DIRECTOR OF PRINCIPAL GIFTS

THE SEARCH
Memorial Sloan-Kettering Cancer Center, one of the world's premier cancer centers, is the largest private institution devoted to prevention, patient care, research, and education in cancer.

The Campaign for Memorial Sloan-Kettering has surpassed its initial goal of raising $2 billion over ten years, more than two years ahead of schedule. Building upon its remarkable fundraising achievements, the Office of Development seeks a dynamic, highly accomplished fundraiser leader to serve as the Director of Principal Gifts. This is a pivotal role responsible for the continued financial performance and expansion of MSKCC’s philanthropic profile to broaden and deepen support from top-level individual donors.

Focusing on the continuing growth and diversification of individual philanthropic support for the Center, the Director will cultivate, solicit and accelerate the commitment of gifts from MSKCC’s most significant donors and prospective donors. Central to this role is the crafting and execution of a strategic and operational plan for the identification, qualification, engagement, cultivation, solicitation, and stewardship of high net-worth donors and prospects. To that end, the Director's primary role is to serve as a visible frontline fundraiser and maintain a portfolio of high-level prospects and donors of paramount importance to MSKCC.

A member of the Office of Development, reporting directly to the Director, The Campaign for Memorial Sloan-Kettering, the Director will be part of the senior fundraising team who work closely with the Center’s top administrators, distinguished Boards of Overseers and Managers, physicians, and scientists to identify, cultivate and steward MSKCC’s most significant donor relationships.

This is an opportunity to be a vital part of an accomplished fundraising operation in one of the world’s most prominent medical and research institutions. The ideal candidate for the Director of Principal Gifts will have an extensive record of closing principal- and leadership-level gifts, ideally within a complex, multi-unit, and fast-paced scientific and/or research-intensive environment during a significant campaign. The Director will possess the poise to work with philanthropic leaders, as well as the stature and intellectual agility to work with the Center’s administrative, volunteer, and scientific leadership. In addition to focused energy and flexibility, the successful candidate will bring superior communication abilities and the professional maturity to build strategic alliances with external and internal constituencies.

MSKCC has retained Freeman Philanthropic Services, LLC to assist on this recruitment.
As one of the world's premier cancer centers, Memorial Sloan-Kettering Cancer Center is committed to exceptional patient care, leading-edge research, and superb educational programs. The close collaboration between our physicians and scientists is one of our unique strengths, enabling us to provide patients with the best care available today as we work to discover more effective strategies to prevent, control, and ultimately cure cancer in the future. Our education programs train future physicians and scientists, and the knowledge and experience they gain at Memorial Sloan-Kettering has an impact on cancer treatment and the biomedical research agenda around the world.

The melding of research with patient care is at the heart of everything we do. At Sloan-Kettering Institute, state-of-the-art science research flourishes side-by-side with clinical investigation and treatment at Memorial Hospital, the nation's oldest cancer hospital. We are also one of 40 National Cancer Institute-designated Comprehensive Cancer Centers, affirming our leadership in research, patient care, and education.

**PATIENT CARE**

Memorial Sloan-Kettering Cancer Center experts have established standards of care and treatment protocols for each type and stage of cancer. Our physicians have an extraordinary depth and breadth of experience in diagnosing and treating all forms of the disease, from the most common to the very rare. Each year, they treat more than 400 different subtypes of cancer. This level of specialization can have an often-dramatic effect on a patient's chances for a cure or control of their cancer. And while we are known for our advanced, innovative therapies, our physicians are equally well regarded for their compassion and concern.

Our Disease Management Program features 16 multidisciplinary cancer teams. Patients are treated by as many different specialists as are needed for their particular type of disease, including surgeons, medical oncologists, radiation oncologists, radiologists, pathologists, psychiatrists, and nurses.

