



**CHIEF DEVELOPMENT OFFICER
THE FANNIE AND JOHN HERTZ FOUNDATION**

Location – Remote/Northeast
[The Fannie and John Hertz Foundation](#)



The Aspen Leadership Group is proud to partner with The Fannie and John Hertz Foundation in the search for a Chief Development Officer.

The Chief Development Officer will oversee revenue growth in support of the Foundation's mission: To identify and support our nation's most promising young science and technology graduate students in the fields of applied physical and biological sciences, mathematics, and engineering, whose creativity, talent and ambition compels them to seek solutions to the country's greatest challenges.

The Foundation's focus on investing in and stewarding these individuals provides Hertz Fellows with unparalleled freedom to pursue research ideas, personalized mentorship, and participation in the Hertz Community so that they can best propel their scientific discoveries into actions that will ensure our country's technological leadership in industry, academia, national security, and defense.

The Chief Development Officer will be a thought partner to the Foundation's leadership; close six- and seven-figure gifts from individuals, corporations, and foundations; grow the planned giving program; and plan and implement an anticipated capital campaign. The role of Chief Development Officer offers a highly entrepreneurial and independent professional the opportunity to devote their efforts to creating a lasting imprint on the future of the nation's science and technology leadership, while free from a complex, bureaucratic work environment. The Chief Development Officer will work remotely, should be located in a major metropolitan area in the NE corridor (preferably the Boston or NYC area), and must have the ability to travel easily throughout the United States.

Through the Hertz Fellowship, the Foundation provides the nation's most promising graduate students in science and technology with five years of funding and the research freedom to pursue innovative ideas with real-world impact. The Hertz Fellowship is not a prize for past achievement—it's an investment in the future. To date, more than 1,200 Fellowships have been awarded. Fellows have gone on to become recognized as some of the most notable leaders in science, engineering, and mathematics and have received countless awards and accolades, including the Nobel Prize, MacArthur Fellowships, the Fields Medal, the National Medal of Science, and the National Medal of Technology.

A distinguishing characteristic of the Hertz Fellowship program is the Hertz Community. Comprised of all Fellows who are in school as well as those who have completed their doctoral work, an invaluable network of mentorship, collaborations, company creation, and even commercialization investment has developed. Following the inspiration of "Once a Hertz Fellow, always a Hertz Fellow," this group of 1,200+ scientists, engineers, and mathematicians represent an unparalleled network of scientific and technical innovators and leaders across disciplines, career industries, and ages.

Using a rigorous, merit-based process, the fellowship provides fuel for graduate students with the most exceptional potential. It grants them the freedom to pursue bold ideas, powerful collaborations, and promising opportunities—even if it means changing course at times or pursuing unexpected challenges. The Hertz Foundation strongly believes that our nation's leadership in science and technology is essential to the economic vitality, well-being, and security of our country and the world at large.

As a public charity, The Hertz Foundation is committed to empowering young minds who will put their talents to work when it matters most. That's why before awarding a Fellowship, it requires that applicants make a nonbinding moral commitment to make their skills available to the United States in times of national emergency. Recognizing that national emergencies can take many forms, most recently the Foundation is proud of the many contributions fellows have made in response to the COVID-19 pandemic, repeated cyberattacks on corporate and government organizations, and natural disasters.

The Hertz Fellowship Program has grown to be so much more than the undergraduate scholarship fund it was at the beginning. Over the last 60 years, it has become an incubator of innovation, providing top graduate students with the freedom to take risks and think in daring new directions. The Foundation continues to grow in scope and impact, thanks to support from Fellows and other friends. Since it became a public foundation in 2010, gifts have grown to average \$4 million or more annually. Partnerships with like-minded organizations have grown as well, with over 40 Fellowships supported by individuals as well as organizations such as the Bill & Melinda Gates Foundation, Google, Draper, and The Hertz Corporation.

THE HERTZ FELLOWS

The Hertz Fellowship is considered the most selective of all STEM fellowship programs in the United States. Selected through a rigorous process, including two in-depth interviews with leaders in science and technology, the twelve new Fellows selected in 2021 were chosen from a pool of more than 900 talented applicants around the country. Their research interests span development of improved treatments for cancer and neurodegenerative diseases, prediction of how Arctic glaciers will contribute to rising sea levels, the use quantum science to drive social impact, and more.

The 2021 class joins a community of fellows comprised of some of the nation's most noted science and technology leaders, whose transformative research and innovation impact lives every day. Hertz Fellows have increased the accessibility of ultrasounds with the invention of a low-cost handheld device and identified gene variants that may improve lung function in patients with cystic fibrosis. They are using machine learning to investigate problems ranging from disparities in COVID-19 testing to police discrimination. They have saved lives with a simple test that reveals fake pharmaceuticals, are influencing companies to institute environmentally sound practices, and have proven the Big Bang theory of the origin of the universe.

