



DIRECTOR OF DEVELOPMENT
THE TRANSLATIONAL GENOMICS RESEARCH INSTITUTE FOUNDATION
Phoenix, Arizona
[The Translational Genomics Research Institute Foundation](#)



The Aspen Leadership Group is proud to partner with the Translational Genomics Research Institute Foundation (TGen) in the search for a Director of Development.

The Director of Development will secure individual gifts of \$25,000 and above for the philanthropic goals of TGen. The Director of Development will be charged with program building including a sustainable pipeline and approach for overall portfolio health. The Director of Development will undertake mission-focused qualification, cultivation, solicitation, and stewardship of donors and will develop productive relationships with volunteers, faculty, and staff, engaging them in substantive activities to identify new prospects and leverage existing prospect relationships. Through the development and implementation of best practices, the Director of Development will contribute to TGen's overall focus on a best-in-class fundraising operation.

The Translational Genomics Research Institute is dedicated to conducting groundbreaking research with life changing results. TGen is focused on helping patients with neurological disorders, cancer, diabetes, and infectious diseases through cutting edge, translational, bench-to-bedside research. TGen physicians and scientists work to unravel the genetic components of both common and rare complex diseases in adults and children. Working with collaborators in the scientific and medical communities worldwide, TGen makes a substantial contribution to its patients through efficiency and effectiveness of the translational process.

TGen has joined forces with City of Hope to accelerate the speed with which scientists and medical staff convert research discoveries into cures for patients. The alliance is based on a simple premise: City of Hope provides a state-of-the-art clinical setting in which to advance genomic breakthroughs made by TGen. It is a collaboration that plays to the strengths of each organization. City of Hope is a pioneer in the fields of bone marrow transplantation, hematologic malignancies, select solid tumors, and diabetes. TGen, meanwhile, is a leader in applying genomic analysis and bioinformatics to drug development. Together, they are transforming the diagnosis, treatment, and prevention of cancer and other life-threatening diseases.

Raising the philanthropic resources to fuel leading-edge research, compassionate clinical care, and the advancement of biomedical education and training is a vital component of the TGen/City of Hope model of success. The two philanthropic foundations collaborate on philanthropic goals, and the Chief Development Officer of TGen Foundation reports to the Chief Philanthropy Officer at City of Hope. The shared culture is one of collaboration, accountability, and activation.

REPORTING RELATIONSHIPS

The Director of Development will report to the Vice President of Individual Giving.

PRIMARY RESPONSIBILITIES

The Director of Development will

- build long-term philanthropic relationships while consistently meeting fundraising goals, securing donations of \$25,000 and above with an emphasis on gifts of \$100,000 and above from individuals for TGen's priorities and initiatives;
- develop and implement thoughtful and strategic cultivation, solicitation, and stewardship plans for prospective major donors in concert with the larger TGen focus on building a sustainable philanthropic program;
- identify and develop major giving opportunities in collaboration with colleagues from across the institution, the TGen Foundation, and Office of Philanthropy teams for prospects and work towards successful solicitations;
- coordinate activities with other development officers and entities, including researchers and administrators;
- identify, organize, and direct the efforts of philanthropic volunteers; and
- serve as a respected and respectful member of the TGen/City of Hope team and as a role model for the Office of Philanthropy.

KEY LEADERSHIP



Jeffrey Trent Ph.D., F.A.C.M.G.

President and Research Director

Dr. Jeffrey M. Trent is President and Research Director of the Translational Genomics Research Institute in Phoenix, Arizona.

Prior to forming TGen in 2002, Dr. Trent served for 10 years as the Scientific Director of the National Human Genome Research Institute at the National Institutes of Health in Bethesda, Maryland. Under his guidance, NHGRI's Division of Intramural Research became an internationally recognized research center in human genetics.

Dr. Trent's research has provided important insights into the genetic basis of cancer. He is the author of more than 400 manuscripts in the scientific literature, numerous book chapters, invited reviews, and has given hundreds of invited lectures. He has received numerous honors and awards, and has sat on the editorial boards of a dozen scientific publications. He specializes in developing and integrating novel "omic" technologies, supporting studies of molecular changes related to cancer risk and progression. He continues to participate in studies of other complex diseases in humans, and alongside Drs. Will Hendricks and Matt Huentelman is a leader of TGen's canine hereditary cancer program.

