



**SENIOR DIRECTOR OF DEVELOPMENT, MOUNT SINAI HEART**  
**MOUNT SINAI HEALTH SYSTEM**  
**New York, New York**



The Aspen Leadership Group is proud to partner with Mount Sinai Health System in the search for a Senior Director of Development, Mount Sinai Heart.

The Senior Director of Development will support the fundraising efforts within Mount Sinai Heart with a focus on raising funds for the Cardiovascular Research Institute (CVRI) and the strategic priorities of Mount Sinai Health System. The Senior Director will direct the fundraising programs with the CVRI under the direction of the Senior Executive Director of Development as well as direct fundraising support of Mount Sinai Heart in general, with special emphasis on major donor cultivation and solicitation. The Senior Director will focus on raising principal gifts and providing senior level leadership in planning, implementing, and evaluating programs and initiatives.

In this capacity, the Senior Director, along with the Senior Executive Director, will help lead, direct, coordinate, and execute the strategic planning for development strategies aligned with the goals of Mount Sinai. Accordingly, the Senior Director will also serve as a liaison to Dr. Filip Swirski, Director of the CVRI, and Mount Sinai Heart's medical staff and faculty, ensuring the smooth and appropriate alignment with strategic priorities as set out by leadership.

Externally, the Senior Director will represent Mount Sinai, Mount Sinai Heart, and the CVRI in the community, articulating the mission with genuine passion, in the context of a strategic vision that compels the interest and support required to achieve the critical and ambitious goal of overcoming heart disease.

The Mount Sinai Health System is New York City's largest academic medical system, encompassing eight hospitals, a leading medical school, and a vast network of ambulatory practices throughout the greater New York region. Mount Sinai is a national and international source of unrivaled education, translational research and discovery, and collaborative clinical leadership ensuring that the highest quality care is delivered—from prevention to treatment of the most serious and complex human diseases. The Health System includes more than 7,200 physicians and features a robust and continually expanding network of multispecialty services, including more than 400 ambulatory practice locations throughout the five boroughs of New York City, Westchester, and Long Island. Mount Sinai Heart at The Mount Sinai Hospital is the nation's No. 6-ranked heart center, and The Mount Sinai Hospital is ranked No. 14 on *U.S. News & World Report's* "Honor Roll" of the Top 20 Best Hospitals in the country and the Icahn School of Medicine as one of the Top 20 Best Medical Schools in country. Mount Sinai Health System hospitals are consistently ranked regionally by specialty and its physicians are ranked in the top 1% of all physicians nationally by *U.S. News & World Report*.

## **CARDIOVASCULAR RESEARCH INSTITUTE**

Pioneering, multidisciplinary, and collaborative, the Cardiovascular Research Institute at Mount Sinai, under the auspices of Mount Sinai Heart, is committed to elucidating the workings of the heart and blood in the broader physiological context.

The cardiovascular system is part of an intricate network that involves many tissue, cellular, and molecular processes. The immune, endocrine, metabolic, and hematopoietic systems, just to name a few—all play a role in cardiovascular health. Understanding the mechanisms of inter-system communication is key to innovation in fundamental and translational science.

Just as the heart cannot be understood in isolation, the Institute cannot thrive in isolation. It collaborates with other research entities to grow its understanding of the body in its larger context. It is establishing relationships with researchers within the Mount Sinai community, with other New York cardiovascular institutes, and with numerous national and international organizations. It actively shares its knowledge, insights, and discoveries, and draws inspiration and momentum from the work of its colleagues.

## **REPORTING RELATIONSHIPS**

The Senior Director of Development, Mount Sinai Heart will report to the Senior Executive Director of Development, Cassandra Kamarck.

## **MOUNT SINAI HEALTH SYSTEM'S COMMITMENT TO 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.

## **PRIMARY RESPONSIBILITIES**

The Senior Director of Development, Mount Sinai Heart will

- serve as a frontline fundraiser while providing leadership for all campaign, major gifts, and related development program priorities, in concert with the Senior Executive Director of Development and the CVRI Advisory Council;
- provide visionary leadership that advances the philanthropic mission of Mount Sinai Heart and CVRI;
- perform the duties of a principal gift fundraiser, including cultivating donor relationships, soliciting gifts, and ensuring stewardship;
- work with fundraising staff and volunteers to build and maintain momentum and focus for all who are engaged in fundraising efforts;
- develop relationships with an ever expanding network of philanthropic partners;

- ensure that junior staff are properly trained, supported, and guided, and ensure their professional development is nurtured;
- create a positive work environment that values professional development and promotes teamwork;
- oversee a portfolio of major and principal gift prospects;
- develop prospect strategies with Mount Sinai faculty and senior development staff that are effective and aligned with Mount Sinai’s vision and mission, and ensure such strategies and systems are implemented; and
- meet key fundraising activity and financial benchmarks.