Hertz Fellows hold 3,000+ patents, have founded 200+ companies, and have received 200+ major national and international awards, including two Nobel Prizes, eight Breakthrough Prizes, the National Medal of Technology, the Fields Medal, and the Turing Award. Learn more about the 2021 Hertz Fellows [here](#).

REPORTING RELATIONSHIPS

The Chief Development Officer will report to the President, Robbee Kosak, and will oversee and mentor a team of three staff including two direct reports, the Senior Major Gift Officer and Director of Data Analytics and Annual Giving.

FROM THE PRESIDENT

This is a unique opportunity for a talented senior development professional at a pivotal moment in the Foundation's evolution.

First, the importance of science and technology has never been more important to our nation and our world. With the onslaught of the global COVID-19 pandemic, climate change, and paralyzing cyberattacks, balanced by the excitement of space travel and exciting breakthroughs such as personalized medicine, we are reminded every day of why our nation has been and must continue to lead the way in scientific and technological innovation if our nation and the world at large will continue to benefit.

Second, the Hertz Foundation is not just another fellowship program and the draw for philanthropists is somewhat different from raising fellowship support for any one university. The Foundation seeks to identify, support, and mentor only our nation's most promising STEM PhD candidates, making an early "big bet" on each individual fellow and their potential to have long term impact in science and technology.

How does it achieve this? By providing the following:

- *It is the only fellowship that funds the full PhD time (five years).*
- *It provides unusual flexibility: Fellows can choose their research area and university and choose to change either or both throughout their doctoral education as their research interests change or become more defined over time. They are also allowed to take leaves from their educational work to pursue commercialization or further development of their research ideas outside of the university.*
- *It offers an unequaled, lifelong network of mentorship and collaboration through the Hertz Community.*

Third, the Foundation is in the final stages of a strategic planning process, one that will set the stage for the development of a major fundraising campaign. This is the perfect time for a new CDO to join the senior team, ensuring great influence over the development of the case and strategy for a major campaign.

Last, but not least, this is a perfect role for a senior fundraiser and philanthropic strategist that is ready to

- *shed the bureaucratic challenges that can encumber fundraising in a large organization;*
- *focus fully on the development of philanthropic growth for a proven national treasure in our nation's science and technology eco-system; and*
- *all while having the independence and flexibility of a remote work environment.*

—Robbee Kosak, President

PRIMARY RESPONSIBILITIES

The Chief Development Officer will

- lead the development of strategy for all aspects of the fundraising program;
- be responsible for management of all fundraising operations;
- secure leadership and principal gifts from an assigned portfolio of prospects (individuals, corporations, and foundations);
- assist the President and the Board in the completion of a strategic plan for the future of the Foundation;
- with the help of the President and Board, plan and implement a capital campaign;
- serve as the key liaison to the Development Committee of the Board of Directors and oversee Board and other volunteer engagement in fundraising, including training, prospect review, and solicitation;
- collaborate with the Chief Financial Officer on fundraising projections and budgeting;
- collaborate with the Director of Communications in regard to the development of all fundraising-related communications strategies and materials, including print, electronic, and web-based information;
- collaborate closely with the staff directors of the Hertz Community and the Fellowship Program to best leverage those programs in the engagement of individuals as prospective donors and to identify and successfully engage select Fellows, interviewers, and other volunteers in the fundraising process, as appropriate; and
- complete other special projects as may be assigned by the Foundation's President from time to time.

LEADERSHIP AND KEY COLLEAGUES

Robbee Baker Kosak

President

Robbee Baker Kosak is the fifth President of The Hertz Foundation and the first woman to lead the organization in its history.

A leader in expanding the field of global philanthropy in higher education, Robbee has more than 40 years of experience developing philanthropy and partnership networks on behalf of the science and technology community.

Since joining The Hertz Foundation in 2015, Robbee has ushered the Foundation into a new era of philanthropic leadership. With a focus on building relationships among its Fellows and donors, Robbee has positioned the Foundation for long-term financial sustainability, while expanding the professional support provided to its more than 1,200 Fellows. During Robbee's tenure, the Foundation has spearheaded productive relationships with several key partners, including the Bill & Melinda Gates Foundation, Google, Draper, and The Hertz Corporation.

Prior to The Hertz Foundation, Robbee served as Vice President for Advancement at Carnegie Mellon University for 15 years. Under her leadership, there was significant growth in global philanthropy and alumni engagement, as well as organizational partnerships and brand awareness. She was the architect for and led the University's first billion-dollar, worldwide fundraising campaign, which quadrupled philanthropic support.

Earlier in her career, Robbee served as Vice President for Institute Advancement at Rensselaer Polytechnic Institute and Vice President for University Relations at Bucknell University. She also held leadership positions at Illinois Institute of Technology, Northwestern University, and Carnegie Mellon University.

A summa cum laude graduate of Pennsylvania State University, Robbee received her bachelor's degree in individual and family studies. She also earned a certificate in educational management from Harvard University Graduate School of Education. She is a member of the Phi Kappa Phi and Omicron Nu honor societies.