Our pathologists have unsurpassed expertise in using advanced methods to accurately diagnose cancer. Memorial Sloan-Kettering's surgeons perform more cancer operations than at any other hospital in the nation, and because of their sole focus on cancer can often use surgical techniques that preserve form and function. And our radiation oncologists are developing and putting into clinical practice leading-edge technologies and techniques in radiation therapy. In addition, the Center offers a full range of programs to help patients and families throughout all phases of treatment, including support groups, genetic counseling, help managing cancer pain and symptoms, rehabilitation, integrative medicine services, and assistance in navigating life after treatment.

**RESEARCH**

Memorial Sloan-Kettering Cancer Center maintains one of the world's most dynamic programs of cancer research. The extraordinary patient care we provide benefits from our innovative programs in basic, translational, and clinical research. Research at Sloan-Kettering Institute is dedicated to understanding the biology of cancer through programs in cell biology, genetics, biochemistry, molecular biology, structural biology, computational biology, immunology, and therapeutics.
Investigators at Sloan-Kettering Institute collaborate with Memorial Hospital physician-scientists, a partnership that helps speed important research findings from the laboratory to the bedside, in a process known as translational research. Memorial Sloan-Kettering also actively initiates and participates in clinical trials to identify more effective cancer therapies, and our physicians are currently leading more than 400 clinical trials for pediatric and adult cancers.

Established in 2005, the Human Oncology and Pathogenesis Program (HOPP) is a further effort to increase institutional research strength in areas important in contemporary translational research. HOPP is designed to meld even more thoroughly the cultures of basic biologic science and clinical oncology, augmenting the work conducted in the laboratories of Memorial Sloan-Kettering Cancer Center's physician-scientists.

**EDUCATION & TRAINING**

Education is a vital part of Memorial Sloan-Kettering Cancer Center's mission. Our training programs prepare physicians and scientists for careers in the biomedical sciences. Our collaborations with The Rockefeller University, Cornell University, and Weill Medical College of Cornell University offer PhD programs in chemical biology, computational biology and medicine, and the medical sciences. The Center also partners with Weill Medical College and The Rockefeller University to offer a MD/PhD degree for aspiring physician-scientists.

In 2004, the Center established a PhD program in cancer biology through its new Louis V. Gerstner, Jr. Graduate School of Biomedical Sciences. This novel program, which enrolled its first class in 2006, trains basic laboratory scientists to work in research areas directly relevant to cancer and other human diseases.

We also offer postgraduate clinical fellowships to train physicians who seek special expertise in a particular type of cancer and postgraduate research fellowships that provide physicians and scientists with advanced laboratory research training. With faculty appointments at the Weill Medical College of Cornell University, our clinical staff also train residents and medical students.

**FACILITIES**

Along with state-of-the-art facilities for diagnosis, inpatient, and ambulatory care in Manhattan, Memorial Sloan-Kettering Cancer Center has outpatient facilities located throughout the tri-state area.

Memorial Hospital, with 432 beds, is located at 1275 York Avenue, between 67th and 68th Streets on the Upper East Side of Manhattan. The majority of the Center's outpatients are seen at our Rockefeller Outpatient Pavilion on 53rd Street at Third Avenue in midtown Manhattan. This facility offers medical consultation, diagnostic imaging, chemotherapy, pharmacy services, cancer screening, and integrative medicine services. Outpatient breast cancer services in Manhattan are provided at the Evelyn H. Lauder Breast Center on Second Avenue at 66th Street. Chemotherapy and radiation therapy are offered on an outpatient basis at community-based cancer treatment centers in New Jersey, Long Island, and Westchester County. These regional programs are staffed by Memorial Sloan-Kettering physicians and other Center healthcare professionals.
Memorial Sloan-Kettering is constantly renovating and expanding to meet the growing needs of our patients, physicians, and scientists. A new 23-story research building, The Mortimer B. Zuckerman Research Center (pictured on the previous page), has opened across the street from Memorial Hospital. The new building, with more than 300,000 square feet of laboratory space, houses many of our cancer research programs. The Center recently opened The Claire Tow Pediatric Pavilion, with new inpatient and outpatient pediatric facilities now on one contiguous floor. Extensive renovations to Memorial Hospital include the construction of 21 new surgical suites designed to accommodate the latest technologies. The Sidney Kimmel Center for Prostate and Urologic Cancers, which opened in 2002, offers comprehensive care for genitourinary cancers. A new breast and imaging center – on Second Avenue between 65th and 66th Streets – which contains the expanded Evelyn H. Lauder Breast Center (pictured right) opened in the fall 2009.

