



SENIOR DIRECTOR, CORPORATE AND INDIVIDUAL GIVING
The Translational Genomics Research Institute (TGen)
Phoenix, Arizona

[Translational Genomics Research Institute](#) (TGen) is a Phoenix, Arizona-based non-profit organization dedicated to conducting groundbreaking research with life changing results. TGen is focused on helping patients with neurological disorders, cancer, diabetes, and infectious diseases, through cutting edge translational research (the process of rapidly moving research towards patient benefit). TGen physicians and scientists work to unravel the genetic components of both common and rare complex diseases in adults and children. Working with collaborators in the scientific and medical communities literally worldwide, TGen makes a substantial contribution to help our patients through efficiency and effectiveness of the translational process.

In 2016, TGen joined forces with the [City of Hope](#) to accelerate the speed with which scientists and medical staff convert research discoveries into cures for patients. The alliance is based on a simple premise: City of Hope provides a state-of-the-art clinical setting in which to advance genomic breakthroughs made by TGen. It is a collaboration that plays to the strengths of each organization. City of Hope is a pioneer in the fields of bone marrow transplantation, hematologic malignancies, select solid tumors, and diabetes. TGen, meanwhile, is a leader in applying genomic analysis and bioinformatics to cancer drug development. Together, they are transforming the diagnosis, treatment, and prevention of cancer and other life-threatening diseases.

Raising the philanthropic resources to fuel this leading-edge research, exquisite and compassionate clinical care, and the advancement of biomedical education and training, is a vital component of the TGen/City of Hope model of success. The two philanthropic foundations collaborate on philanthropic goals, and the Chief Development Officer of TGen Foundation reports to the Chief Philanthropy Officer at City of Hope. The shared culture is one of collaboration, accountability, and activation.

The TGen Foundation's vision, as part of the Office of Philanthropy (OOP) and City of Hope team, is to support this life-saving work by being known institutionally and nationally as a model of excellence among elite fundraising programs. Each member of the OOP is a stakeholder in City of Hope's work, with personal accountability for their role in building a successful future of delivering new cures, treatments, and education.

As TGen grows and aspires to improve the clinical outcomes of translational research, TGen leadership recognizes the need to develop new models of financial sustainability that include augmentation and

diversification of philanthropic revenue streams. To this end, the development team is looking forward to growing with the creation of the Senior Director of Corporate and Individual Giving role.

The Senior Director of Corporate and Individual Giving (SD-CIG) will advance this vision by bringing an institution-wide perspective in contributing to the creation of programs and strategies to drive institutional success. In this strongly self-driven role, the SD-CIG will share responsibility for cultivating and instilling a culture of excellence throughout TGen Foundation and the OOP, as well as creating and perpetuating key processes and programs that support an office-wide focus on collaboration, efficiencies, and metrics-based performance outcomes. The SD-CIG will actively support a donor experience model and work collaboratively across the TGen Foundation-OOP to ensure a positive donor-centric culture. By providing expertise and serving as a leader for key TGen corporate and individual giving efforts, the SDCIG will be a partner in creating our vision of being known institutionally and nationally as a model of excellence among elite fundraising programs. Further, the SD-CIG will work closely with leadership and faculty at TGen to build meaningful relationships with corporate and individual donors, telling the story of TGen's success in advancing innovative research that leads to treatment developments for complex, rare, and life-threatening diseases while also contributing to community engagement and educational programming.

The SD-CIG will possess five to seven years of experience in corporate relations, development, marketing and communications, or a related field in a non-profit environment. A demonstrated track record of successfully engaging and advancing relationships with local and national corporations, and in securing major gifts from individual donors is required. The successful candidate will have a demonstrated ability to hire, train, manage, mentor, and motivate staff, as well as set priorities to drive the work of the team in maintaining established high standards of productivity and ethics. A proven ability to work with investigators and physicians, as well as foundations that engage in peer-review funding is critical. The SDCIG will have expert organizational, analytical, and project/program management skills, including skills in setting and meeting goals and objectives within budget and time constraints. The successful candidate will possess superb written and interpersonal communication skills, including political acumen, and an ability to establish and maintain good working relationships throughout the organization and with outside constituencies. The successful candidate will ideally have experience working within a complex medical, scientific, or academic development setting. A bachelor's degree is strongly desired; an advanced degree is preferred; and experience could substitute for degree or subject area requirements. The position is expected to be primarily in-person with some travel required.

