



LIFE SCIENCE CARES

Chief Development Officer (National) Position Description

About Life Science Cares

Life Science Cares was founded eight years ago to leverage the extraordinary talent and passion of the people and companies working in life sciences and seek a platform to make a transformative difference. While industry leaders can create lifesaving drugs and technologies, they realize that if patients who receive them are living in poverty, they will not have their most-effective impact. As such, Life Science Cares inspires the generosity of companies and their employees to pool their financial resources to make game-changing investments in best practice organizations working hard every day to fight poverty in our communities.

We recognize that going beyond compassion, to truly and measurably helping our neighbors, many of whom are struggling to meet even their most basic needs, is a skill and shared passion that we can harness.

Life Science Cares is a collective effort, connecting the life science industry's human and financial resources to support the most impactful locally based nonprofit organizations providing access to basic needs, access to education and access to opportunity.

Since our founding in 2016, we have witnessed significant year-over-year growth coming from a broad base of corporate and individual donors through direct appeal, major gift solicitation, corporate partnership, and event involvement. This has allowed us to consistently increase our local investments and deepen our impact.

For more information about Life Science Cares, please see <https://www.lifesciencecares.org/>.

About the Role

If you're interested in building and leading the National Development program for a fast-growing nonprofit organization harnessing the life science industry's resources to fight poverty, this is the opportunity for you. Life Science Cares is hiring its first National Chief Development Officer in order to leverage the organization's philanthropic potential locally and nationally.

Life Science Care's current development operations are driven and staffed at the affiliate level, leveraging strong local relationships and building local community impact. Build on the organization's roadmap for growth, the National Chief Development Officer reports to the Chief Executive Officer, works closely with the National Board of Directors and local Executive Directors and local development staff, and is a member of the organization's senior management team. Life Science Cares seeks a mission-aligned, strategically-minded, goal-driven, strong relationship manager to assume the responsibility of the organization's first National Chief Development Officer. The Chief Development Officer must be a proven collaborator with the ability to understand and navigate the nuances of a multisite organization.

As a frontline fundraiser, the Chief Development Officer will manage a national portfolio of corporate, individual/family and foundation prospects and supporters, bringing philanthropic resources to Life Science Cares so we can achieve ambitious fundraising and partnership goals. The Chief Development Officer will develop and implement a growth strategy and plan to expand Life Science Cares' network of corporate, individual/family and foundation partners making large, multi-year investments. Ideal candidates will bring achievements in cultivating and securing six and seven figure gifts, and a commitment to fostering an inclusive and productive team environment.

The Chief Development Officer is also responsible for the coordination of local sites on national initiatives. An ideal candidate is someone who can lead without being in a position of authority (local development officers report to local Executive Directors.) They can build camaraderie and trust while also ensuring deadlines are met.

We're looking for someone who's dynamic and entrepreneurial who will create and execute a comprehensive fundraising program, develop strategies and plans for a portfolio of donors and prospects, support the CEO, and inspire and build the capacity of Executive Directors, development staff and local Boards of Managers to cultivate, solicit and steward donors to maximize philanthropic revenue in their region. The ideal candidate is strategic and able to operationalize multi-faceted plans and drive outcomes, has experience and understanding how to leverage the complexities of a multi-site organization, is committed to consistently learning and growing, and is big-picture oriented while also being obsessive about the details. A proven track record working in a national, multi-site organization and successfully building relationships with national corporations and foundations, soliciting major corporate and individual gifts is essential.

This is a new role in the organization. It is the right role for someone who wants to spend most of their time engaging directly with prospective and current institutional and individual/family funders to expand national and local philanthropic support for Life Science Cares' work and figuring out how to position the organization to maximize support from this source of funding for the long haul. It is not the right fit for someone who expects to follow "business as usual" in an established fundraising operation.

This position will be remote and will not be expected to report regularly to an office. There may be a mix of periodic travel for meetings and events.

If Life Science Cares' mission speaks to you, if you're ready to inspire a team of staff and volunteer leaders, if you've previously designed and led strategy for fundraising initiatives in a multi-site organization, and if you've demonstrated an ability to effectively steward your current donor base while simultaneously attracting new, first-time philanthropic investors, you're encouraged to apply. Please learn more by reading the National Chief Development Officer's role and responsibilities below.

Core Responsibilities:

Lead: Implement a comprehensive national fundraising program.

- Maximize revenue nationally and in all local Life Science Cares regions
- Implement fundraising strategies and programs to achieve annual and multi-year fundraising goals to fuel Life Science Cares' grantmaking, programs and operations.
- Create a national corporate partnership program and increase philanthropic support from institutional funders, including foundations and multi-national corporations.

- Increase philanthropic support from high-net-worth individuals by attracting leadership, major and planned gifts.
- Prepare multi-year and annual fundraising growth plans in collaboration with the Chief Executive Officer.
- Leverage the philanthropic potential of all donors, ensuring donors have an excellent experience when supporting Life Science Cares. Implement strong prospect cultivation and donor stewardship practices for all staff and volunteers nationally and locally to embrace.
- Develop the fundraising plan for a coordinated national effort and leverage organization-wide infrastructure, people and systems to effectively manage donor information and relationships.
- Provide leadership, strategic direction, management and coordination for all aspects of the organization's national development efforts.

Generate Revenue: Raise the philanthropic resources necessary to achieve Life Science Cares' impact goals.

