



**SENIOR DIRECTOR, CORPORATE AND FOUNDATION RELATIONS  
MOUNT SINAI HEALTH SYSTEM**

**New York, New York**

[Mount Sinai Health System](#)



The Aspen Leadership Group is proud to partner with Mount Sinai Health System in the search for a Senior Director, Corporate and Foundation Relations.

The Senior Director, Corporate and Foundation Relations (CFR) will be a seasoned foundations relations leader excited about building outreach and expanding the portfolio for corporate and foundation giving as part of the Mount Sinai Health System's \$2 billion capital campaign. The Senior Director will report to and work closely with the Executive Director, Corporations & Foundations. The successful candidate will staff selected faculty and leadership in meetings with foundations and manage a portfolio of independent and corporate foundations.

The Senior Director will be an exceptional development professional who utilizes their proven track record with foundation and corporate funders to build upon Mount Sinai's dynamic foundation and corporate relations programs. The Senior Director will secure an increasing level of support for Mount Sinai Health System's institutional priorities and will help build philanthropy for programmatic and research funding priorities for the Health System's \$2 billion capital campaign. The successful candidate also will be expected to take an active role in building relationships with external funders.

Mount Sinai is internationally acclaimed for its excellence in research, patient care, and education across a range of specialties. Mount Sinai Health System was created from the combination of the Mount Sinai Medical Center and Continuum Health Partners, when both agreed unanimously to combine the two entities in July 2013. The Health System is an integrated health care provider offering exceptional medical care to local and global communities. Encompassing the Icahn School of Medicine at Mount Sinai and eight hospital campuses in the New York metropolitan area, as well as a large, regional ambulatory footprint, Mount Sinai Health System features a robust and continually expanding network of multispecialty services, including more than 7,000 primary and specialty care physicians, 410 ambulatory practices, and 31 affiliated community health centers throughout the five boroughs of New York City, Westchester, and Long Island. It has more than 40 clinical and academic relationships with other local health care organizations. Mount Sinai Health System physicians can be found in more than 300 community locations throughout the New York metropolitan area. With an extraordinary array of resources for the provision of compassionate, state-of-the-art care, the Mount Sinai Health System is poised to identify and respond to the health-related needs of the diverse populations it serves. Mount Sinai is considered a "best place" to work in health care and the senior leadership in advancement and at the C-suite level are strong and stable.

**REPORTING RELATIONSHIPS**

The Senior Director, Foundation and Corporate Relations will report to the Executive Director, Corporations & Foundations, Pamela Heller.

## **PRINCIPAL OPPORTUNITIES**

In order for the Health System to continue to be at the forefront of the explosion of scientific discovery, Mount Sinai Health System embarked on a new major \$2 billion campaign, the *We Cannot Wait* campaign, to provide the comprehensive needs of the institution across five priorities for investment: clinical and research programs; recruiting talent; technology and bioinformatics; innovative medical education; and redesigning infrastructure. From research labs, clinical facilities, and faculty recruitment to infrastructure and the modernization of hospitals and the buildout of ambulatory facilities, these investments will benefit both System Hospitals and the Icahn School of Medicine.

The Health System's success is dependent on reaching a new level of foundation and corporate support from funders who are not aware of the breadth and depth of the research Mount Sinai is conducting to find health care solutions for diverse populations, cures for disease, and discover new knowledge. The new Senior Director, Corporate and Foundation Relations will serve as a gift officer for this area, similar to a Senior Director of Principal Gifts for individuals. The engagement of top high potential foundations and corporations across the country and international will define this person's portfolio.

The Office of Development is responsible for raising philanthropic funds for strategic priorities across the institution. Mount Sinai Health System has already made the investment that translates research from laboratory findings into revolutionary discoveries. This campaign will enable Mount Sinai to take that to the next level.

This is the first campaign since the formation of the Mount Sinai Health System in 2013, when The Mount Sinai Hospital, Mount Sinai Queens, and the Icahn School of Medicine at Mount Sinai combined with the former Continuum Health Partners and its five hospitals to become one of the largest health systems in the New York region.

The *We Cannot Wait* campaign will raise funds not just for research but also will strengthen and redesign infrastructure that connects the scientific and clinical sides of the institution. This campaign will be transformational, a game changer that will build on the success and momentum from the last very successful campaign. Mount Sinai Health System is steering a course to not only advance medicine, but to raise the quality of care to new heights.