## **LEADERSHIP AND KEY COLLEAGUES**

### **Cassandra Kamarck**

#### **Senior Executive Director of Development**

Renowned as an international leader in all facets of cardiology care, cardiac surgery, and advanced research, Mount Sinai Heart has invigorated the science of cardiovascular medicine, pioneering treatments for arrhythmias, coronary artery disease, heart failure, valvular disease, and vascular disease. Mount Sinai cardiologists are responsible for numerous innovations in the diagnosis and treatment of heart disease, and have invented devices and introduced techniques used worldwide. Partnering with physician researchers, medical staff, faculty, and senior leadership, Cassy Kamarck leads, directs, coordinates, and executes the strategic planning for development strategies around Mount Sinai Heart, aligned with the goals of Mount Sinai Health System. Cassy has been at Mount Sinai Heart since 2016 and leads a team of fundraisers in Cardiology, Emergency Medicine, BioMedical Engineering and Imaging, and International philanthropy. Cardiology represents approximately \$250M of the \$2B overall Mount Sinai Capital Campaign.

### **Filip Swirski, PhD**

#### **Director, Cardiovascular Research Institute, Icahn School of Medicine**

#### **Professor, Medicine, Cardiology**

#### **Professor, Diagnostic, Molecular and Interventional Radiology**

Mount Sinai Health System appointed Filip Swirski, PhD, an internationally recognized leader in cardiovascular immunology research, to its faculty in July of 2021. Dr. Swirski is the inaugural Director of the Cardiovascular Research Institute at the Icahn School of Medicine of Mount Sinai.

Dr. Swirski has made groundbreaking discoveries on the role of immunity and inflammation in atherosclerosis—the buildup of plaque along artery walls—and its complications. As Director of the Cardiovascular Research Institute, Dr. Swirski leads a vibrant and collaborative multidisciplinary team that has made the institute a global hub for fundamental and translational cardiovascular science within the context of the hematologic, immune, metabolic, and nervous systems. Additionally, Dr. Swirski holds positions in Mount Sinai’s Precision Immunology Institute and BioMedical Engineering and Imaging Institute.

Before joining Mount Sinai, Dr. Swirski was a Professor at Harvard Medical School and a Principal Investigator at Massachusetts General Hospital. His latest work there was recently published in *Nature*: he led a team to discover a signaling pathway in humans and mice that helps modify inflammation to protect against Alzheimer’s disease. The findings may lead to promising new therapeutic interventions for the progressive brain disorder.

Dr. Swirski obtained his PhD at McMaster University in Hamilton, Canada, and completed postdoctoral studies at Brigham and Women’s Hospital in Boston. He is a highly cited researcher and is the recipient of

numerous prestigious awards including the Jeffrey M. Hoeg Award and the Established Investigator Award from the American Heart Association, as well as the Outstanding Investigator Award from the National Heart, Lung, and Blood Institute. He is the American Coordinator of a Leducq Foundation Transatlantic Network of Excellence, sits on numerous editorial and scientific advisory boards, and has consulted for several biotech companies.

### **PREFERRED COMPETENCIES AND QUALIFICATIONS**

Mount Sinai Health System seeks a Senior Director of Development, Mount Sinai Heart with

- a commitment to the mission of Mount Sinai Health System to provide compassionate patient care with seamless coordination and to advance medicine through unrivaled education, research, and outreach;
- proven experience and success in strategizing and leading the solicitation of transformational gifts with significant institutional impact from very high net worth individuals;
- comprehensive knowledge of all fundraising approaches, with special expertise and understanding of capital campaigns, grateful patients model, principal and major gifts, and planned giving;
- experience in prospect pipeline development, particularly within a grateful patient model;
- an ability to mentor and inspire colleagues and work successfully within a team environment;
- confidence, initiative, and an ability to work independently; and
- experience in an academic, research, or hospital/health care environment (preferred).

A bachelor's degree is required for this position as is at least ten years of experience in managing comprehensive fundraising for large not-for-profit organizations, with at least five years of those being in a fundraising leadership position.

### **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 as well as the responsibilities and qualifications presented in the prospectus.*** Review of applications will begin immediately and continue until the successful candidate has been selected.

*To apply for this position, visit:*

[Senior Director of Development, Mount Sinai Heart, 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.*