



SENIOR PHILANTHROPIC ADVISOR
CINCINNATI CHILDREN'S HOSPITAL MEDICAL CENTER
Cincinnati, Ohio

This position may be remotely based in select regions, with national travel required.

THE SEARCH

Cincinnati Children's Hospital Medical Center (Cincinnati Children's or CCHMC)—the #1 children's hospital in the nation—seeks an experienced, strategic, and highly collaborative principal gifts professional to serve as the senior philanthropic advisor (SPA). Partnering closely with hospital leadership and reporting directly to the senior vice president (SVP) of development, the SPA will raise philanthropic sights by expanding the national pipeline of principal and transformational gift prospects and enhancing the visibility of CCHMC's national reputation in clinical care and research. CCHMC's cutting-edge research spans strategic areas of basic, translational, and clinical science, aimed at uncovering the developmental origins of disease to help predict and prevent childhood disease and chronic adult conditions. The SPA will lead and drive efforts to raise seven- and eight-figure gifts in support of regenerative medicine, mental health, vaccine development, cancer cell and gene therapy, health equity, developmental disorders across lifespan, and genomics, among other areas of research strength.

U.S. News & World Report has ranked Cincinnati Children's among the Top 5 Best Children's Hospitals for over a decade. In 2023-2024, the hospital ranked #1 in the nation and in the Top 10 for all specialties. Cincinnati Children's is also one of the top two recipients of pediatric research grants bestowed by the National Institutes of Health. With new executive leadership in place, the hospital continues to boldly deliver on its mission to improve child health and transform the delivery of care through fully integrated, globally recognized research, education, and innovation.

In 2020, Cincinnati Children's unveiled *Pursuing Our Potential Together*, a long-term aspirational plan to accelerate how CCHMC will continue to transform child health between now and the hospital's 150th anniversary in 2033. The plan capitalizes on recent expansion and growth, including a newly opened 249-bed critical care building, which adds a new emergency department, operating rooms, and spaces to support patients and families. Dynamic new leadership and an expanding physical footprint enhance the hospital's ability to serve the most medically complex patients locally and globally, while creating

significant opportunity for new transformational philanthropy. To drive the strategic plan's success, CCHMC aims to double current annual gifts and pledges to more than \$100 million by its 150th anniversary in 2033. CCHMC is investing in increased development personnel, data analytics, and volunteer management to reach this goal sustainably through year-over-year philanthropic growth.

The successful candidate will be a proven principal gift strategist, and an inclusive and approachable colleague who leads with integrity and has a strong track record of securing seven-figure gifts—including cultivation, solicitation, and stewardship—in complex academic, medical, and/or research environments. The SPA will have a sophisticated understanding of how to align a donor's interests with the aspirational goals of the institution, as well as experience coaching institutional leadership on principal gift cultivation, and structuring gifts that involve complex assets, multiple family members, and donors with transformational capacity. Further, this individual must be an expansive thinker who can match Cincinnati Children's research innovation with creativity in discovery efforts aimed at new high-capacity individual and institutional donors, including those currently unaffiliated with the hospital.

The successful candidate must be an active listener who exhibits the credibility, emotional intelligence, judgment, and sophistication to effectively engage and partner with key internal and external stakeholders, including highest-level volunteers and donors. This person must possess superb communication and negotiation skills, the ability to speak credibly and compellingly about cutting-edge medical research and clinical programs, the political savvy to navigate a complex health care enterprise, and the desire and resiliency to build bridges and strong collaborative relationships across a diverse body of physicians, faculty, staff, donors, and patient families. The successful candidate must also possess a deep appreciation and passion for the mission of CCHMC.

Cincinnati Children's has retained the services of Rachel Ellenport of Isaacson, Miller, the national executive search firm, to conduct the search. Inquiries, nominations, and applications may be directed to the search firm as indicated at the end of this document.

CINCINNATI CHILDREN'S HOSPITAL MEDICAL CENTER

Cincinnati Children's is ranked as the top children's hospital in the nation, earning the number one spot in the prestigious *U.S. News & World Report's* 2023-2024 Honor Roll. With remarkable expertise in all facets of pediatric health, Cincinnati Children's placed among the nation's premier children's hospitals in all 10 pediatric specialties, including neonatology (#1), cancer (#1), diabetes and endocrinology (#1), urology (#1), gastroenterology and GI surgery (#2), pulmonology and lung surgery (#2), nephrology (#3), orthopedics (#3), neurology and neurosurgery (#4), and cardiology and heart surgery (#7).