Dr. Trent's previous faculty positions included: The University of Arizona, where he was Deputy Director and Director for Basic Science of the Arizona Comprehensive Cancer Center; the University of Michigan, where he held the E. Maisel Endowed Professorship in Cancer Genetics, Professor of Human Genetics and Radiation Oncology, Head of the Cancer Biology Division of the Department of Radiation Oncology, and Deputy Director and Director of Basic Research for the Michigan Comprehensive Cancer Center. He also is a Diplomat of the American College of Medical Genetics.

Work in Dr. Trent's laboratory focuses on the study of genetic changes related to cancer predisposition and progression. He has worked the majority of his career on melanoma, recently serving as the Co-Principal Investigator with Dr. Patricia LoRusso, Yale University of the Stand Up to Cancer/Melanoma Research Alliance Melanoma Dream Team. The focus on that project was using molecularly-guided therapy for patients with BRAF wild-type (BRAFWT) metastatic melanoma. In addition to continuing work on germline genetic alterations associated with melanoma risk, his laboratory, in concert with Dr. Hendricks', has been among the most active in identifying and understanding the somatic changes associated with canine melanoma. The canine is a critically important model of human disease, and in the case of melanoma the clear clinical association to the human is for the largely understudied mucosal melanomas.

Other work in his laboratory has been focused upon relating the recent advances in both molecular biology and cancer genetics of ovarian cancer. Specifically, he was one of the leaders of an international consortium which recently identified that Small Cell Carcinoma of the Ovary, hypercalcemic type, (SCCOHT) displays frequent inactivating germline and somatic mutations in SMARCA4. SCCOHT is an extremely rare, aggressive cancer affecting children and young women (average age of diagnosis 23yo compared to 63yo for the common epithelial ovarian cancers). Working with investigators at TGen (Will Hendricks), Mayo Clinic (Alex Sekulic), University of British Columbia (David Huntsman), and University of North Carolina (Buddy Weissman) they identified germline and somatic inactivating mutations in this SWI/SNF chromatin-remodeling gene in nearly all SCCOHT. The genetic changes lead to SMARCA4 protein loss in >95% of SCCOHT tumors but in only 0.4% (2/485) of other primary ovarian tumors. Work is underway to understand how this pathognomonic implicate SMARCA4 in SCCOHT oncogenesis.



Sunil Sharma M.D., F.A.C.P., M.B.A.

Physician-in-Chief

Deputy Director, TGen Clinical Sciences

Professor and Division Director, Applied Cancer Research and Drug Discovery

Dr. Sharma is Deputy Director, Clinical Sciences; Professor and Division Director, Applied Cancer Research and Drug Discovery, Translational Genomics Research Institute (TGen); Chief, Translational Oncology Research & Drug Discovery; HonorHealth Research Institute.

Previously he was the Jon and Karen Huntsman Presidential Professor for Cancer Research, Deputy Center Director, at the Huntsman Cancer Institute at the University of Utah. Dr. Sharma has conducted over 150 phase 1-2 oncology clinical trials as primary investigator over the past 15 years. Dr. Sharma was a Vice President at Novartis in charge of their early clinical oncology program, started the G/I oncology investigational program at the Nevada Cancer Institute in Las Vegas. Dr. Sharma has also worked at Sloan Kettering Memorial Hospital, one of the most prestigious cancer hospitals in the world.

In addition to his clinical work, he worked for Swiss-based Novartis, one of the world's largest pharmaceutical companies, where he helped developed one of the most widely used anti-lung cancer agents, ceritinib, and recent immunotherapies, pembrolizumab and nivolumab, which help the body's own immune system attack cancer cells.

Dr. Sharma also helped start two drug development firms — Beta Cat Pharmaceuticals, and Salaris Pharmaceuticals — each initiated under nearly \$20 million grants from the Cancer Prevention and Research Institute of Texas. CPRIT is a \$3 billion bonding authority, funded in part by tobacco taxes, approved by Texas voters in 2007 to advance groundbreaking cancer research, prevention and services. Both companies are located in Houston on the Johnson & Johnson innovation campus at Texas Medical Center. Anti-cancer agents being developed include: BC2059 for multiple myeloma and colorectal cancer;

and SP-2577 for Ewing's sarcoma, a devastating children's and young adult bone cancer with no targeted therapies currently available.



