



## SENIOR DIRECTOR OF ADVANCEMENT, ALVIN J. SITEMAN CANCER CENTER

*St. Louis, Missouri*

### THE SEARCH

Washington University in St. Louis seeks an experienced, strategic, and aspirational senior director of advancement for the Alvin J. Siteman Cancer Center. This individual will support fundraising efforts for one of the most distinguished medical schools in the country, with highly developed research, teaching, and clinical care.

The Alvin J. Siteman Cancer Center at [Barnes-Jewish Hospital](#) and [Washington University School of Medicine](#) (WUSM) is an international leader in cancer treatment, research, prevention, education, and community outreach. It is the only cancer center in Missouri to hold the prestigious [Comprehensive Cancer Center designation](#) and “Exceptional” rating from the National Cancer Institute and [membership in the National Comprehensive Cancer Network](#).

WUSM has prospered over the past century, distinguished as a first-tier medical school, and ranked for over a generation among a handful of leading medical schools in the United States. As an essential part of a renowned university, and the partner of an equally successful healthcare system, WUSM has flourished in every dimension. It has a profound commitment to the three traditional missions — research, teaching, and care — and has increasingly embraced community engagement as a fourth. Its partnerships, clinical care, endowment, and philanthropy have created an unusually generous net for investment in its missions.

Reporting directly to the executive director of advancement for the Siteman Cancer Center, the senior director of advancement will be responsible for developing and implementing a comprehensive fundraising strategy for securing philanthropic support from a portfolio of 65 to 75 major gift prospects. This leader’s personal fundraising will focus on blood cancers, including lymphoma, as well as gynecological oncology, and the Department of OB/GYN. The senior director will proactively work with prominent and renowned faculty to identify new prospects, complete prospect cultivation calls, and communicate with and visit prospects and donors who are capable of making gifts of \$100,000 or more.

The 38-person medical advancement team, includes the grateful patient, medical corporate and foundation relations, and WUSM teams; in total, this group raises an average of \$170 million annually, which represents approximately one half of the funds raised by Washington University’s advancement division. Focusing on the blood cancer area, including supporting one of the top five largest bone marrow transplant clinics in the nation, the senior director will be partnering with these divisions to coordinate fundraising strategies and maintain a portfolio of major gift prospects and donors. Establishing strong and effective working relationships with the vice chancellor, dean, director of the cancer center, faculty, and advancement colleagues will be key to this role.

The successful candidate will have at least seven years of successful fundraising experience in a complex organization (preferably in academic medicine and/or clinical and basic research); strong verbal and written communications; a track record of success securing significant major gifts; the desire and wherewithal to build bridges and strong collaborative relationships with all members of an operation across a university and a diverse body of donors and constituents; and the exceptional interpersonal skills required to effectively engage key leaders and other members of the university community in the fundraising process. Essential qualifications include the expertise and ability to identify, cultivate, solicit, and secure major gift commitments at a level of \$100,000 or more.

Washington University in St. Louis has retained the services of Jack Gorman of Isaacson, Miller — a national executive search firm — to assist in conducting this search. All inquiries, applications, and nominations for this position should be directed to Isaacson, Miller as indicated at the end of this document and will be held in the strictest confidence.

## UNIVERSITY ADVANCEMENT

University Advancement at Washington University in St. Louis is one of the most sophisticated fundraising operations in the country. Comprised of approximately 400 employees, this cohesive and collaborative team works together to engage and cultivate Washington University's 150,000 alumni living and working worldwide, as well as parents, friends, grateful patients, corporations, foundations, and other groups and agencies. WUSTL represents a nexus for a diverse and accomplished community that shares a love for the university—as well as interests, professions, cultures, and ZIP codes.

In fiscal year 2021, the university received \$292,800,000 in gifts of cash, securities, and gifts-in-kind. In compliance with accounting conventions, amounts reported in the financial statements, including non-endowed gifts, reported as operating revenue, and endowed gifts, reported as non-operating activity, totaled \$229,777,000. Endowed gifts, restricted for investment and future support, totaled \$71,323,000.

