Health](#) (YNHHS) is Connecticut's leading healthcare system and the largest private employer in the state, with hospitals in Bridgeport, Greenwich, Milford, New Haven, and New London in Connecticut and a hospital in Westerly, Rhode Island. Among those hospitals is Yale New Haven Hospital (YNHH), the top-ranked hospital in Connecticut by *U.S. News and World Report* and nationally ranked in eleven adult and five pediatric specialties. YNHH has over 1,500 beds and 4,500 university and community physicians across more than 100 specialties. YNNH has received Magnet designation from the American Nurses Credentialing Center and is the primary teaching hospital for YSM.

FOR HUMANITY: THE CAMPAIGN FOR YALE

In 2021, Yale announced the public phase of an ambitious, five-year capital campaign to raise \$7 billion to help future generations of university faculty, students, and staff tackle the greatest challenges facing humankind. The campaign recognizes that the work done at Yale can benefit the world beyond, and it places renewed focus on the responsibility that comes with capability, targeting future investments in ways that will advance scholarship, research, scientific breakthroughs, and access. The university's first fundraising campaign in 10 years, For Humanity includes four key priority areas: Arts and Humanities for Insight; Science for Breakthroughs; Collaborating for Impact; and Leaders for a Better World. As the campaign comes to a close, Yale will exceed its \$7 billion goal. More information on the campaign may be found here: <https://forhumanity.yale.edu/about-campaign>.