As the world's oldest and largest private cancer center, Memorial Sloan-Kettering Cancer Center has devoted more than a century to patient care as well as to innovative research, making significant contributions to new and better therapies for the treatment of cancer. We are proud of the progress we have made in the fight against cancer, as well of our extraordinary institution and our staff of more than 10,000 employees. Their dedication, teamwork, and talent make a difference in the lives of our patients today and those we will see in the future.

**PRESIDENT & CEO**

Craig B. Thompson, MD, has been named the new President and Chief Executive Officer of Memorial Sloan-Kettering Cancer Center effective November 2, 2010. Dr. Thompson, 57, a renowned cancer researcher and clinician, has served since 2006 as Director of the Abramson Cancer Center at the University of Pennsylvania and Associate Vice President for Cancer Services of the University of Pennsylvania Health System.

“Craig Thompson is an exemplary physician-scientist, educator, and academic leader. This breadth of expertise will serve MSKCC well as he helps to guide our institution into the next decade,” said Douglas A. Warner III, Chairman of the Boards of Overseers and Managers of Memorial Sloan-Kettering. “He brings to his new role significant contributions to the understanding of the biology of cancer, a strong and committed appreciation for the needs of patients with cancer, and superb executive skills. We are very fortunate to have him as we seek to maintain and enhance the accomplishments of Memorial Sloan-Kettering and move ambitiously into the future.”

As director of the Abramson Cancer Center, Dr. Thompson oversaw the work of several hundred cancer researchers as well as more than 300 full-time physicians and faculty across the University of Pennsylvania Health System involved in cancer prevention, diagnosis, and treatment. During his tenure, his accomplishments included the opening of a new multidisciplinary cancer outpatient facility; the development of the first proton therapy center in the Mid-Atlantic region; and the expansion of Abramson’s translational research effort.

Dr. Thompson attended Dartmouth College and completed his studies at Dartmouth Medical School. He received his MD degree from the University of Pennsylvania in 1977 and completed his residency at Harvard’s Peter Bent Brigham Hospital in 1979. Following his residency, he spent two years as a senior resident at Boston University while serving as a medical officer in the US Navy assigned to the Naval Blood Research Laboratory. He spent a total of eight years as a Navy medical officer, including two years at the Naval Blood Research Institute, three years at the National Naval Center/Naval Medical Research Institute, and three years as a clinical research associate at the Fred Hutchinson Cancer Institute.
Dr. Thompson has also had leadership roles at the University of Michigan’s Department of Medicine, and the University of Chicago. In addition, Dr. Thompson was a Howard Hughes Medical Institute (HHMI) investigator and currently serves as chair of the HHMI Medical Advisory Board. In 2003, he was elected to the Institute of Medicine and in 2005 was elected to the National Academy of Sciences. He is also a member of the Board of Directors of the Association of American Cancer Institutes and the American Association for Cancer Research, and is a member of the Lasker Prize Jury. Dr. Thompson has been a member of the advisory boards of several cancer centers including St. Jude Children’s Research Hospital and the University of Texas MD Anderson Cancer Center.

THE CAMPAIGN FOR MEMORIAL SLOAN-KETTERING

The Campaign for Memorial Sloan-Kettering has surpassed its initial goal of raising $2 billion over ten years – and it accomplished this in December 2009, more than two years ahead of schedule.