## **PRIMARY RESPONSIBILITIES**

The Senior Director, Corporate and Foundation Relations will

- collaborate with Health System senior leaders to identify funding priorities, execute strategic plans, and identify significant funding opportunities that align with the strategic priorities of the Health System;
- successfully communicate these needs and opportunities to institutional donors and prospective institutional donors;
- cultivate and solicit major and principal level gifts from foundation funders, leading the comprehensive process, including arranging strategic meetings with stakeholders, concept and proposal development in collaboration with senior leadership, and stewardship;
- engage new grant makers in healthcare and science, and generate new money from current funders;
- foster long-term institutional relationships with foundation funders;
- secure high-level cultivation and outreach meetings at priority foundations for President, Dean, Research Dean, Hospital Presidents, as well as key physicians and scientists as appropriate;
- identify and leverage trustee and donor connections with highest levels at priority prospects;

- prepare briefings and presentation materials for meetings with prospective private and corporate foundation donors and staff these meetings as appropriate;
- advise faculty, administrative leaders, and staff on foundation and corporate foundation areas of interest, identifying new opportunities for support and responding to queries as the expert on private and corporate foundation funding priorities;
- identify best practices across academic medicine, recommend and implement ways to strengthen operations, find innovative ways of engaging private and corporate foundations, and foster collaborations with major gifts officers;
- partner closely with development colleagues in key content areas to advance strategy and identify additional opportunities as appropriate;
- maintain an effective stewardship program with corporate and foundation partners, including initiating and writing timely and accurate stewardship reports;
- focus on change in the foundation including leadership, staffing, and trends in giving;
- identify and research new foundations;
- develop strategies to respond to new collaborative initiatives among foundations and new initiatives from individual foundations; and
- travel weekly, locally and regionally, for prospect meetings and presentations.

#### KEY COLLEAGUES



**Mark Kostegan**

**Chief Development Officer, Senior Vice President for Development**

With more than 35 years of experience in health care fundraising, Mark Kostegan brings a distinctive and valuable perspective and a strategic approach to philanthropy that has earned him a reputation for breaking institutional fundraising records. Since 2008, he has served as Chief Development Officer and Senior Vice President for Development at Mount Sinai, overseeing a dynamic and growing fundraising program that recently culminated in the successful conclusion of the *Campaign for Mount Sinai*. The campaign has brought in more than \$1.5 billion, far surpassing its ambitious \$1 billion goal.

Before joining Mount Sinai, Kostegan was the Chief Development Officer at Brigham and Women's Hospital, a Harvard teaching affiliate in Boston, where he built a first-rate development operation and achieved the highest philanthropic revenue levels in the history of the Brigham. Under his leadership, the Brigham concluded a \$200 million campaign more than a year ahead of schedule, exceeding that goal by nearly 20 percent, and—upon the conclusion of that campaign—initiated a new \$500 million comprehensive campaign. Kostegan's previous positions included Chief Philanthropy Officer at the Joslin Diabetes Center, Boston's Children's Hospital, and the Massachusetts Eye and Ear Infirmary.

At Mount Sinai, Kostegan has applied the same standards of professionalism and leadership that drove his success at the Brigham. Since his arrival, the Health System has exceeded its philanthropic targets every year, and the *Campaign for Mount Sinai* has secured record gifts for the institution. Philanthropic giving at these high levels—including more than \$300 million in 2012—has powered Mount Sinai's strategic plan, enabling the recruitment of first-rate talent and expanding the disease- and research-based institutes that represent the Health System's future. In spite of uncertain economic times, the *Campaign for Mount Sinai* also raised funds for the new Hess Center for Science and Medicine, one of the few successful bricks and mortar components of capital campaigns across the country. The Center opened in late 2012. Kostegan has put into place a variety of program "firsts" for Mount Sinai—such as annual leadership giving, a grateful patient outreach program, and online giving—as well as defining the

campaign through branding and collateral. He has also recruited 22 new members of the Mount Sinai Boards of Trustees.

Kostegan, an alumnus of Suffolk University, is a Fellow of the Association for Healthcare Philanthropy, the highest level of achievement in the field of health care resource development.



**Roshma Azeem**

**Deputy Chief Development Officer**

Roshma Azeem has 20 years of experience in driving principal and major gift revenue at competitive, complex organizations. She leads the day-to-day individual giving efforts across the department consisting of 26 front-line fundraisers; inspiring and strategizing with officers on how to capitalize on philanthropic potential while securing seven- and eight-figure gifts herself. She also oversees the prospect development teams, and has ushered in systematic and metric-driven processes to optimize portfolios and leverage insights. As a proven leader, she plays an integral role in the current \$2 billion Mount Sinai capital campaign and works intimately with Trustees and senior leadership to mobilize institutional priorities.