- Manage a portfolio of prospects and donors who have the potential to provide significant charitable gifts to the organization. Cultivate prospects and steward donor relationship through outstanding communication, engagement and recognition.
- Virtually and in person, direct and lead funder meetings, both as a solo fundraiser and in partnership with leadership and staff, as well as Board members and other volunteers, as appropriate. Prepare and present to current funders and prospects written and oral updates, high-level proposals, letters, and follow-up materials in a timely manner.
- Identify new funding prospects to support the organization.
- Serve as a passionate proponent of the organization and its mission. Appropriately represent the organization, its Board of Directors and staff leadership to donors and prospects.

People Leadership: Ensure that development team members are equipped to excel in their roles, develop professionally, and have a positive experience of working at Life Science Cares.

- Serve as an internal fundraising leader. Build strong relationships with and leverage the talents of other development staff, as well as program, partnerships, and administrative team members to strengthen a culture of philanthropy throughout the organization.
- Support the CEO to report regularly on the progress of the national development program to the Executive Team, development staff and Boards.
- Build the capacity and inspire fundraising excellence from Executive Directors, development staff and regional board members.
- Support the hiring and coaching of local Executive Directors development staff. Offer a development lens to organizational evaluation of professional talent seeking these professional roles.
- Promote ongoing learning and development across the development team by identifying team areas for growth.
- Foster a positive development team culture and facilitate staff engagement by effectively connecting tasks to mission impact.

Collaboration: Work with volunteer and staff leadership to enhance their fundraising skills and to support their revenue generating efforts.

- Partner with the Chief Executive Officer to deploy her time and attention to leverage the greatest national revenue generating opportunities. Coordinate fundraising efforts of other senior staff and volunteer leaders.

- Work effectively with and support the fundraising efforts of the National Board of Directors, leveraging their talents, resources, networks and ideas to enhance fundraising activities; enhance the members of the National Board of Directors ability to identify fundraising opportunities and encourage their ongoing participation as donors and solicitors.
- Provide strategic direction, training, guidance and motivation to the Board to help them identify, introduce, engage, and solicit prospects and donors in order to diversify and expand our donor base.
- Build strong relationships with local Executive Directors, development staff and program leadership and staff; understand Life Science Cares grantmaking programs and practices; and work collaboratively with program leadership to integrate innovative development strategies throughout the organization.
- Foster a culture of philanthropy within the organization. Assure that the organization's culture, systems and procedures support fund development and vice versa.

Organizational Leadership: Serve as a member of Life Science Cares' senior management team to advance the organization's goals.

- First and foremost, maintain focus on achievement of the organization-wide goals, and build and implement the comprehensive fundraising program to support achievement of the goals set forth in Life Science Cares' annual and long-term strategic plan/s.
- Provide counsel and guidance to the Chief Executive Officer and members of the senior staff team in order to incorporate the development perspective.
- Embrace a culture focused on strong vertical and horizontal communication lines throughout the organization.

Qualifications and Experience:

There are innumerable ways to learn, grow and excel professionally. We respect this when we review applications and take a broad look at the experience of each applicant. The qualifications and experiences listed below are intended as a guide; we do not expect candidates to check every box. If you believe you can meet the expectations and responsibilities of this position, we want to get to know you and the unique strengths you will bring to the work.

- High energy and passion for Life Science Cares' mission is essential
- 10-plus years of professional experience in a nonprofit organization; minimum 5 years of experience leading a development department for a larger, multi-site nonprofit organization; demonstrated success in leading and growing a development function and attracting 6- and 7-figure corporate and individual gifts
- Proven record of forging and managing relationships with corporate, individual/family and foundation donors that lead to transformational 6- and 7- figure gifts.
- Demonstrable track record of personally identifying, cultivating, soliciting, and closing individual donors, corporations and foundations
- A record of measurable results in organizing and implementing such activities as: major gifts, annual funds, corporate partnership programs, foundation giving, and planned giving
- Demonstrated ability to work effectively with and quickly gain the respect and support of various constituencies, including the National Board of Directors and staff members, donors, local stakeholders and grantees.
- Knowledge of and relationship with national and regional funders, foundations and corporations
- Demonstrated experience in training people and managing budgets
- A solid understanding of nonprofit/for-profit fiscal management, principles and best practices

- Experience implementing and managing a database system
- Creative, resilient and strategic in approach
- A track record as an effective communicator; highly developed skills in writing and speaking; competence at crafting messaging for donor audiences; the ability to communicate the program's mission and interests to a broad audience
- Ability to give and receive feedback as a tool for growth
- The ability to lead effectively, flexible and adaptable style; a leader who can positively impact both strategic and tactical fundraising initiatives
- Strong organizational and time management skills with exceptional attention to detail
- Works independently and as a team player, takes initiative, and manages multiple tasks and projects at a time
- Outstanding customer service skills
- Works well under pressure to meet deadlines

Life Science Cares is an equal opportunity employer that supports and celebrates diversity. As such, we are committed to creating an inclusive environment for all employees, partners, and stakeholders. We believe our workplace and communities thrive when we actively promote Diversity, Equity, Inclusion, and Justice in all we do.

Compensation and Benefits

Life Science Cares offers a competitive compensation and benefits package. Salary range is \$150,000-\$190,000. Compensation commensurate with experience. A comprehensive benefits package, including medical, dental and 401(k) with employer match. Generous paid time off and flexible work schedules. This is a full-time exempt position.

Application Process

Interested candidates should send resume, cover letter and compensation requirements to:
Chuck Gordon, President and CEO, New Kensington Group, at chuckgordon1979@gmail.com.