

ASPEN • LEADERSHIP • GROUP

DIRECTOR OF PROSPECT RESEARCH AND MARKET ANALYSIS

THE JACKSON LABORATORY

Farmington, Connecticut

<http://jax.org>



The Aspen Leadership Group is proud to partner with The Jackson Laboratory in the search for a Director of Prospect Research and Market Analysis.

The Director of Prospect Research and Market Analysis will lead the JAX prospect research program to new heights through the utilization of industry best practices, creativity, and ingenuity. The basic components of the program are prospect identification, predictive and data analytics, individual and foundation prospect research, philanthropic market analysis and trend monitoring, capacity assessments, portfolio assignment and monitoring, and prospect strategy development with frontline fundraisers. This role is vital to the success of the fundraising enterprise at The Jackson Laboratory (JAX).

The Director will envision, lead, and direct the prospect research and market analysis program to effectively support and accelerate fundraising for leadership, major, and principal gifts officers, and the corporate and foundation relations program. They will develop and implement a strategic and operating plan for all components of the research and analysis program based on established and emerging practices in prospect and market research field to identify and capture the unique fundraising and external relations opportunities associated with the JAX mission.

The Jackson Laboratory is an independent, nonprofit organization focusing on genetic and genomic research to advance human health. Its mission is to discover precise genomic solutions for disease and empower the global biomedical community in the shared quest to improve human health. This bipartite mission statement reflects its focus on conducting impactful genetic research improving human health and its commitment to serve the larger biomedical community with its scientific products and genetic resources.

The Jackson Laboratory employs nearly 2,000 employees on three campuses: Bar Harbor, Maine; Sacramento, California; and Farmington, Connecticut. The Jackson Laboratory for Mammalian Genetics in Bar Harbor, Maine deploys the mouse as a research tool to understand normal mammalian development and the mechanisms of disease. Because mice and humans share 95 percent of their genes, the mouse is an effective and efficient model of the human condition. The Jackson Laboratory for Genomic Medicine in Farmington, Connecticut, focuses on human genetics and genomics as well as computational biology. In addition, both campuses in Bar Harbor and Sacramento provide services and products (primarily mouse models) for the external scientific community. Thus, along with its research, The Jackson Laboratory provides scientific resources, techniques, software, and data to scientists around the world, and it educates students and professionals through courses, internships, and other programs.

REPORTING RELATIONSHIPS

The Director of Prospect Research and Market Analysis will report to the Director of Advancement Services and Operations, and manage the Assistant Director of Prospect Management and Research.

PRINCIPAL OPPORTUNITIES

Help support JAX's research for tomorrow's cures. Imagine a world free of devastating disease. A world where cancer, diabetes, Alzheimer's, and even aging—many of the diseases and conditions that compromise human health—are understood and stopped. Now, imagine that you play a pivotal role right alongside world-class scientists and philanthropists passionate about curing disease to improve human health.

Under the leadership of Edison T. Liu, M.D., president and chief executive officer, and Gregory R. Leet, vice president for advancement, The Jackson Laboratory (JAX) is searching for likeminded creative and driven individuals to join its development team and raise philanthropic support for the cutting-edge scientific breakthroughs of tomorrow. Just as the unique human genome is being unlocked at JAX to change the future of human health, your unique skills can also be unleashed to full potential.

Discovering precise genomic solutions for human disease. JAX is an independent nonprofit biomedical research institution with more than 1,800 employees who are passionate about one mission: to discover precise genomic solutions for disease and empower the global biomedical community in the shared quest to improve human health. More than 60 JAX principal investigators from diverse backgrounds and areas of expertise are collaborating closely together to advance mammalian genetics and human genomics in a wide range of disease and research programs.

Founded in 1929 in Bar Harbor immediately adjacent to Acadia National Park on Maine's iconic coastline, the Laboratory applies its eight decades of expertise in genetics to increase understanding of human disease. Over nearly a century, the research, resources, and educational program of JAX have been associated with 26 Nobel prizes, including our own faculty member, George D. Snell (1980). More recently, our new campus for human genomic medicine opened in Farmington, Connecticut alongside the University of Connecticut Health Center just outside Hartford, a vibrant economic corridor for culture, education, science, and entrepreneurial research.