Kristin Bertell
Chief Philanthropy Officer, City of Hope

Kristin Bertell is Chief Philanthropy Officer at City of Hope and a member of City of Hope's Enterprise Leadership Team. In this role, Bertell provides strategic leadership for all aspects of City of Hope's philanthropic efforts as the cancer treatment center and biomedical research institution enters a new era of growth and development.

Bertell joined City of Hope in 2015 and oversees a team of nearly 160 staff in executing a diverse portfolio of fundraising programs and activities. Under her direction, City of Hope is evolving its 100-plus-year fundraising platform into an industry-leading, mission-driven philanthropic enterprise, all while maintaining its status as a Charity Navigator 4-star-rated charity.

With more than 30 years of expertise in nonprofit fundraising, Bertell has received multiple awards recognizing her work, including being named the 2014 AFP San Diego Chapter's Outstanding Fundraising Professional. She is also a regular speaker at local and national professional association and industry conferences and is a certified fundraising executive.

Previously, Bertell served in leadership and fundraising positions for UC San Diego Health, the Salk Institute for Biological Studies, Keck School of Medicine of USC, the Greenwood Company, and UCLA Health Sciences Development.

She is a graduate of UCLA and holds a master's degree in communications management from the Annenberg School for Communication and Journalism at USC.



Erin Massey
Chief Development Officer

A member of TGen's senior leadership team, Massey brings more than 17 years of experience to her role as Chief Development Officer for the TGen Foundation, where she drives the establishment and growth of philanthropic strategies and partnerships in support of the institute's research, clinical, and training programs.

As Chief Development Officer, she leads a dedicated team that is directly responsible for identifying, cultivating, and soliciting major gifts from philanthropic-minded corporations, foundations, businesses, and individuals in support of TGen's research priorities toward improving patient care.

Prior to her appointment as Chief Development Officer, Massey served as Vice President for Cancer Programs at TGen. Among her achievements, she co-developed many of TGen's most successful fundraising programs, the Foundation's National Advisory Council platform, and many special events, both locally and nationally. She also established the Foundation's efforts in memorial giving and online fundraising by creating a framework that promotes the Foundation's efforts through videos, and online networking sites such as Facebook and YouTube.

Massey joined TGen after three and a half years at the Phoenix Children's Hospital, where she participated in all areas of special event fundraising, in particular, developing and managing fundraising for the Children's Cancer Center and the Children's Miracle Network. She was also instrumental in the efforts to establish Arizona's first freestanding children's hospital, which culminated with the opening of Phoenix Children's pediatric hospital in May 2002.

A native of Hillsborough, North Carolina, Massey received her Bachelor's degree in communications from the University of Arizona, Tucson.

PREFERRED COMPETENCIES AND QUALIFICATIONS

The Translational Genomics Research Institute Foundation seeks a Director of Development with

- a driving passion to reduce the time from scientific discovery and research to specific medical treatments;
- experience building long-term philanthropic relationships while meeting ambitious fundraising goals, securing major and principal gifts from individuals, foundations, and corporations;
- experience in the full spectrum of development activities including gift policies, solicitations, volunteer engagement, and campaign management;
- experience developing and executing highly-personalized individual, foundation, and corporate strategies for medical research, health sciences, or major universities or other non-profit organizations;
- an ability to engage with and gain respect from a broad constituency that includes scientists, physicians, researchers, colleagues, and patients while representing TGen and City of Hope to a wide variety of individuals and groups, both internally and externally; and
- organizational, analytical, writing, and editing skills, as well as the ability to work in a collaborative and consultative manner with faculty, administrators, and staff.

A bachelor's degree is required for this position as is at least five years of relevant experience. Experience in biomedical sciences, health care or a complex medical or academic development setting is encouraged.

SALARY & BENEFITS

The Translational Genomics Research Institute Foundation offers a competitive salary and comprehensive benefits package.

LOCATION

This position is located in Phoenix, Arizona.

APPLICATION INSTRUCTIONS

All applications must be accompanied by a cover letter and résumé. ***Cover letters should be responsive to the mission of the Translational Genomics Research Institute Foundation – to positively impact the lives of patients and their families – as well as the responsibilities and qualifications presented in the prospectus.*** Review of applications will begin immediately and will continue until the successful candidate has been selected.

To apply for this position, visit:

[Director of Development, Translational Genomics Research Institute Foundation.](#)

To nominate a candidate, please contact Gregory Leet:

gregoryleet@aspenleadershipgroup.com.

All inquiries will be held in confidence