Robbee is a member of the International Women's Forum. She serves on the board of advisors of the Council for Advancement and Support of Education and the Executive Leadership Board at the University of California, Davis. She is a founding board member of the American Middle East Institute.

A self-professed nerd, in her free time Robbee also enjoys international travel and learning about winemaking and Native American art and culture. Her dream is to one day "complete" her sabbatical from golf.

John Ohab

Director of Communications

John Ohab is the Director of Communications at The Hertz Foundation.

John joined the Foundation after 12 years leading communications strategy and policy in the Federal government.

Most recently, John was the Chief of Communications at the National Human Genome Research Institute, part of the National Institutes of Health, where he led the institute's corporate communications, public liaison, and media relations activities. Prior to that, he was Head of Communications and Social Media at the U.S. Naval Research Laboratory, the in-house research and development nexus for the Navy and Marine Corps.

John received his bachelor's in biopsychology from the University of California, Santa Barbara, and his PhD in neuroscience from the University of California, Los Angeles. His doctoral work in Dr. S. Thomas Carmichael's laboratory examined the role of neural stem cells in brain repair and functional recovery after stroke.

John was born and raised in Tempe, Arizona, experienced a moderately successful run in high school varsity tennis, and is waiting patiently for an Arizona Cardinals Super Bowl victory.

Charlie Wingard

Chief Financial Officer

Charlie Wingard is the Chief Financial Officer at The Hertz Foundation.

With 30 years of experience in the public and private sectors, Charlie is responsible for overseeing the Foundation's finance, accounting, and human resource functions. He's also a key liaison to the Board of Directors on audits and other financial matters.

Charlie has served as the Chief Financial Officer at two publicly traded companies, Meredith Enterprises, a real estate investment trust, and VelocityHSI, a high-speed internet provider. Taking a big picture approach, he's skilled at addressing financial issues from multiple perspectives that span accounting, legal, tax, and other ramifications.

A Certified Public Accountant (inactive), Charlie received his bachelor's degree in business administration from the Haas School of Business at the University of California, Berkeley.

Derek Haseltine

Director of the Hertz Fellowship Programs

As Director of the Hertz Fellowship Programs, Derek Haseltine is responsible for managing the Fellowship application and selection process, partnerships with academic institutions and other fellowship

programs as well as driving career enhancement initiatives for in-school Fellows.

Derek brings over 15 years of higher education experience to The Hertz Foundation, most recently serving as the Founding Director of Baylor College of Medicine's Career Development Center overseeing individual career counseling and programming for graduate, medical, and health professions students. Over the course of his career, Derek has successfully utilized his counseling training and prior recruiting experience to assist science, technology, engineering and math students and fellows successfully transition into meaningful careers. He has served in leadership roles at Johns Hopkins University School of Medicine, George Washington University, and University of Maryland School of Medicine where he founded the Office of Postdoctoral Scholars.

Derek obtained his bachelors in health and human performance from the University of Maryland and Masters in educational psychology from the University of Texas at Austin. Outside work, Derek enjoys spending his free time with his wife, three children and rescue dog, Winston, while collecting vinyl records and training for occasional marathons.

PREFERRED COMPETENCIES AND QUALIFICATIONS

The Hertz Foundation seeks a Chief Development Officer with

- proven experience identifying, cultivating, and soliciting major gifts of significant institutional impact as well as experience in gift planning/deferred gifts;
- experience working with senior leadership, boards, and other key stakeholders in an academic or foundation environment;
- experience leading a team and mentoring them to produce their best work;
- a goal-oriented and entrepreneurial, creative drive;
- precision and facility with the English language; the judgment needed for effective communications; strong writing, editing, and speaking skills;
- superior interpersonal skills, highly developed organizational skills and discretion, and an ability to relate easily to scientists and technology leaders and a diverse array of individuals;
- an ability and desire to work independently (experience working in a remote environment is desirable);
- a well-developed sense of humor; and
- a willingness to independently travel regularly throughout the U.S. to see donors and otherwise represent the Foundation.

A bachelor's degree is required for this position as is at least seven years of experience working with principal and major gift donors, preferably in the field of science and technology research. The successful candidate must be a U.S. citizen or permanent resident.

SALARY AND BENEFITS

The Hertz Foundation offers a competitive salary and benefits package.

LOCATION

This is a remote position with a preference for individuals living in or with easy access to the Northeast corridor (Boston to Washington, DC).

APPLICATION INSTRUCTIONS

All applications must be accompanied by a cover letter and résumé. ***Cover letters should be responsive to the mission of The Fannie and John Hertz Foundation as well as the responsibilities and qualifications presented in the position prospectus.*** Review of applications will begin immediately and continue until the successful candidate has been selected.

To apply for this position, visit:

[Chief Development Officer, The Fannie and John Hertz Foundation.](#)

To nominate a candidate, please contact Ron Schiller:

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

All inquiries will be held in confidence.