PRIMARY RESPONSIBILITIES

The Director of Prospect Research and Market Analysis will

- work with external vendors to conduct a comprehensive wealth and affinity assessment of the JAX donor base;
- identify and qualify top prospects for select fundraising opportunities, research areas, and education programs;
- create a screening program for JAX senior management and trustees to identify and qualify prospects;
- use market analysis, demographic and philanthropic trends, capacity, inclination, affinity, location, and other indicators to prioritize new prospects for frontline fundraisers to engage;
- manage major donor prospect tracking by ensuring that all assignments, actions, tasks, proposals, and contacts are appropriately recorded in the database on a timely basis;
- set standards for information organization, storage, maintenance, and retrieval;

- train and mentor staff as necessary to ensure an active and competent research team; and
- establish annual program goals and objectives working with the Director of Advancement Services and Operations.

KEY COLLEAGUES



Gregory R. Leet, M.N.P.S.

Vice President for Advancement

As vice president for advancement, Leet leads development, strategic communications, and trustee relations for The Jackson Laboratory (JAX). Leet comes to JAX with more than 25 years of advancement experience, much of it as a senior leader in large, complex institutions.

Prior to joining JAX, Leet served as vice chancellor for university advancement at the University of California, Irvine leading all advancement and fundraising programs and initiatives, including those of the UCI Medical Center and Chao Comprehensive Cancer Center, and oversaw the university's community and government relations programs. Under Leet's leadership, UCI became the youngest university to complete a \$1 billion fundraising campaign. He also secured UCI's largest gift ever of \$40 million for nursing and allied health sciences. During his tenure, the department recruited nearly 90 advancement professionals globally, and implemented development analytics and a comprehensive donor relationship management system.

Leet was formerly vice president at Grenzebach Glier & Associates (GG+A) in Chicago, an advancement consulting firm. There he worked with universities and nonprofits to enhance development programs for clients including UCLA Health Systems, University of Southern California, Los Angeles Philharmonic, and the Pew Charitable Trusts.

While vice president of development at the Arizona State University Foundation, Leet managed the development staff for a then-planned \$1.3 billion campaign. He also collaborated on fundraising projects such as the ASU Bidesign Institute and helped with ASU's institutional rebranding initiative and innovative prospect management program. The branding and prospect management efforts both garnered national awards from the Council for Advancement & Support of Education (CASE).

Leet previously was at Creighton University, a private comprehensive research and teaching university. He held several major gifts officer and management positions and secured a \$50 million outright gift, the largest in Creighton's history. In 2007, Creighton received the CASE Circle of Excellence Award as one of the nation's top 30 development programs.

Leet received his bachelor's degree in journalism from Kansas State University and his master's degree in nonprofit studies at Arizona State University.



Matthew Heyer

Director of Advancement Services and Operations

Matthew Heyer joined The Jackson Laboratory in June, 2017 as director of advancement services and operations, reporting to the vice president for advancement. In this role, Heyer is responsible for all advancement operations, including research, gift management, reporting, donor relations and events.

Heyer has more than 15 years of experience in nonprofit operations. From 2011-2017, he was vice president of information and support services at Connecticut Children's Medical Center Foundation, where he helped to develop the organization's grateful patient fundraising program. From 2006-2011, he served as manager of research and data analysis at the foundation, overseeing prospect management, research and reporting. Heyer previously held roles in prospect research at the University of Connecticut and the University of Massachusetts. He holds a B.A. in Sociology from the University of Massachusetts at Amherst.



Peter Lamothe
Senior Director of Development

Peter Lamothe joined The Jackson Laboratory in 2014 as senior director of development reporting to the vice president for advancement. In his role, Lamothe leads the principal, major, and leadership gifts team, as well as the annual fund, special events, and the corporate and foundations teams. He also manages a portfolio of major and principal gift donors and leads special projects within the development

office.

Lamothe has more than 20 years of experience in nonprofit fundraising, strategic planning, campaign management, and organizational leadership. From 2007-14, he was the development director at Yale Cancer Center where he helped to complete a \$100 million capital campaign for the Smilow Cancer Hospital, launched the *Closer to Free* annual fund, and developed fundraising strategies to support the Center's core research priorities. He also managed the Yale Cancer Center Director's Advisory Board.