TGen has retained Rachel Ellenport of the national executive search firm, Isaacson, Miller, to assist in this important recruitment. Confidential inquiries, nominations, and applications should be directed to the search firm as indicated at the end of this document.

ABOUT TGEN

Founded in 2002, TGen was conceptualized by Dr. Jeffrey Trent, an internationally recognized scientist, who envisioned an institute where many of the world's leading scientists would turn breakthroughs in genetic research into medical advances benefiting patients and their families. TGen's goal has always been to champion the use of an individual's underlying genetic profile to guide clinical decisions, whether preventing, diagnosing, or treating disease.

Thirty-four faculty produce cutting edge research at TGen. They focus their work on five distinct research areas:

- **Cancer:** Cancer is the second-leading cause of death in the U.S., annually killing more than 590,000 Americans. Soon it could eclipse heart disease. TGen is using advanced technology to explore the human genome, discovering the origins of cancer—especially lung, colon, pancreas, blood, breast, and brain cancers and those affecting children—developing methods of early detection, and turning life-threatening diseases into merely chronic conditions that allow patients not only to live, but thrive.
- **Neurological disorders:** From Alzheimer's to ALS—from concussions and other traumatic brain injuries to stroke—TGen's Neurogenomics Division seeks answers to both common and rare neurological disorders. TGen's Center for Noninvasive Diagnostics looks for early warning signs of medical conditions, while TGen's Center for Rare Childhood Disorders is diagnosing pediatric ailments.
- **Pathogen and microbiome:** TGen North, located in Flagstaff, Arizona, is the home of TGen's Pathogen & Microbiome Division. From a holistic, One Health perspective, the scientists, and researchers at TGen North focus on diagnostic, analytic, forensic, ecologic, and epidemiologic research of microbes critical to healthcare and public health and safety. TGen North is a proud contributor to the vibrant Flagstaff research community, actively participates in local education and outreach activities, and is a founding member of STEM City, an organization that contributed to Flagstaff being named America's First STEM Community.
- **Rare childhood disorders:** Our genes shape who we are in so many distinct and different ways. So, too, do they play more than a passing role in how we develop and react to disease, and as important, how our body reacts to treatment. At the Center for Rare Childhood Disorders, TGen faculty are pioneers in deciphering the story a person's genome has to tell. They have the ability to decipher a patient's genome and provide information to the physician —and families—about how best to attack a given disease.
- **Canine health and performance:** In the age of genomic medicine, our canine companions are helping us more than ever. Because so many of our ailments are shared by our four-legged friends, studying diseases and conditions such as hearing loss, obsessive compulsive disorder and even cancer in dogs can help find answers for humans, too. Through TGen's Dog and Human Precision Medicine initiative, the institute is engaged in research in which basic information, a simple DNA cheek swab of dogs could produce medical discoveries that not only benefit the health of our pets, but our own health as well.

In addition to direct translational research, TGen also advances education and workforce development in the field of genomics research. Through the [Helios Scholars program](#), undergraduate, graduate, and medical students in Arizona can participate in a paid, eight-week summer internship program in biomedical research, opening doors for their own academic and professional careers. TGen also hosts the [Bioscience Leadership Academy](#), a two-week bioscience program for Arizona high school students. This program aims to elevate students' understanding of the biosciences and precision medicine while providing critical skills development workshops in science communication, workplace skills, and more, in order to prepare the next generation of translational scientists.

TGen is located on the 15-acre Phoenix Biomedical Campus in downtown Phoenix; today, the biomedical campus is an integral piece of the statewide bioscience initiative as the faculty contribute significantly to biomedical discoveries, the quality of health care for Arizona's residents, and the expansion and diversification of the state's economy. The campus provides a unique, energetic environment that attracts biotech and related companies to Phoenix and Arizona through business opportunities in R&D, collaboration, partnering, and office expansion.

