



ASSOCIATE DIRECTOR, CORPORATE RELATIONS

LUCILE PACKARD FOUNDATION FOR CHILDREN'S HEALTH

Location — Hybrid (San Francisco Bay Area)



Children's Health

The Aspen Leadership Group is proud to partner with the Lucile Packard Foundation for Children's Health in the search for an Associate Director, Corporate Relations.

The Associate Director, Corporate Relations will work as a field fundraiser focused primarily on soliciting high end annual and major (\$100,000+) corporate gifts. The Associate Director will develop new philanthropic corporate partnerships as well as manage a portfolio of existing donors that help advance the research, training, and patient care capabilities at Lucile Packard Children's Hospital Stanford and the child and maternal health programs at Stanford University School of Medicine. As a field fundraising role, the Associate Director will manage companies through the complete gift cycle in a strategic and timely manner.

The Lucile Packard Foundation for Children's Health is the sole fundraising entity for Lucile Packard Children's Hospital Stanford and the child and maternal health programs at Stanford University School of Medicine. The Foundation is named for Lucile Salter Packard, who committed her life to the well-being of children. Lucile, along with her husband David (co-founder of Hewlett-Packard), were leaders in the development of Lucile Packard Children's Hospital Stanford, which opened in 1991. In 1996 the Hospital merged with Stanford University Medical Center, and the Foundation was established as an independent public charity to ensure a source of dedicated funding and support for the health of children. Governed by a Board of Directors, all philanthropic dollars raised by the Foundation are directed to Packard Children's Hospital and Stanford University School of Medicine.

The Lucile Packard Foundation for Children's Health works to elevate the priority of children's health and increase the quality and accessibility of children's health care through leadership and direct investment. The goal for the Foundation is for all children in the communities served to reach their maximum health potential.

The Foundation focuses on two program areas: fundraising for Packard Hospital and Stanford School of Medicine and improving systems of care for children with special health needs. Philanthropy aims to support clinical care, research, and education to improve the health of children and expectant mothers locally and worldwide. This means providing the best pediatric and obstetric care available and allows scientists to pursue exciting new cures for childhood illness.

REPORTING RELATIONSHIPS

The Associate Director, Corporate Relations will report to the Senior Director, Corporate Relations, Amy Wong.

FROM THE SENIOR DIRECTOR

Lucile Packard Foundation for Children's Health offers the Associate Director, Corporate Relations an opportunity to join a nimble, mission-focused team with seasoned leadership in support of a preeminent children's hospital and child and maternal health programs at a critical moment in time.

Part of the larger Strategy and Institutional Relations department, the three-person Corporate Relations team works in collaboration with colleagues across the Foundation including Principal/Major/Annual Giving, Foundation Relations, and Community Fundraising. We support many of the patient-focused services at the hospital, giving the Associate Director a firsthand look at the impact of philanthropy on the families we serve.

The Corporate Relations team works in a flexible nature to partner with hospital leaders and faculty on timely corporate gift opportunities. This approach has allowed the team to be responsive to the most pressing needs of faculty and staff while also moving forward solicitations in support of campaign areas. With the addition of the Associate Director, we are well positioned for growth. I have spent time over the past year building up board and faculty relationships; many of these learnings and successes will be used as the foundation for the Associate Director's portfolio and strategic approaches. The Institutional Relations department has big goals for revenue growth over the next few years, and the Associate Director will play a key role in increasing our donor pipeline and major corporate gifts.

Finally, I'm invested in the success of this new role, and look forward to having a new colleague join our team!

—Amy Wong, Senior Director, Corporate Relations

LUCILE PACKARD FOUNDATION FOR CHILDREN'S HEALTH'S COMMITMENT TO DIVERSITY, EQUITY, AND INCLUSION

The Lucile Packard Foundation for Children's Health believes that a workforce comprised of people from different backgrounds and experiences makes it better at what it does. The collective sum of the individual differences, life experiences, knowledge, innovation, self-expression, unique capabilities, and talent that the Foundation team brings to its work and the workplace represents a significant part of not only its culture, but the Foundation's reputation as well.

The Foundation embraces and values its differences in age, color, disability, ethnicity, family or marital status, language, national origin, physical and mental ability, political affiliation, race, religion, transgender status, gender identity or expression, sexual orientation, socio-economic status, veteran status, and all of the other characteristics that make each of us unique. It also recognizes that not all differences are visible and everyone deserves to be treated with respect and dignity regardless of visible or invisible differences. All individuals are welcome.

The Foundation's diversity initiatives are reflected in its practices and policies on recruitment and selection, compensation and benefits, professional development, training, promotions, transfers, social and recreational programs, layoffs, terminations, and the ongoing development of a work environment built on the premise of gender and diversity equity that encourages and supports teamwork and employee

participation, permitting the representation and inclusion of all groups and employee perspectives; work/life balance through generous and flexible time-off policies; and treating co-workers, constituents, vendors, and others with respect, dignity, and empathy.

PRIMARY RESPONSIBILITIES

Donors and Prospects

The Associate Director, Corporate Relations will

- systematically identify, qualify, and solicit new high end annual and major (\$100,000+) corporate prospects, sourcing and responding to new leads;
- build direct relationships to motivate giving and successfully manage companies through the complete gift cycle in a strategic and timely manner;
- develop an understanding of institutional priorities, with an ability to apply knowledge to the creation of proposals that balance donor interest with organizational priorities;
- initiate and oversee strategic engagement and stewardship opportunities for donors through written reports, event invites, meetings, recognition, and volunteer opportunities;
- seek new and creative stewardship opportunities when relevant;
- develop solutions to navigate complex donor/gift situations; and
- diligently track portfolio activity to maximize work in the field leading to revenue.