Lamothe was the executive director of the New Haven Museum and Historical Society from 2000-2006, education and tours coordinator at the Isabella Stewart Gardener Museum from 1995-2000, and began his non-profit career at Monticello and the Thomas Jefferson Foundation in 1993. He also serves on the board of directors for the National Association of Cancer Center Development Officers and holds a B.A. in history from the University of Massachusetts at Amherst.



Edison T. Liu, M.D.
President and CEO

Dr. Liu is the president and CEO of The Jackson Laboratory. Previously, he was the founding executive director of the Genome Institute of Singapore (2001-2011), and was the president of the Human Genome Organization (HUGO) from 2007-2013. Between 1997 and 2001, he was the scientific director of the National Cancer Institute's Division of Clinical Sciences in Bethesda, Maryland, where he was in charge of the intramural clinical translational science programs.

From 1987 to 1996, Dr. Liu was a faculty member at the University of North Carolina at Chapel Hill, where he was the director of the UNC Lineberger Comprehensive Cancer Center's Specialized Program of Research Excellence in Breast Cancer; the director of the Laboratory of Molecular Epidemiology at UNC's School of Public Health; chief of Medical Genetics; and the chair of the Correlative Science Committee of the national cooperative clinical trials group, CALGB. Dr. Liu is an international expert in cancer biology, genomics, human genetics, molecular epidemiology, and translational medicine.

Dr. Liu's own scientific research has focused on the functional genomics of human cancers, particularly breast cancer, uncovering new oncogenes, and deciphering on a genomic scale the dynamics of gene regulation that modulate cancer biology. He has authored over 300 scientific papers and reviews, and co-authored two books. He obtained his B.S. in chemistry and psychology, as well as his M.D., at Stanford University. He served his internship and residency at Washington University's Barnes Hospital in St. Louis,

followed by an oncology fellowship at Stanford. From 1982 to 1987 he was at the University of California, San Francisco, at the G.W. Hooper Foundation. He is the recipient of the AACR Rosenthal Award, the Brinker International Award for Breast Cancer Research, and the President's Medal from the Singaporean government for his work in resolving the SARS crisis. He holds Doctorates (Honoris Causa) from Queen's University of Belfast, and Colby College, and was named one of Singapore's 50 most influential foreigners who shaped the course of the country.

CANDIDATE QUALIFICATIONS AND QUALITIES

The ideal candidate for the position of Director of Prospect Research and Market Analysis should have

- thorough understanding of all aspects of the prospect research and development process, keeping abreast of enhancements and new trends;
- prospect research experience with an academic or major research institution;
- outstanding writing skills to create compelling and accessible written reports of research work and findings, and strong verbal communication skills to present results to colleagues and management;
- highly capable analytical skills with close attention to details in order to draw conclusions from data identified, captured, and analyzed to accelerate fundraising;
- ability to understand a large number of documents and source materials such as market research and demographic reports and surveys;
- ability to maintain multiple as well as changing priorities;
- ability to work effectively in a team environment;
- high level of maturity and an understanding of philanthropic support;
- technical/computer orientation and familiarity with general research methods and resources including electronic sources; and
- ability to manage sensitive information appropriately.

A bachelor's degree is required for this position as is a minimum of three to five years of prospect or market research experience in a healthcare, higher education, national nonprofit, or financial services environment. A graduate degree is preferred.

SALARY & BENEFITS

The Jackson Laboratory offers a competitive benefits and compensation package.

LOCATION

The selected candidate will work at Jackson Laboratory's offices in Farmington, Connecticut.

DIVERSITY AND INCLUSION

The Jackson Laboratory is an equal opportunity employer. Qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability, or protected veteran status.

APPLICATION DEADLINE

All applications must be accompanied by a cover letter and résumé. Before submitting your materials, please read them over for accuracy. Review of applications will begin immediately and continue until the successful candidate has been selected.

To nominate a candidate, contact Michael Vann at michaelvann@aspenleadershipgroup.com.

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