## *LEADING TOGETHER: THE CAMPAIGN FOR WASHINGTON UNIVERSITY*

In the fall of 2012, the university publicly announced its most recent campaign, *Leading Together: The Campaign for Washington University*, with an initial goal of \$2.2 billion. The university's campaign priorities included securing support for outstanding faculty; a talented and diverse student body; scholarly research and creative potential; teaching, research, and living environments; and unrestricted annual support. In 2015, when the campaign total neared its initial goal more than two years ahead of schedule, the university's board of trustees approved a new goal of \$2.5 billion. On June 30, 2018, the campaign closed at a remarkable figure of \$3.378 billion and attracted record support from more than 160,000 alumni, parents, and friends of the university, including hundreds of volunteers in St. Louis and cities across the United States and worldwide.

## SENIOR DIRECTOR OF ADVANCEMENT, SITEMAN CANCER CENTER

Reporting to Siteman Cancer Center's executive director of development, the senior director of advancement is responsible for raising private support for cancer research, education, and community program priorities across the cancer center and WUSM. The senior director will identify, cultivate, solicit, and steward major gifts from individual donors, grateful patients/families, organizations, and selected faculty for their assigned cancer specialty areas, departments, and divisions within WUSM.

## **DUTIES & RESPONSIBILITIES**

- Identify, cultivate, solicit, and secure major gift commitments for assigned departments and divisions primarily from individual donors, grateful patients and their family members, organizations, and selected faculty.
- Proactively work with faculty to identify new prospects, coordinate fundraising strategies, complete prospect qualification and cultivation calls, and communicate with and visit prospects and donors who are capable of making gifts of \$100,000 or more.
- Strengthen relationships with existing donors; ensure meaningful stewardship; convey to donors that WUSM and its leaders care deeply about its supporters and appreciate their contributions; demonstrate the impact of their support.
- Build collaborative partnerships and work in coordination with counterparts in university advancement.
- Formulate creative cultivation plans to engage a select portfolio of high-level prospects and ensure that timely steps are taken toward solicitation.
- Develop a comprehensive understanding of WUSM's scientific research, teaching, and patient care components of assigned departments and divisions to be able to articulate funding priorities, the school's mission, and its research milestones, in clear and compelling terms to current and prospective donors.
- Develop and maintain a thorough understanding of HIPAA, as well as confidentiality around sensitive patient information.

## **QUALIFICATIONS & EXPERIENCE**

- A minimum of seven years of experience of successful fundraising experience in higher education or other philanthropic organizations.
- Superior written and verbal communication skills with the intellectual depth necessary to understand and translate medical, technical, and research information for all audiences; ability to articulate a case of support to donors as well as to colleagues across the advancement operation.
- Comprehensive knowledge and experience securing philanthropic support in health care and/or for scientific research institutions.
- Ability to meet and exceed fundraising performance benchmarks and goals; analyze opportunities, develop, and execute a strategy to secure private support.

- An understanding of the importance of and demonstrated success fostering and promoting diversity, equity, and inclusion among colleagues and staff
- The political savvy to navigate and lead effectively in a complex environment with demonstrated efficacy; the interpersonal and communication skills to build bridges and strong collaborative relationships with all members of an operation and across an institution; the ability to inspire others, work through others, hold them accountable and deliver results.
- Honesty, integrity, enthusiasm, and perspective; a strong work ethic, supported by commitment and follow through.
- Demonstrated success in building collaborative relationships with advancement colleagues, institutional partners, volunteers, and other constituents.
- A deep appreciation for and an ability to effectively articulate the mission of Washington University, Washington University Medical School, and Siteman Cancer Center.
- A professional and considerate demeanor, exceptional integrity, and sound judgement.
- Honest, trustworthy, and conscientious; able to abide by strict confidentiality guidelines.
- Use of an automobile required. This role requires regular travel to medical campus and off-campus locations.
- Bachelor's degree required; master's or advanced degree preferred.

**TO APPLY**

This search is being led by Jack Gorman with Molly Gallagher and Ryan Cheung. For more information, to make a nomination, or to apply for this role, please visit:

<http://www.imsearch.com/8528>

*Washington University in St. Louis is committed to providing equal opportunity to all qualified individuals in its employment and personnel practices. The university practices affirmative action by taking assertive steps to recruit, hire, and promote minorities, females, individuals with disabilities, and veterans.*