ABOUT CITY OF HOPE

Founded in 1913, City of Hope is a National Cancer Institute-designated comprehensive cancer center and founding member of the National Comprehensive Cancer Network. It is ranked among the nation's "Best Hospitals" in cancer by *U.S. News & World Report* for over a decade. City of Hope is dedicated to making a difference in the lives of people with cancer, diabetes, and other serious illnesses with the mission to transform the future of health care by turning science into a practical benefit—hope into reality. City of Hope accomplishes this by providing outstanding care, conducting innovative research, and offering vital education programs focused on eliminating these diseases.

The City of Hope community includes research associates, scientists, doctors, nurses, allied health professionals, graduate students, fundraising specialists, marketing professionals, volunteers, and an extensive support staff. They are united by the desire to find cures, save lives and transform the future of health. With the recent acquisition of the Cancer Treatment Centers of America, City of Hope is now positioned to become one of the largest cancer research and treatment organizations in the country.

SENIOR DIRECTOR, CORPORATE AND INDIVIDUAL GIVING

The Senior Director of Corporate and Individual Giving is responsible for building, leading, growing, and stewarding a national goals-driven donor program to raise direct revenue and fuel a sustainable national corporate and individual donor pipeline. This program will build on City of Hope's rich, 100+ year old history of national outreach to donors. TGen's corporate and individual giving programs will be highly integrated with City of Hope's overall donor pipeline efforts. These efforts are focused on identifying individuals who are interested in contributing financially to advance TGen's and COH's critical work in cancer, diabetes, neurological disorders, and infectious disease research as well as compassionate care, a model that informs institutions world-wide.

The SD-CIG serves as a role model for TGen and OOP team members, participating in the creation of a forward-thinking culture and its associated change management, as well as providing strategic insight and guidance regarding OOP fundraising programs and priorities.

In this role, the SD-CIG will have the following primary areas of focus:

- In partnership with TGen Foundation and OOP leadership, as well as in collaboration with fundraisers across OOP, work with TGen and City of Hope leaders to respond to emerging organizational priorities, matching strategic initiatives with appropriate individuals and corporations.
- Oversee, manage, and execute creative, innovative, and customized donor strategies for a portfolio of individual and corporate donors and prospects, primarily at the \$100K and up gift

capacity. Identify, cultivate, and solicit prospects capable of making major gifts to TGen and City of Hope, and build and manage an active portfolio that eventually grows up to 125 prospect and donor relationships. Utilize data to define strategic plans for solicitation of prospects.

- Provide guidance to TGen Foundation and OOP leadership to navigate paradigm shifts in the corporate funding community preparing TGen and City of Hope for strategic conversations and partnership opportunities. Serve to interpret the changing philanthropic environment and bring a broad organizational and global perspective to engage with corporations in an evolved capacity.
- In partnership with TGen Foundation and OOP colleagues, continuously innovate and implement comprehensive identification, qualification, stewardship, and donor relations programs that sustain long-term strategic relationships with individual and corporate donors and prospects.
- Partner with colleagues across TGen Foundation, OOP, and Enterprise (TGen-COH) Leadership to present formal fundraising proposals to donors and prospects and/or to thoughtfully prepare senior leadership for the presentation of proposals. Serve as a proactive, team-oriented leader to ensure philanthropic results are optimized through leveraging collaborative OOP efforts. Oversee and participate in donor strategy and proposal development in response to opportunities identified by OOP and TGen Foundation leadership and/or in partnership with colleagues across OOP.
- Manage direct reporting staff and act as mentor for content and professional development areas including: partnering with leadership to develop, implement, and monitor organizational development strategies, conducting ongoing conversations regarding performance in relation to metrics, articulating opportunities for employees' growth and professional development in a thoughtful manner and proactively leading a work team that is highly-integrated into the larger fund-raising and pipeline development effort.
- In partnership with the Chief Development Officer, the SD-CIG will provide effective and efficient leadership and management of daily operations on issues relating to TGen policies and procedures, foundation policy, budgetary resources, management controls, accountability, risk management, performance standards, and strategic planning and ensure that all of the above follow associated regulations and policies.

