DIRECTOR OF DEVELOPMENT, THE UNIVERSITY HOSPITAL

THE SEARCH

The University of Medicine and Dentistry of New Jersey (UMDNJ), the state university of the health sciences, is the largest health sciences institution in the U.S. As the state’s foremost network of academic health centers that includes eight schools on five campuses, UMDNJ ranks among the top 100 research universities in the country. The University Hospital is the core teaching facility of the UMDNJ-New Jersey Medical School and the center of referral for many of the state’s most advanced medical services and specialty care programs. From the busiest Trauma Center in New Jersey to one of the best liver transplant programs in the country and scores of other programs in-between, University Hospital’s ongoing legacy of quality healthcare and service is unmatched in New Jersey.

The Foundation of UMDNJ (Foundation), the independent not-for-profit organization that raises private sector funds to support UMDNJ, seeks an experienced fundraising leader to serve as the Director of Development for the University Hospital.

The Director of Development will lead all fundraising activities for the University Hospital. In consultation with Foundation and Hospital leadership, the Director will create and execute a comprehensive fundraising strategy for the expansion of individual, foundation, and corporate philanthropy. The Director will collaborate with the University Hospital President & CEO, the Foundation Vice President, esteemed physicians and scientists, department chairs, center directors, faculty, staff, volunteers, and Foundation colleagues on diverse fundraising initiatives, designed to significantly increase and diversify philanthropic revenue. He or she will strategically build, cultivate, solicit, and steward a portfolio of major gift prospects and develop strategies for identifying and cultivating a pipeline of new prospects for the Hospital. As a member of the Foundation staff, the Director will collaborate with colleagues to assess prospects and development strategies designed to realize the current and life-time giving potential of individual donors, as well as to maintain a comprehensive, prospect-driven and integrated fundraising process.

The Director will bring a proactive, collaborative, and results-driven approach to fundraising and the demonstrated ability to engage participation from all donor levels and create an atmosphere charged with enthusiasm, energy and action for the Hospital’s programs. The ideal candidate will have significant experience in the identification, qualification, cultivation, solicitation, and stewardship of major gifts, ideally within a complex healthcare institution, academic medical center, scientific research organization, or research-intensive institution of higher education.

The successful candidate will bring an established track record of securing philanthropic support from diverse constituencies not previously affiliated with the institution including individuals, corporations, and foundations. He or she will have the stature and proven ability to develop relationships with volunteers and esteemed medical leaders and faculty. The Director will have excellent communication skills and the intellectual curiosity and capacity to elicit and quickly grasp medical and scientific concepts, and synthesize this information into an articulate and compelling case for support. Moreover, he or she will know how to creatively engage and motivate senior leaders, volunteers, donors, and prospects and inspire confidence with internal and external constituencies. The Foundation has retained Freeman Philanthropic Services, LLC to assist on this recruitment.
THE UNIVERSITY HOSPITAL

As the core teaching facility of the UMDNJ-New Jersey Medical School, the University Hospital is the center of referral for many of the state’s most advanced medical services and specialty care programs. The Hospital’s commitment to education, primary care and specialized referral services has produced the most extensive array of inpatient and outpatient services available in the state.

The University Hospital offers a wide range of specialty services including northern New Jersey’s only Level 1 Trauma Center (incorporating a trauma-intensive care unit and the NorthSTAR helicopter emergency and critical care transport system), a regional center for neonatal intensive care, the Acute Stroke Center, the New Jersey Cardiovascular Institute (NJCI), the Cochlear Implant Program, a neurosurgical intensive care unit and a special Brain Tumor Program, the Neurological Institute of New Jersey, a federally designated spinal cord injury program, The University Center for Bloodless Surgery and Medicine, and New Jersey’s first Liver Transplant Program.

The 519-bed hospital is staffed by 300 full-time attending physicians who are also faculty members of the New Jersey Medical School. The University Hospital has more than 19,000 admissions, 2,700 births, and 215,000 outpatient visits annually. The Hospital’s annual budget is approximately $600 million.