The Center maintained this strong fundraising performance against the backdrop of the ongoing national economic recession. Cash gifts for the year totaled $234 million, including $50 million raised in December – the largest final-month total in the Center’s history. And, for the first time ever, Memorial Sloan-Kettering received more than one million gifts, including donations from 354,000 new contributors.

Key to sustaining the pace of achievement has been the leadership provided by Campaign Co-Chairs Douglas A. Warner III and Louis V. Gerstner, Jr. In carrying the latest news about ongoing advances and future plans at the Center to supporters at every level, they worked in close collaboration with the MSKCC President, their colleagues on the Board, and a broad cross section of the institution’s scientists and physicians.

IMPORTANT RELATIONSHIPS

The Director of Principal Gifts will report directly to the Director, The Campaign for Memorial Sloan-Kettering. He or she will strategically and effectively engage and support the Center’s top administrators, distinguished Boards of Overseers and Managers, physicians, and scientists to identify, cultivate and steward MSKCC’s most significant donor relationships, as appropriate.

Moreover, the Director will work closely with colleagues throughout the Office of Development to ensure a coordinated and collaborative approach in respect to donor relationship management, major gift solicitation, stewardship, special event planning and execution, corporate and foundation relations, and annual and gift planning.

KEY RESPONSIBILITIES

As a member of the Office of Development, the Director of Principal Gifts will be expected to contribute broadly to all aspects of the fulfillment of the Office’s mission and goals. MSKCC seeks a highly experienced development professional with both the capacity and the demonstrated track record to respond effectively to the following challenges:

- Maintain a portfolio of high-level prospects and donors with the capacity to support the Center at principal gift levels;
- Cultivate, solicit and accelerate the commitment of gifts from the Center’s most significant donors and prospective donors;
- Craft and execute a strategic and operational plan for the identification, qualification, engagement, cultivation, solicitation, and stewardship of high net-worth donors and prospects;
Work closely with the Center’s top administrators, distinguished Boards of Overseers and Managers, physicians, and scientists to identify, cultivate and steward MSKCC’s most significant donor relationships, as appropriate.

Ensure coordinated communications with colleagues throughout the Office of Development;

Maintain best fundraising practices, utilizing clearly defined objectives and transparent methods.

**Ideal Experiences & Qualities**

MSKCC’s Office of Development seeks an accomplished and dynamic fundraiser 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:

- Extensive record of closing principal- and leadership-level gifts for a complex healthcare institution, academic medical center, scientific research organization, or research-intensive institution;
- Significant campaign experience;
- Stature, experience, and interpersonal skills work effectively with the Center’s leadership, volunteers, physicians, scientists, donors, and prospects;
- 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;
- Collaborative style and flexibility, adapt to changing priorities and refine strategies after feedback, and multi-task to meet deadlines;
- Proactive, results-oriented professional with a diplomatic style and sound judgment;
- Strong personal work ethic and a sense of humor and perspective;
- Commitment to the highest standards of professionalism and best fundraising practices;
- Bachelor’s degree required, advanced degree strongly preferred.

**Compensation**

The compensation and comprehensive benefits package will be competitive and commensurate with the successful candidate’s background and experience.

**Applications & Nominations**

Confidential applications and nominations should be sent to Freeman Philanthropic Services, LLC at MSKCCDPG@glfreeman.com. All applications must include (1) an up-to-date resume and (2) a formal letter of interest expressing the specific aspects and experiences that best prepare the applicant for this role and why MSKCC is a logical continuation of her/his career. **Application deadline: October 8, 2010.**

*Equal Employment Opportunity: MSKCC is an equal opportunity and affirmative action employer committed to diversity and inclusion in all aspects of recruiting and employment. All qualified individuals are encouraged to apply.*
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FPS is a national leader in executive recruitment for the not-for-profit sector and brings a proven track record of recruiting top talent to diverse organizations. Please visit our website and LinkedIn page for more information about this recruitment and our work.