

ASPEN LEADERSHIP GROUP

DIRECTOR OF MAJOR GIVING
NATIONAL FOUNDATION FOR CANCER RESEARCH
ROCKVILLE, MARYLAND



Research for a Cure

The Aspen Leadership Group is proud to partner with the National Foundation for Cancer Research in the search for a Director of Major Giving.

The Director of Major Giving will cultivate and lead targeted major gift development activities to raise funding for long-term, transformative cancer research that promotes discoveries in cancer prevention, detection, and treatment as well as funding for related public education. The Director of Major Giving will coordinate development activities across the Foundation that enable it to achieve its long- and short-term goals and objectives. Serving as a member of the organization's fundraising team, the Director of Major Giving will contribute to the achievement of the Foundation's mission and vision in a management role that is both internally and externally focused.

The National Foundation for Cancer Research was founded in 1973 to support cancer research and public education relating to the prevention, early diagnosis, better treatments, and a cure for cancer. NFCR promotes and facilitates collaboration among scientists to accelerate the pace of discovery from bench to bedside. NFCR is committed to cures for all types of cancer.

With the help of more than 5.3 million individual donors over the last 50 years, NFCR has delivered more than \$400 million in funding to public education and cancer research leading to several important, life-saving discoveries. It provides scientists in the lab with the funding they need to make game-changing discoveries in cancer treatments, detection, prevention, and ultimately, a cure. NFCR has distinguished itself in the cancer research sector by emphasizing long-term, transformative research.

Cancer research requires a long-term commitment to make an impact. The newest treatments available today are often the fruits of research that started decades ago.

Collaboration is a bedrock principle of NFCR. It is how research advancements can be accelerated to realize an end to this terrible disease. Through global collaboration, NFCR is making unique impact on a new and accelerated path to cures.

The National Foundation for Cancer Research funds high-risk and high-impact research with one absolute goal—*We make Cures Possible* for all types of cancer.

REPORTING RELATIONSHIPS

The Director of Major Giving will report to the President and Chief Executive Officer, Dr. Sujuan Ba, and will work closely with other development and marketing team members.

FROM THE PRESIDENT AND CEO

Thank you for your interest in NFCR and our important Director of Major Giving position. NFCR is at a critical juncture in its evolution. Now is an exciting time to be part of the organization and a time which will be remembered for decades to come at NFCR but furthermore, for all of humanity. A cure to cancer is out there and NFCR is uniquely positioned to help find that cure. We are in the midst of our 50-Year Anniversary and a Capital Campaign to fund the next crucial step toward a cure. Over these 50-years there have been many breakthroughs toward finding a cure and NFCR has been at the forefront of many of those discoveries. NFCR research makes cures possible. We are very close to transitioning this statement from words to reality. No other cancer research organization has the proven track record, the depth of resources, nor the connections within the scientific community to take research from its inception—through clinical trials—to the bedside to improve patient care and change and save lives.

Personally, and I can confidently speak on behalf of the entire NFCR team, what motivates us as an organization, a cause, and a charity is to make cures possible. Finding a cure to cancer is what gets us out of bed every morning to do our work. Every day, we embrace and live the mission of NFCR.

We have all been affected by cancer, directly and indirectly. It's a connection we didn't choose but one that has nonetheless become part of our lives. My work as CEO, and the work of the entire NFCR team, is to change the dynamic of how cancer affects us all. We can't stop it, but we can cure it. This is our quest, and this is our moment as an organization to cure all types of cancers. We are building a movement of followers and supporters to join us in the advancement of our mission. We have momentum and the framework in place to make NFCR's next stage one that will change the world.

As Director of Major Giving, you will be an essential part of this process. You will be joined by a team of professionals who are motivated to advance our cause and excited to work with you to make cures to cancer possible, collectively and collaboratively. I personally invite you to learn more about us and in return, we look forward to learning more about you and the unique skills you bring to this position. We are all part of the cure. When we all do our part, cures are possible. Perhaps your part is joining the NFCR team! Thank you for your interest in NFCR. We look forward to exploring your candidacy as the Director of Major Giving.

—Dr. Sujuan Ba, President and Chief Executive Officer

PRIMARY RESPONSIBILITIES

The Director of Major Giving will

- develop and implement a fundraising and donor strategy that effectively moves existing and prospective individual donors, families, and family foundations from identification to solicitation;
- conduct donor discovery through research and data mining to identify, contact, solicit, and steward major gift prospects to meet measurable goals, including the development and execution of a full range of donor cultivation activities;
- build membership of NFCR's Leaders in Annual Giving Society, which recognizes donors who support the organization through gifts of \$5,000 or more;
- secure leadership level contributions of \$25,000 or more in support of the organization's mission and vision;

- work closely with senior leadership, including the CEO, to help them manage and steward their own portfolios of donors, and coordinate fundraising campaigns and events;
- develop a differentiated donor experience that fosters long-term relationships and loyalty;
- create business process standards for relationship management including the development of data management and reporting standards;
- ensure compliance with all policies and procedures related to fundraising and donor relations;
- provide direction, planning, and implementation for individual fundraising initiatives;
- develop and execute new and innovative strategies that focus on major and transformational gifts;
- manage a portfolio of donors, with specific attention to leadership level donors, including researching and identifying prospects;
- develop a differentiated donor experience that fosters long-term relationships and loyalty;
- lead, manage, and mentor a group of leadership giving officers who are responsible for cultivating and stewarding their own portfolios of donors; and
- ensure compliance with all policies and procedures related to fundraising and donor relations.