Cincinnati Children's employs 1,097 faculty and more than 19,000 individuals. With more than 750 registered beds, Cincinnati Children's is one of the top five largest U.S. children's hospitals. In 2023, the hospital had approximately 1.65 million patient encounters, treating patients from all 50 U.S. states and more than 60 countries.

With an unwavering focus on patient care, leadership at Cincinnati Children's has executed an ambitious strategic plan that has led to unprecedented growth and expansion in clinical operations, [research](#), [community engagement](#), and [educational programs](#) in the past decade. The growth of its network and services has allowed Cincinnati Children's to make significant investments in new facilities.

In 2021, Cincinnati Children's completed its largest expansion in medical center history. The 600,000-square-foot Critical Care Building (CCB) adds 249 rooms and a state-of-the-art emergency department, expanding services for the most fragile children and those with complex chronic medical conditions, including patients needing newborn and pediatric intensive care, cardiac care, and bone marrow transplants. Significant upgrades and expansions of facilities and infrastructure (including [mental health care](#), cancer care, and neighborhood urgent care) will increase access and enhance the experience for patients, families, and employees. Moreover, the Cincinnati Children's Liberty Campus includes a [Proton Therapy Center](#), one of only two such centers in the world owned by a children's hospital. This \$120 million investment reflects a deep commitment to providing children with the most sophisticated, effective cancer treatment available.

With a strategic focus on groundbreaking research, CCHMC is among the top two recipients of pediatric research grants bestowed by the National Institutes of Health. External research funding has grown exponentially, increasing from \$131 million to more than \$300 million annually over the last 10 years.

Please visit www.cincinnatichildrens.org for more information on the [institutes and centers](#) and [key programs](#) and see the addendum of this document for profiles of its leadership.

UNIVERSITY OF CINCINNATI AFFILIATION

The University of Cincinnati Department of Pediatrics consists entirely of staff members from Cincinnati Children's. The department includes Cincinnati Children's in-house physicians, researchers, and other individuals who hold academic appointments at the University of Cincinnati College of Medicine. *U.S. News & World Report* ranked the Department of Pediatrics at the University of Cincinnati College of Medicine as the second-best pediatric program at a medical school in the United States, tying with Harvard Medical School. Within the past decade, the pediatrics program has consistently been ranked among the top five in the nation.

SENIOR PHILANTHROPIC ADVISOR

Reporting to the senior vice president of development and working closely with the chair of pediatrics/chief medical officer/research foundation director, the senior philanthropic advisor (SPA) will lead efforts to raise seven- and eight-figure gifts in support of cutting-edge research across strategic areas including regenerative medicine, mental health, vaccine development, cancer cell and gene therapy, health equity, developmental disorders across lifespan, and genomics, among other areas of research

strength. The successful candidate will be a proven principal gift strategist and collaborative colleague who leads with integrity and has a strong track record of securing seven-figure gifts—including cultivation, solicitation, and stewardship—and staffing organizational leadership in securing seven-figure gifts or greater in a complex academic, medical, or research environment. The SPA will leverage a network of existing donors and launch systematic initiatives that will identify new individual and institutional prospects, including unaffiliated donors, capable of making significant contributions in support of Cincinnati Children's. In Fiscal Year 2023, the development team of approximately 52 professionals raised more than \$65 million in gifts and pledges.

Duties & Responsibilities

- Grow and manage a select portfolio of national donors capable of making gifts of \$5 million or more. Develop identification, cultivation, solicitation, and stewardship strategies, involving volunteers, board members, and hospital leadership, when appropriate.
- Partnering closely with the senior vice president of development, develop cases for transformational support and set annual and long-term goals for principal gift commitments that correspond with CCHMC's strategic priorities. Create partnerships with clinical and research leaders in identifying and advancing key philanthropic opportunities.
- Enhance each prospect's meaningful connection to CCHMC and/or specific clinical or research divisions. Align potential principal gifts donors with volunteer leadership opportunities, committees, activities, and/or events that are appropriate to their interests or potential interests.
- Lead and oversee effective cultivation and solicitation opportunities that involve the president and CEO, the chair of pediatrics/chief medical officer/research foundation director, the senior vice president of development, board leaders, and other high-level volunteers and senior stakeholders.
- Personally staff senior leaders as appropriate in their principal gift-related activities. Exercise sound judgment and efficiently communicate prospect strategies when involving administrative or board leaders.
- Ensure high-quality, individualized, and meaningful stewardship of principal gift donors, including coordination with colleagues throughout the hospital as needed, ensuring that outreach is highly personalized and meaningful.