Bringing Quality Healthcare to those in Greatest Needs

The University Hospital’s legacy of service is unmatched in New Jersey. Serving as the “family physician” for generations of Newark families, it brings the gold standard of modern medical care to the uninsured and underinsured. Dozens of clinics provide the widest array of care offered in the state. For the convenience of its patients, many of the Hospital’s outpatient services are delivered in the adjacent Doctors Office Center (DOC). This eight level medical office complex combines university-level expertise and resources with the comfort and convenience of a private practice environment.

Education and Research

As the principal teaching hospital of New Jersey Medical School and the training site of many of UMDNJ’s other health professions schools, the University Hospital is the experience of a lifetime for hundreds of students and residents. Along with preparing tomorrow’s healthcare professionals, the Hospital is helping to share the future through research initiatives in a wide variety of fields. Striving for a cure for everyone, the Hospital’s physician-scientists are committed to solving the puzzle of healthcare disparities, ending the cycle of disease and death for minorities and the poor.

Centers of Excellence

The University Hospital is nationally recognized for many centers of excellence, including the Liver Transplant Program (ranked as one of the best in the country), the Brain Tumor Program at the Neurological Institute of New Jersey, the Breast Cancer Program, Cardiovascular Services, and many others. Please visit the Hospital’s website to learn more about its programs and achievements.

Hospital Leadership

President & CEO: Dr. Robin D. Wittenstein has more than 25 years experience in the health care industry, working in institutions that include small religious hospitals, large not-for-profit community hospitals, proprietary hospitals and large teaching facilities. During the course of her career, she has been responsible for strategic planning, financial management, physician relations, service line leadership and overall hospital operations. In addition to her work in hospitals, Dr. Wittenstein has been involved in both the post-acute phase of health care, managing a full spectrum of post-acute services for a large multi-hospital health system, as well as running the basic science, translational and clinical research division.
Dr. Wittenstein has served as the Chairman of the Board of the Lymphatic Research Foundation, as a Board member of NYCLIX, a New York based clinical information exchange organization, and currently serves as the Chair of the conflict of interest committee of BRANY, a large clinical research organization that handles clinical trials across the United States and Canada. Dr. Wittenstein has a Bachelor of Science degree from Pennsylvania State University, a Masters in Business Administration from the University of Miami, and a Doctorate of Education from the George Washington University.

**Board of Directors:** The chair of the Hospital’s Board of Directors is Thomas M. Jackson, Esq., the Executive Vice President, General Counsel, and Corporate Secretary for EdisonLearning, Inc., and the vice chair is Maryann Christopher, RN, MSN, FANN, the President and CEO of Visiting Nurse Association of Central Jersey. Other government-appointed Board leaders include: Yvonne Wesley; Kevin M. Barry, M.D., MBA; Blair MacInnes; Jonathan H. Orenstein, D.M.D.; and Eric S. Pennington, Esq.

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**The University of Medicine and Dentistry of New Jersey**

The University of Medicine and Dentistry of New Jersey (UMDNJ) is dedicated to the pursuit of excellence in: the undergraduate, graduate, postgraduate and continuing education of health professionals and scientists; the conduct of biomedical, psychosocial, clinical and public health research; health promotion, disease prevention and the delivery of health care; and service to our communities and the entire state. Providing educational, research and service programs at campuses in Camden, New Brunswick/Piscataway, Newark, Scotch Plains and Stratford, in communities throughout the state, and nationally and internationally through advanced communication and information technologies, UMDNJ seeks to meet the needs of its diverse constituencies and improve the health and quality of life of the citizens of New Jersey and society at large.

The Medical and Dental Education Act of 1970 established the College of Medicine and Dentistry of New Jersey, by merging the New Jersey College of Medicine and Dentistry (begun with the Seton Hall College of Medicine and Dentistry in 1954) with Rutgers University’s Medical School (a two-year academic program begun in 1965) under a single board of trustees. Through strategic growth of medical education in New Jersey over the next forty years, UMDNJ became into the largest health sciences institution of its kind in the country. As the state university of the health sciences, the University has programs in Newark, New Brunswick, Piscataway, Scotch Plains, Stratford and Camden, and educational and healthcare programs in more than 200 other locations throughout New Jersey.