Faculty and Hospital Leaders

The Associate Director, Corporate Relations will

- actively build productive and mutually beneficial relationships with faculty and hospital staff, serving as a fundraising partner; and
- in collaboration with faculty and staff, develop compelling gift opportunities and proposals, ensuring that each proposal is vetted, appropriately scoped, and well-crafted.

Within the Foundation

The Associate Director, Corporate Relations will

- collaborate with colleagues across field fundraising teams to share relevant information on funding opportunities, working on joint donor strategies as appropriate.

LEADERSHIP

Amy Wong

Senior Director, Corporate Relations

Amy Wong has spent her career in institutional fundraising at Lucile Packard Foundation for Children's Health and Big Brothers Big Sister of the Bay Area. Having worked as both an individual contributor and a manager at the Foundation, Amy has led the Corporate Relations team since 2020, maintaining and then growing corporate partnerships since the onset of the pandemic. Getting to work closely with her hospital colleagues, mentoring colleagues new to fundraising and the Foundation, and finding exactly the right fit between a corporate donor and a hospital program are her favorite parts of this work. Amy has a B.A. in English from UCLA.

Jim Deasy**Vice President, Strategy and Institutional Relations**

Jim Deasy leads the institutional giving team that focuses on raising support from corporations and professional foundations to advance programs at Lucile Packard Children's Hospital Stanford and Stanford School of Medicine. He is involved in gift strategy and operations across all individual and institutional fundraising teams, working closely with partners at the Hospital and School of Medicine to plan for, and successfully implement, complex donor gifts received by the Foundation. Jim joined the Foundation in 2010. Previously, he held field fundraising roles including Director of Corporate Relations and Director/Senior Director of Major Gifts. Before joining the Foundation, he worked for Columbia University and New York University in corporate and foundation fundraising roles. He earned an M.B.A. from Columbia University and a B.S. from Loyola University Maryland.

Cynthia Brandt, Ph.D.**Chief Executive Officer and President**

Cynthia Brandt was thrilled to join the Lucile Packard Foundation for Children's Health as President and CEO in 2018. Now she is on a mission—with the outstanding team at the Foundation—to unlock philanthropy to improve health for all kids and moms, in Silicon Valley and around the world. During 20+ years in fundraising and communications, Dr. Brandt has contributed to important missions and great teams as Campaign Director for the Smithsonian Institution, Vice President for Advancement at Mills College, and Associate Dean for External Relations at Stanford University's School of Humanities & Sciences. She is grateful and motivated to give back because others' generosity allowed her to pursue a Ph.D. and M.A. in sociology at Stanford and a B.A. in English and fine arts at Vanderbilt.

PREFERRED COMPETENCIES AND QUALIFICATIONS

The Lucile Packard Foundation for Children's Health seeks an Associate Director, Corporate Relations with the following competencies:

- **Adaptability and Flexibility:**
 - Possesses a high tolerance for ambiguity in a complex and evolving work environment.
 - Ability to thrive and achieve outcomes in a matrixed environment with multiple stakeholders across different organizations—the Lucile Packard Children's Hospital Stanford, the Stanford School of Medicine, and Stanford University.
- **Relationship Builder and Clear Communicator:**
 - Ability to build internal and external relationships, including ability to create and sustain mutually beneficial relationships with people who have a wide range of personality types and diverse cultural backgrounds.
 - Strong written and verbal communication skills, with the ability to inspire and motivate through both logic and emotion.
 - Exceptional ability to present information to donors, prospects, and other individuals or groups in a compelling manner to inspire and motivate.
- **Self-Starter with a Growth and Learning Mindset:**
 - Entrepreneurial approach to creating a clear road map to successfully manage projects, meet goals, and solve problems while meeting desired outcomes.
 - Seeks feedback to continually improve performance.
 - Highly organized with meticulous attention to detail.

- **Strong Project Manager Who Operates Strategically and Persistently:**
 - An ability to plan and manage multiple projects at once including managing the expectations and experience of multiple stakeholders.
 - Proven ability to be resilient and adaptable in the face of changing priorities.
 - An ability to provide information to stakeholders in a timely and strategic manner.
- **Integrity:**
 - An ability to work with sensitive and confidential information maintaining the highest level of confidentiality and complying with HIPAA regulations at all times.
 - Good judgement, a positive attitude, and the ability to take initiative and work independently.
- **Mission Orientation:**
 - A deep commitment to advancing the mission of Lucile Packard Children's Hospital Stanford and the Stanford School of Medicine through philanthropic investment.

A bachelor's degree or an equivalent combination of education and experience is required for this position as is at least four years of experience in fundraising or transferable corporate experience.

SALARY & BENEFITS

The salary range for this position is \$110,000 to \$120,000 annually. The Lucile Packard Foundation for Children's Health offers an excellent employee [benefits package](#).

LOCATION

The Lucile Packard Foundation for Children's Health is located in Palo Alto, California. The successful candidate is eligible for hybrid work, meaning working in the office or in person when needed and on average of eight days a month. The successful candidate should reside in one of the following ten Bay Area counties: Santa Clara County, San Mateo County, San Francisco County, Alameda County, Contra Costa County, Marin County, Napa County, Sonoma County, Solano County, or Santa Cruz County.

APPLICATION INSTRUCTIONS

All applications must be accompanied by a cover letter and résumé. ***Cover letters should be responsive to the mission of the Lucile Packard Foundation for Children's Health.*** The Foundation encourages applications from candidates that reflect the diversity of the community it serves. Review of applications will begin immediately and will continue until the successful candidate has been selected.

To apply for this position, visit:

[Associate Director, Corporate Relations, Lucile Packard Foundation for Children's Health.](#)

To nominate a candidate, please contact Felicia Garcia-Hartstein, feliciagh@aspenleadershipgroup.com.