Qualifications & Experience

- At least ten years of professional frontline fundraising experience in a complex academic, medical, and/or research environment.
- A track record of success in the identification, cultivation, solicitation, and stewardship of seven-figure prospects and commitments, ideally with experience engaging unaffiliated prospects.

- A highly approachable team player who is an active listener and demonstrates the ability to work collaboratively with colleagues across the CCHMC community, demonstrating respect for differences, cultural sensitivity, and a commitment to diversity, equity, and inclusion.
- A tenacious and entrepreneurial bridge-builder with a deep sense of urgency, a clear set of priorities, a strong work ethic, and a self-directed approach.
- An engaging and persuasive communicator who can serve as a professional and trusted representative of the hospital and deliver compelling, coherent messages in one-on-one, small group, and large group settings.
- An effective strategist and convener of various groups and constituents, including administrative and clinical leaders, physicians, volunteer leaders, and colleagues across CCHMC and partner institutions.
- An optimistic approach to problem solving and the ability to take advantage of emerging opportunities; ability to think strategically and display sound, confidential judgement, and ethical conduct in a fast-paced, highly sensitive environment.
- Outstanding organizational skills, with the ability to complete projects in a timely fashion and manage multiple competing priorities.
- An ability to persuasively promote CCHMC's mission to improve child health and transform delivery of care through fully integrated, globally recognized research, education, and innovation; effectively communicate complex medical information to both lay and professional audiences.
- Bachelor's degree in a related field or equivalent combination of education and experience; master's degree preferred.

CINCINNATI

Cincinnati is one of America's most vibrant and beautiful river cities. Located on the north bank of the Ohio River, metropolitan Cincinnati includes Northern Kentucky and the southeast corner of Indiana. Over two million people make their home in the tri-state hub of southwestern Ohio. Rich in history and tradition, Cincinnati offers all the allure of a larger metropolis while maintaining its charm and small-town character. The city is home to 3 major league sports teams (Cincinnati Red baseball, Cincinnati Bengals football, and FC Cincinnati soccer), the Flying Pig Marathon, great dining options, a vibrant arts and theatre scene, the Cincinnati Symphony Orchestra, opera and ballet companies, historic architecture, beautiful parks, and countless family-friendly opportunities. Cincinnati is a hidden jewel in the Midwest; its diverse economy (six Fortune 500 companies and seven Fortune 1000 companies have their headquarters in Cincinnati), affordable housing, high-quality schools and excellent universities and colleges make Cincinnati the ideal location for an extraordinary quality of life. For more information about Cincinnati, please visit <http://www.cincinnaticonnection.com> and <https://www.cincinnatichildrens.org/about>.

TO APPLY

CCHMC has retained Isaacson, Miller, a national executive search firm, to assist in this search. Rachel Ellenport is leading the search with Grace Zakim, Bryce Ervin, and Lisa Clayton. For more information, to make a nomination, or to apply for this role, please visit:

<https://www.imsearch.com/open-searches/cincinnati-childrens-hospital-medical-center/senior-philanthropic-advisor>

CCHMC is an Equal Opportunity Employer. Qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, age, genetic information, physical or mental disability, military or veteran status, sexual orientation, or other protected status in accordance with applicable federal, state, and local laws and regulations.

ADDENDUM

Leadership

Steve Davis, MD, MMM President and CEO

Steve Davis, MD, was named president and CEO of Cincinnati Children's Hospital Medical Center, effective November 22, 2021. He previously served six years as chief operating officer. Davis was the driving force behind the medical center's largest expansion ever, a \$600 million Critical Care Building that opened in 2021 for patients with cancer, heart ailments, or other complex conditions. It also features a state-of-the-art emergency department, which serves residents of Cincinnati and surrounding neighborhoods.