The SD-CIG will share responsibility for cultivating and instilling a culture of excellence, collaboration, accountability, and efficiency throughout the TGen Foundation-OOP, moving toward the vision of being known as a model of excellence among elite fundraising programs. As a leader and an integral member of the TGen Foundation team, the SD-CIG will work closely with diverse colleagues to identify, quantify, and understand TGen's and City of Hope's philanthropic priorities and develop leadership deployment strategies necessary to guide clinicians, researchers, and staff to enhance philanthropic support for Enterprise-wide initiatives including a multi-billion-dollar comprehensive campaign.

The SD-CIG will contribute by employing and modeling key processes and programs that support an officewide focus on collaboration, efficiencies, and metrics-based performance outcomes, in addition to primary role responsibilities. The SD-CIG will be encouraged to operate autonomously and to exercise initiative and authority within general parameters set by the Chief Development Officer, and to represent the Chief Development Officer whenever necessary.

This position requires:

- Consistent knowledge and familiarity with national trends in philanthropy, biomedical research and healthcare practice and policy.
- Evolving mastery of advancement, fundraising, and corporate relations best practices. Minimum of 5-7 years in corporate relations, fund raising, development, marketing and communications or related field in non-profit environment. Confirmed knowledge and experience with local and national corporations, as well as individual donors.
- Proven experience in securing major and principal gifts from corporations and individuals, possessing a thorough understanding of grant policies, solicitations, stewardship, donor recognition and reporting, and administration.
- Demonstrated skill and experience in working with prominent corporate leaders, program managers, and senior leadership and volunteers.
- Experience in developing and executing highly-personalized individual and corporate strategies for medical research, health sciences, or major universities or other non-profit organizations.
- Demonstrated ability to craft and present persuasive and complex presentations to donors, volunteers, and TGen-City of Hope leadership and staff.
- Demonstrated ability to hire, plan, train, manage, mentor, and discipline staff, as well as set priorities to direct others in maintaining established high standards of work production and ethics.
- Strong work ethic and a high energy level with willingness to work hands-on in developing and executing a variety of development and advancement 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 TGen and City of Hope to a wide variety of individuals and groups, both internally and externally. Sound judgment and decision making. Expert-level skills in maintaining confidentiality.
- A driving passion, possibly through direct experience with different kinds of disease conditions, to reduce the time required to discover major improvements to specific medical treatments.
- A commitment to an attitude of gratitude.
- A curiosity about philanthropy, learning, and a dedication to inspiring curiosity in others.
- A Bachelor's Degree or Master's in business, philanthropy, or related field is strongly desired. Experience may substitute for degree or subject area requirements. Advanced degree or subsequent experience preferred.

The SD-CIG will follow established City of Hope, TGen, and department policies, procedures, objectives, performance improvement, attendance, safety, environmental, and infection control guidelines, including adherence to the workplace Code of Conduct and Compliance Plan. Practice a high level of integrity and honesty in maintaining confidentiality. Perform other related duties as assigned or requested.

The following shared, organization-wide competencies describe the desired behaviors that will facilitate success at TGen-City of Hope:

1. **Communication** - Expresses ideas clearly and constructively (written and spoken, upward and downward, one-on-one and with groups).
2. **Customer Service** - Seeks to understand customer needs and works to exceed customer expectations (internal and external).
3. **Initiative** - Looks for opportunities to improve performance; manages time, work, and relationships effectively and efficiently.
4. **Professionalism** - Treats others with respect; abides by the institutional values; displays a positive and cooperative attitude; adheres to the workplace Code of Conduct and compliance policies.
5. **Stewardship** - Identifies efficiencies to reduce redundancy and/or elimination of tasks resulting in savings of costs, resources and/or time.