Dr. William F. Owen, Jr. was appointed as the president of the University in 2007. Prior to joining UMDNJ, Dr. Owen was the chancellor of the University of Tennessee Health Science Center and, prior to that, was a chief scientist for Baxter Healthcare Corporation. Dr. Owen has a bachelor’s degree from Brown University and a Doctor of Medicine degree from Tufts University School of Medicine. He completed an internship and residency in medicine at Brigham and Women’s Hospital, as well as fellowships in nephrology, transplantation, and immunology.

The University’s Board of Trustees is comprised of nineteen members, who are appointed by the Governor for five-year terms. The current chairperson is Robert J. Del Tufo, Esq.

One gains an understanding of the size and scope of UMDNJ by reviewing its various schools, hospitals, practice groups and programs, located across the state. UMDNJ employs over 15,000 faculty (full- and part-time) and staff, has over 24,000 alumni, and enrolls over 5,600 students annually. The University has eight schools (see below) on five campuses plus Newark’s University Hospital and University Behavior HealthCare.
The University offers the best of academic medicine to New Jersey. UMDNJ has brought a new level of care and expanded access to clinical trials to a number of Centers for Excellence. Through efforts like the Institute for the Elimination of Health Disparities, UMDNJ is exploring ways to span the gaps in healthcare that exist among different populations. And the New Jersey Institute for Successful Aging at UMDNJ is looking at ways to promote better health in later life.

In addition, UMDNJ has emerged as a powerhouse of biomedical research ranked in the top 100 research institutions in the nation. University researchers not only contribute significantly to the body of scientific knowledge but also provide an important resource to the state's pharmaceutical and biotechnology industries.

**THE FOUNDATION OF UMDNJ**

Established in 1974, the Foundation of UMDNJ is an independent, not-for-profit organization whose purpose is to enhance educational, research and community service programs at UMDNJ through the support of the private sector. To promote excellence in the education of health care professionals, in biomedical research and in health care delivery, the Foundation solicits contributions to targeted programs and endowments throughout the University’s system of schools, health care facilities and affiliated institutes. The Foundation is an affiliate of the New Jersey Health Foundation.

The Foundation is governed by its own board of trustees, currently led by chairperson Roger S. Fine, retired Vice President and General Counsel of Johnson & Johnson, and vice chairman, George F. Heinrich, M.D., CEO of the Foundation.

In the fiscal year ending June 30, 2009, the University Hospital raised $1,690,199. In the fiscal 2009, the Foundation's assets totaled $179 million and revenue totaled approximately $19 million ($18,531,867 in contributions and $290,538 (net) from special events); this represents a 10% increase in total philanthropic revenue over the previous fiscal year. Recent fundraising gifts and grants to the Foundation include:

- Individual donor gift of $6 million (over 5 years) to establish a lab researching treatments and cure for spinal cord injury;
- $2 million grant from a private foundation to help prepare future doctors to care for the rapidly growing number of older residents in New Jersey and throughout the country;
- A private foundation grant of over $1.4 million to support investigators examining how to repair damage to the nervous system;
- A private foundation grant of $2.3 million to establish a nursing scholars program that allows selected students to study to become faculty if they commit to teaching in the state for three years following graduation;
- $75,000 grant from a local foundation to hire a social worker to provide mental health counseling at a community health center;
- A corporate gift of more than $4 million to advance dental health for all New Jersey residents.
**IMPORTANT RELATIONSHIPS**

The Director of Development for the University Hospital will report to the Vice President of the Foundation of UMDNJ, Elizabeth Ketterlinus, and be equivalently accountable to the President & CEO of the University Hospital, Dr. Robin D. Wittenstein.

In collaboration with the University Hospital President & CEO and the Foundation Vice President, the Director will identify, engage and support volunteers in fundraising activities. He or she will work collaboratively with colleagues throughout the Foundation and other UMDNJ campuses to identify and collaborate on funding opportunities and identify, recruit, and manage volunteers to carry out cultivation and solicitation efforts.

The Director will engage and support the University Hospital President & CEO, physicians and scientists, department chairs, center directors, faculty, staff, and volunteers to identify funding opportunities, advise on effective development strategy and techniques, and carry out cultivation, solicitation, and stewardship strategies.