A pediatric critical care physician, Davis came to Cincinnati Children's in 2015 because he wants to change the world of healthcare—for children in Cincinnati and beyond. In 2021, Davis helped Cincinnati Children's launch HealthVine—a network of pediatric care providers and organizations. It coordinates excellent, equitable, and value-based care and support services for about 135,000 children and their families across Southwest Ohio. Amid the pandemic, Davis helped coordinate the response of local hospitals. As co-chair of the Regional COVID-19 Steering Committee (March 2020-December 2021) and co-chair of the Hamilton County Test and Protect COVID-19 Project, Davis helped create policies and procedures to ensure care for patients and safeguard hospital workers. Also under the leadership of Davis, Cincinnati Children's ramped up telehealth visits during the pandemic. Many clinical areas now offer telehealth appointments via the CincyKids Health Connect app. Intended for patients who don't require an in-person visit, the app provides easier access to care for more kids.

In January 2022, Davis became vice chair of an international network of more than 140 pediatric hospitals – the Children's Hospitals' Solutions for Patient Safety. The network's efforts have saved more than 18,000 children from serious harm and trimmed an estimated \$421.9 million in healthcare costs.

After receiving a bachelor's degree from Johns Hopkins University in Baltimore in 1984, Davis earned a medical degree in 1989 from the University of Vermont. He was a medical resident at Pittsburgh Children's Hospital from 1989-92 and chief resident there from 1992-93. Davis completed a fellowship in pediatric critical care medicine at Johns Hopkins Hospital in 1996. In 2012, Davis received a master's degree in medical management from the Heinz College at Carnegie Mellon University in Pittsburgh, where he serves on the faculty and teaches leadership development. He earned a master's in strategic leadership from Michigan State University in 2020.

Tina L. Cheng, MD, MPH
Director, Cincinnati Children's Research Foundation
Chief Medical Officer, Cincinnati Children's Hospital Medical Center

Tina L. Cheng, MD, MPH, was named chair of the Department of Pediatrics at the University of Cincinnati College of Medicine, the new chief medical officer at Cincinnati Children's Hospital Medical Center, and director of the Cincinnati Children's Research Foundation in 2020. Cheng joined CCHMC from Johns Hopkins Hospital and the Johns Hopkins College of Medicine where she was the Given Foundation Professor of Pediatrics and director of the Department of Pediatrics at the Johns Hopkins University School of Medicine. She also served as the Pediatrician-in-Chief of the Johns Hopkins Hospital, Charlotte Bloomberg Children's Center, and director of Pediatrics for Johns Hopkins Medicine.

Cheng is an elected member of the prestigious National Academy of Medicine (formerly the Institute of Medicine), past chair of the Committee on Pediatric Research of the American Academy of Pediatrics, and past president of the Academic Pediatric Association. She serves on the National Advisory Panel of the NIH All of Us Research Program, a historic effort to gather data from one million Americans to accelerate research and improve health through precision medicine.

Cheng did her undergraduate work at Brown University and earned her MD. She completed her pediatric residency at the University of California, San Francisco, including a year as chief resident at San Francisco General Hospital. She went on to get her master's in public health (epidemiology) and do a preventive medicine residency at the University of California, Berkeley, as well as a fellowship in general academic pediatrics at the University of Massachusetts Medical Center. For more than 15 years, she has been a principal investigator of the NIH-funded P20 DC Baltimore Research Center on Child Health Disparities, where she has developed award-winning, community-integrated models of care to address the needs of vulnerable families.

Sharon Marine
Senior Vice President of Development; Chief Philanthropy Officer

Sharon Marine was named Senior Vice President of Development and Chief Philanthropy Officer of Cincinnati Children's in 2023. She is responsible for the vision, strategy, leadership, and implementation of all philanthropic programs at Cincinnati Children's. She partners closely with the CEO, trustees, hospital leadership, physicians, and researchers to develop fundraising objectives, secure transformational support and make a significant impact in pediatric healthcare.

Marine has more than 30 years of experience in philanthropy and donor relations. Prior to Cincinnati Children's, she served as Senior Vice President at Grenzebach Glier and Associates, following a five-year tenure as Vice President of Alumni Relations and Development at the University of Chicago. While at the University of Chicago, she developed, led, and implemented programs that contributed to the successful completion of a historic \$5.4 billion capital campaign – raising more than \$2.7 billion in new gifts and commitments during her tenure.

Marine has also held leadership roles in development at Cornell University, the Stanford Graduate School of Business, and the University of Pennsylvania's Wharton School. A graduate of Brown University, she has served as a volunteer for the Council for the Advancement and Support of Education (CASE), where she co-chaired the AMAtlas Advisory Committee and previously served as a faculty member for the Institute for Chief Development Officers.