The above statements are intended to describe the general nature and level of work being performed. They are not intended to be construed as an exhaustive list of all responsibilities, duties and skills required of personnel so classified.

LOCATION

TGen's location in Phoenix, Arizona provides a unique opportunity for TGen in terms of fundraising opportunities, as well as a wonderful place for TGen employees to live. Phoenix is the nation's fifth largest city, and it continues to grow. Boasting of warm summers and mild winter weather, the Phoenix metropolitan area is home to several Sonoran Desert preserves and hiking trails, golf courses, the Phoenix Zoo, art centers, cultural institutes, and historical museums. The Phoenix metropolitan area also provides opportunity for connections to local industry, including aerospace and defense, tech manufacturing, bioscience and health care, film and media, finance, and budding entrepreneurship.

To learn more about Phoenix, please visit: <https://www.phoenix.gov/>

TO APPLY

Rachel Ellenport is leading this search with Sofia Vargas and Megan Gorman. For more information, to submit a nomination, or to apply for this role, please visit:

www.imsearch.com/8319

TGen considers all applicants for employment without regard to race, color, religion, sex, national origin, age, disability, sexual orientation, gender identity, or status as a protected veteran in accordance with federal law and other state and local requirements. TGen complies with applicable state and local laws prohibiting discrimination in employment and provides reasonable accommodation to qualified individuals in accordance with the American with Disabilities Act (ADA) and applicable state and local laws.

ADDENDUM

LEADERSHIP

Jeffrey Trent, President & Research Director

Prior to forming TGen in 2002, Dr. Trent served for 10 years as the Scientific Director of the National Human Genome Research Institute at the National Institutes of Health in Bethesda, Maryland. Under his guidance, NHGRI's Division of Intramural Research became an internationally recognized research center in human genetics.

Dr. Trent's research has provided important insights into the genetic basis of cancer. He is the author of more than 300 manuscripts in the scientific literature, numerous book chapters, invited reviews, and has given hundreds of invited lectures. He has received numerous honors and awards, and has sat on the editorial boards of a dozen scientific publications. He specializes in developing and integrating novel "omic" technologies, supporting studies of molecular changes related to cancer risk and progression. He continues to participate in studies of other complex diseases in humans, as well as leading TGen's canine hereditary cancer program.

Dr. Trent's previous faculty positions included: The University of Arizona, where he was Deputy Director and Director for Basic Science of the Arizona Comprehensive Cancer Center; the University of Michigan, where he held the E. Maisel Endowed Professorship in Cancer Genetics, Professor of Human Genetics and Radiation Oncology, Head of the Cancer Biology Division of the Department of Radiation Oncology, and Deputy Director and Director of Basic Research for the Michigan Comprehensive Cancer Center. He also is a Diplomat of the American College of Medical Genetics.

Work in Dr. Trent's laboratory focuses on the study of genetic changes related to cancer predisposition and progression. He has worked the majority of his career on melanoma, most recently serving as the CoPrincipal Investigator of the Stand Up to Cancer Melanoma Dream Team. The focus on that project is using molecularly-guided therapy for patients with BRAF wild-type (BRAFWT) metastatic melanoma. In addition to continuing work on germline genetic alterations associated with melanoma risk, his laboratory has been among the most active in identifying and understanding the somatic changes associated with canine melanoma. The canine is a critically important model of human disease, and in the case of melanoma the clear clinical association to the human is for the largely understudied mucosal melanomas.

Other work in his laboratory has been focused upon relating the recent advances in both molecular biology and cancer genetics of ovarian cancer. Specifically, he was one of the leaders of an international consortium which [recently identified](#) that Small Cell Carcinoma of the Ovary, hypercalcemic type, (SCCOHT) displays frequent inactivating germline and somatic mutations in SMARCA4. SCCOHT is an extremely rare, aggressive cancer affecting children and young women (average age of diagnosis 23 years old compared to 63 years old for the common epithelial ovarian cancers). Working with investigators headed by Dr. David Huntsman of the British Columbia Cancer Agency they identified germline and somatic inactivating mutations in this SWI/SNF chromatin-remodeling gene in nearly all SCCOHT. The genetic changes lead to SMARCA4 protein loss in 95 of SCCOHT tumors but in only 0.4 (2/485) of other primary ovarian tumors. These data implicate SMARCA4 in SCCOHT oncogenesis.