LEADERSHIP

Dr. Sujuan Ba

President and Chief Executive Officer

Dr. Sujuan Ba is the President & CEO of the National Foundation for Cancer Research, the Founder & CEO of the Asian Fund for Cancer Research, the Co-founder & CEO of the AIM-HI Accelerator Fund, the Co-Founder of the Global Coalition for Adaptive Research.

Dr. Ba has led the establishment of the Szent-Györgyi Prize for Progress in Cancer Research, an international prize recognizing outstanding scientific achievement in the war against cancer, serving continuously as co-chair of the Prize Selection Committee since 2006.

Dr. Ba also led the establishment of the AIM-HI Women’s Venture Competition in 2020, a first-of-its-kind program providing lifeline seed investment, critical coaching, and valuable networking opportunities to women entrepreneurs.

Dr. Ba established the Beacon Award for Women Leaders in Oncology in 2022, recognizing outstanding women pioneers who have significantly impacted cancer patients worldwide through the development, commercialization of novel technologies and implementation of public policy.

Dr. Ba received the NBC4 WORKING 4 THE COMMUNITY Award in 2019, the inaugural *Outstanding Achievement Award* for international cooperation from Society for Neuro-Oncology of the Chinese Medical Doctor Association in 2017, and the Inaugural *CRS WOMEN IN SCIENCES Award* in 2011. She was named one of the “*Top 300 Women Leaders in Global Health*” in 2015 by the Graduate Institute of International and Development Studies’ Global Health Programme.

PREFERRED COMPETENCIES AND QUALIFICATIONS

The National Foundation for Cancer Research seeks a Director of Major Giving with

- a commitment to the mission of the National Foundation for Cancer Research—to promote and facilitate collaboration among scientists to accelerate the pace of discovery from bench to bedside;
- an ability to successfully lead and achieve the strategic, operational, and tactical initiatives of the Foundation, and represent its mission to all stakeholders;
- depth of knowledge, skills, and abilities in fundraising, especially major gifts and leadership giving;
- an ability to manage multiple fundraising activities concurrently;
- experience managing relationships with prospective donors, cultivating current donors, and coordinating fundraising activities with colleagues across the organization;
- excellent relationship and coalition building skills and an ability to work effectively with a variety of internal and external stakeholders;
- an ability to work independently as well as on a team, and successfully set goals, communicate, and project manage;
- outstanding presentation and communication skills with an ability to serve as an outgoing spokesperson, relationship builder, and successful fundraiser;
- an ability to establish a team-oriented, collaborative work environment;
- an ability to promote a workplace culture that reflects the Foundation’s values, encourages and rewards excellent performance, and promotes dedication to its mission;
- financial acumen and an ability to set clear priorities and delegate and guide investment in people and systems;
- an ability to serve as a prudent manager of organizational resources;
- knowledge of legal recordkeeping requirements for fundraising and documentation of donations;
- experience using fundraising and other relevant software;
- an ability to identify resource requirements, research funding sources, and establish strategies and approaches for successful fundraising; and
- keen analytical, organizational, and problem-solving skills which support and enable sound decision making.

The National Foundation for Cancer Research will consider candidates with a broad range of backgrounds. A bachelor's degree or an equivalent combination of education and experience and at least seven years of development experience with a focus on major gifts and leadership giving, preferably in a nonprofit organization or academic setting, is preferred.

SALARY AND BENEFITS

The salary range for this position is \$100,000 to \$120,000 annually. The National Foundation for Cancer Research offers a comprehensive package of benefits, including but not limited to:

- Employer’s Contribution to 401(k) plan account (without requirement of employee contribution): increase to 8% annually after 1 year.
- Both Traditional and Roth 401(k) plan available for employee participation.
- Employer pay 80% of medical and dental insurance premium and 100% of life, short-term and long-term disabilities insurance premium.
- Employer pay 100% parking fee at the office building.
- 15 days of PTO and increase to 20 days in the second year, plus 12 days of holidays.

LOCATION

The National Foundation for Cancer Research is in Rockville, Maryland. Approximately 30% of work is performed in an office environment and 70% of work is performed in the field meeting with donors. Time commitments outside of regular office hours may be frequent.

APPLICATION INSTRUCTIONS

All applications must be accompanied by a cover letter and résumé. ***Cover letters should be responsive to the mission of the National Foundation for Cancer Research as well as the responsibilities and qualifications presented in the prospectus.*** Preference will be given to applications received by June 28, 2023.

National Foundation for Cancer Research is an equal opportunity employer. It is the policy of NFCR to provide equal membership/employment/service opportunities to all eligible persons without regard to race, color, religion, creed, ancestry, citizenship, union membership, height, weight, age, gender, gender identity, sexual orientation, political affiliation, or mental or physical challenges. This policy is practiced and is applicable to persons served, staff employment, and to memberships on the governing board.

To apply for this position, visit: [Director of Major Giving, National Foundation for Cancer Research](#).

To nominate a candidate, please contact Don Hasseltine, donhasseltine@aspingleadershipgroup.com or Steven Wallace, stevenwallace@aspingleadershipgroup.com.

All inquiries will be held in confidence.