**KEY RESPONSIBILITIES**

As a member of the Foundation staff and the lead fundraiser for the University Hospital, the Director of Development will be expected to contribute broadly to all aspects of the fulfillment of the Hospital’s philanthropic growth. The Foundation seeks a mission-driven fundraiser with both the capacity and the demonstrated track record to respond effectively to the following challenges:

- Build strong collaborative relationships with the University Hospital President & CEO, Foundation leadership, senior administration, physicians, scientists, department chairs, center directors, faculty, staff, and volunteers;

- Work closely with the University Hospital President & CEO to rapidly gain a thorough understanding of the Hospital’s substantive priorities and philanthropic goals;

- With the University Hospital President & CEO and the Foundation Vice President, design, lead, and implement strategic planning, prospect identification, and goal-setting for the Hospital’s fundraising program;

- Direct and lead a long-term fundraising plan that will increase and diversify annual philanthropic giving, with emphasis on individual, corporate, and foundation support;

- Identify and maintain a portfolio of major gift prospects; devise cultivation, solicitation, and closure strategies for each prospect;

- Proactively and systematically identify and build relationships with new sources of support, while further engaging existing supporters;

- Strategically and effectively support executive, medical, and volunteer leadership in the identification, cultivation, solicitation, and stewardship of individual major gift donors and prospects, as appropriate;

- Ensure a coordinated, prospect-driven, and collaborative approach with Foundation colleagues in respect to major gift solicitation, stewardship, corporations and foundations, and annual and gift planning, and prospect research and management;

- Execute innovative identification, recruitment, engagement, and support vehicles for volunteers to inspire participation in identification, cultivation, solicitation, and stewardship activities;
• Maintain best fundraising and operational practices, utilizing clearly defined goals, objectives, and transparent methods with which to measure success;

• Provide comprehensive, innovative volunteer and donor support and stewardship; instill the importance of stewarding all gifts in ways that strengthens donors’ interests in, and satisfaction with, the University Hospital and the Foundation.

IDEAL EXPERIENCES & QUALITIES
The Foundation of UMDNJ seeks an experienced and entrepreneurial Director of Development with the ability and the demonstrated track record to respond effectively to the opportunities and challenges listed above. The ideal candidate will possess the following experience and attributes:

• Track record of providing strategic direction, leadership, and daily management of a fundraising program, resulting in increased and diversified philanthropic revenue;

• Significant front-line fundraising experience with a demonstrated record of successful solicitations (including the design and execution of the identification, cultivation, solicitation, and stewardship strategies) and experience securing philanthropic support from diverse constituencies not previously affiliated with the institution;

• Success working within a complex healthcare institution, academic medical center, scientific research organization, or research-intensive institution of higher education;

• Stature and experience to gain the trust and respect of leadership, physicians, scientists, faculty, volunteers, and staff;

• Creative relationship management skills to collaborate effectively with diverse constituencies in order to marshal the full fundraising potential of the University Hospital;

• Superb communication skills (both written and oral) combined with intellectual curiosity and dexterity; the ability to solicit, understand, and synthesize complex medical and scientific information; adept at creating and articulating compelling and strategic cases from disparate information and sources;

• Proven ability to effectively engage and support physicians, scientists, faculty and volunteers in fundraising activities;

• Team player with a collaborative style and flexibility, adapt to changing priorities and refine strategies after feedback, and multi-task to meet deadlines;

• Mission-driven, compassionate, and community oriented;

• Proactive, results-oriented professional with sound judgment and a diplomatic style;

• Strong personal work ethic and a sense of humor and perspective;

• Commitment to the highest standards of professionalism and fundraising best practices;

• Bachelor’s degree required, advanced degree preferred.
**COMPENSATION**
The compensation and comprehensive benefits package will be competitive and commensurate with the successful candidate's background and experience.

**APPLICATIONS & NOMINATIONS**
Confidential inquiries, applications, and nominations should be sent to Freeman Philanthropic Services, LLC at UnivHosp@glfreeman.com. All applications must include an up-to-date resume and formal letter of interest in this opportunity.

*The Foundation of UMDNJ is an Affirmative Action/Equal Opportunity Employer.*

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