Kristin Bertell, Chief Philanthropy Officer, City of Hope

Kristin Bertell is chief philanthropy officer at City of Hope and a member of City of Hope's Enterprise Leadership Team. In this role, Bertell provides strategic leadership for all aspects of City of Hope's philanthropic efforts as the cancer treatment center and biomedical research institution enters a new era of growth and development.

Bertell joined City of Hope in 2015 and oversees a team of nearly 160 staff in executing a diverse portfolio of fundraising programs and activities. Under her direction, City of Hope is evolving its 100-plus-year fundraising platform into an industry-leading, mission-driven philanthropic enterprise, all while maintaining its status as a Charity Navigator 4-star-rated charity.

With more than 30 years of expertise in nonprofit fundraising, Bertell has received multiple awards recognizing her work, including being named the 2014 AFP San Diego Chapter's Outstanding Fundraising Professional. She is also a regular speaker at local and national professional association and industry conferences and is a certified fundraising executive.

Previously, Bertell served in leadership and fundraising positions for UC San Diego Health, the Salk Institute for Biological Studies, Keck School of Medicine of USC, the Greenwood Company and UCLA Health Sciences Development.

She is a graduate of UCLA and holds a master's degree in communications management from the Annenberg School for Communication and Journalism at USC.

Erin Massey, Chief Development Officer

A member of TGen's senior leadership team, Ms. Massey brings more than 20 years of experience to her role as Chief Development Officer for the TGen Foundation, where she drives the establishment and growth of philanthropic strategies and partnerships in support of the institute's research, clinical, and training programs.

As Chief Development Officer, she leads a dedicated team that is directly responsible for identifying, cultivating, and soliciting major gifts from philanthropic-minded corporations, foundations, businesses, and individuals in support of TGen's research priorities toward improving patient care.

Prior to her appointment as Chief Development Officer, Ms. Massey served as Vice President for Cancer Programs at TGen. Among her achievements, she co-developed many of TGen's most successful fundraising programs, the Foundation's National Advisory Council platform, and many special events, both locally and nationally. She also established the Foundation's efforts in memorial giving and online fundraising by creating a framework that promotes the Foundation's efforts through videos, and online networking sites such as Facebook and YouTube.

Ms. Massey joined TGen after three and a half years at the Phoenix Children's Hospital, where she participated in all areas of special event fundraising. In particular, she developed and managed fundraising for the Children's Cancer Center and the Children's Miracle Network. She was also instrumental in the

efforts to establish Arizona's first freestanding children's hospital, which culminated with the opening of Phoenix Children's pediatric hospital in May 2002.

A native of Hillsborough, North Carolina, Ms. Massey received her Bachelor's degree in communications from the University of Arizona, Tucson.

Stephanie Grinage, Vice President, Individual Giving

A cancer survivor, Stephanie Grinage understands the urgency of translational research and the promise of precision medicine. "It's personal."

She assumed her role with TGen as vice president, individual giving in 2021 and serves as the primary strategic partner in cultivating and maintaining new and existing relationships with individual donors to build a nationwide individual donor constituency.

Prior to TGen, Stephanie served as vice president for advancement to support the Indiana Bioscience Research Institute (IBRI), an industry inspired not-for-profit research institute focused on cardiometabolic diseases. Her prior experience working in academic medicine has included roles as associate vice chancellor for Medical Advancement and associate dean for the University of Illinois at Chicago (UIC) College of Medicine and as KU Endowment vice president for Medical Development supporting the University of Kansas Medical Center.

She earned her Master of Health Administration (MHA) from the University of Illinois at Chicago and received her Bachelor of Arts degree in communications from Fort Hays State University in Hays, Kansas.