Prior to Mount Sinai Health System, Azeem worked in both fundraising and programmatic roles for several prestigious New York City institutions including Columbia University, Montefiore Medical Center, American Museum of Natural History, and Rockefeller University.



**Elizabeth Nardone**

**Deputy Chief Development Officer**

With 20 years of Development experience in complex academic healthcare systems and expertise in post-merger organizational management, Elizabeth Nardone joined the Mount Sinai Health System in 2014 following the merger of the Continuum Health Partners. She is responsible for leading the fundraising at six system hospitals as well as managing the relationships with hospital presidents and physicians to drive philanthropic revenue for strategic priorities in the current \$2 billion capital campaign. In addition, Nardone manages the Foundation Relations, Operations, Communications and Planned Giving teams while providing oversight to Stewardship and Annual and Leadership Gifts. Prior to her career in Development, and with a background in Marketing and Public Relations, Nardone specialized in branding and product launch strategies for global Technology and Publishing corporations.



**Pamela Heller**

**Executive Director, Corporations & Foundations**

Pamela Heller has 18 years of experience in the non-profit space, focusing on fundraising and strategic planning. She joined Continuum Health Partners in 2012 and came to the Mount Sinai Health System through the merger of the two health systems. She has led development efforts for the Department of Medicine and several research and clinical institutes since 2014, working closely with senior leadership to advance priority initiatives. She recently transitioned to her current role, leading the Corporations and Foundations team to drive revenue to strategic priorities in Mount Sinai's current \$2 billion campaign. Prior to her roles with Mount Sinai and Continuum, Heller provided strategic counsel to several non-profits, primarily in the youth development space, including supporting the launch of five new specialty camps through an innovation incubator program. She also served as Director of Strategic Alliances for the Anne Frank House

in Amsterdam. Before her career in the non-profit space, Heller led branding and corporate marketing strategies for several global telecommunications companies.

### **PREFERRED QUALIFICATIONS**

Mount Sinai Health System seeks a Senior Director, Corporate and Foundation Relations with

- experience in the successful discovery, cultivation, solicitation, and stewardship of six- and seven-figure institutional and corporate donors;
- experience in an academic medical setting and/or complex nonprofit fundraising environment;
- a strong interest in the advancement of science and medicine and an authentic commitment to Mount Sinai's research, clinical, and educational mission;
- excellent verbal and written communication skills including the ability to clearly present strategic plans and funding priorities to myriad audiences, both internal and external;
- an ability to thrive in a collaborative, accountable, and high achieving environment;
- a focused, intentional approach to moves management;
- strong organizational and time management skills, the ability to prioritize tasks, meet deadlines, and manage multiple projects;
- a track record of building long-term relationships with donors, physicians, administrative leadership, and external constituents; and
- a high degree of integrity, drive, and persuasiveness – a self-starter who leads by example and measures success by results.

A bachelor's degree is required for this position as is eight years of direct fundraising experience in sophisticated and complex organizations. Twelve years of fundraising experience is preferred.

### **DIVERSITY, EQUITY, AND INCLUSION**

Mount Sinai Health System is an equal opportunity employer. It promotes recognition and respect for individual and cultural differences, and it works to make its employees feel valued and appreciated, whatever their race, gender, background, or sexual orientation.

Mount Sinai Health System embraces the principles of diversity and inclusion as key drivers for excellence and innovation for unrivaled healthcare service delivery, medical and health education, and research. Its mission is one which champions a diverse workforce, strives to create a multicultural environment, and fosters an inclusive setting to ensure delivery of high-level care to the diverse patient populations in New York City and beyond.

### **SALARY & BENEFITS**

Mount Sinai Health System offers a competitive salary and benefits package.

### **LOCATION**

This position is located in New York City.

## APPLICATION INSTRUCTIONS

All applications must be accompanied by a cover letter and résumé. ***Cover letters should be responsive to the mission of Mount Sinai Health System.*** Review of applications will begin immediately and continue until the successful candidate has been selected.

*To apply for this position, visit:*

[Senior Director, Corporate and Foundation Relations, Mount Sinai Health System.](#)

*To nominate a candidate, please contact Don Hasseltine:*

[donhasseltine@aspenleadershipgroup.com](mailto:donhasseltine@aspenleadershipgroup.com).

*All inquiries will be held in confidence.*