



SENIOR DIRECTOR OF PRINCIPAL GIVING
NORTHSHORE UNIVERSITY HEALTHSYSTEM FOUNDATION
Evanston, Illinois
[NorthShore University HealthSystem Foundation](#)



Foundation

The Aspen Leadership Group is proud to partner with NorthShore University HealthSystem Foundation in the search for a Senior Director of Principal Giving.

The Senior Director of Principal Giving will develop and implement creative and nuanced strategies to identify, cultivate, solicit, and steward the organization's top philanthropic prospects including gifts from individuals, private foundations, and corporations. The Senior Director of Principal Giving will demonstrate a desire and willingness to support and partner with other Foundation staff, including coaching as a subject matter expert, in addition to working with the Executive Director and other colleagues and volunteers across the healthcare system to achieve results.

NorthShore University HealthSystem (NorthShore) is a not-for-profit, integrated healthcare delivery system consistently ranked as a *Top 15 Teaching Hospital* in the United States. The NorthShore system includes four hospitals – Evanston, Glenbrook, Highland Park, and Skokie. NorthShore also includes a 900-physician multispecialty group practice, NorthShore Medical Group, with 130 locations in the Chicago area. NorthShore has annual revenues of \$2.1 billion and employs 10,500 people. The delivery of healthcare services is provided in a wide range of inpatient and ambulatory healthcare settings, communitywide, employing state-of-the-art technology and nationally recognized clinical expertise.

NorthShore is a Magnet-recognized organization, the first in Illinois to receive this prestigious honor as an entire system, demonstrating excellence in nursing and high standards in patient care. NorthShore also is a national leader in the implementation of innovative technologies.

As the principal teaching affiliate for the University of Chicago Pritzker School of Medicine, NorthShore is dedicated to excellence in medical education. Combined with NorthShore's established reputation for advanced information technology and its strong clinical environment, this affiliation represents an exciting advancement in patient care for the Chicago area.

NorthShore University HealthSystem Foundation is dedicated to assisting NorthShore in fulfilling its mission to "preserve and improve human life," with philanthropy playing an essential role since NorthShore first opened its doors in 1891. Community-based philanthropy, based primarily on a grateful patient model, exceeds \$300 million since the Foundation formed in 2003, and activity averages \$15 million annually at this time.

REPORTING RELATIONSHIPS

The Senior Director of Principal Giving will report to the Executive Director, NorthShore University HealthSystem Foundation. The Director of Planned Giving will report to the Senior Director of Principal Giving.

PRINCIPAL OPPORTUNITIES

With a mission “to preserve and improve human life,” NorthShore University HealthSystem has been nationally recognized as a high performing not-for-profit healthcare provider since the incorporation of Evanston Emergency Hospital in 1891. In 2019, this award-winning integrated healthcare delivery system is actively looking to the future and working toward realizing a recently recast vision to “be the most trusted and indispensable health partner throughout the communities it serves.” There are a number of high-profile performance improvement initiatives being coordinated across the entire organization today, all with the goal of elevating the quality of care it provides, while further strengthening overall financial performance.

NorthShore seeks to define new standards of care, increase access to excellence, and be recognized as a thought leader in all that it does. While accolades are not the goal, NorthShore is proud to be recognized for exceptional and differentiated research and clinical care. Such external validation means that the organization is sharply focused and performing at a high level on behalf of the patients it is privileged to serve. Best-in-class philanthropy, with principal giving as a key contributor, is needed to realize the organization’s vision. Building on results that have exceeded primary goals in the past few years, NorthShore Foundation has recently embarked on a multi-year journey to consistently achieve best-in-class performance.

A seasoned development professional, with demonstrated success over time in contributing to or leading the cultivation of 7-figure gifts through 9-figure gifts, this specialist will report directly to the NorthShore Foundation’s Executive Director. Partnering with the Executive Director, and other administrative and clinical leaders across NorthShore, on suspect identification and prospect cultivation the successful candidate will also be the recognized subject matter expert in this field, knowledgeable about the sector and segment’s most current thinking and trends.

This specialist will bring a focus, skill set, and energy to principal giving at NorthShore. Whether working directly with a physician on a cultivation, collaborating on strategy and tactics with the Executive Director and other leaders inside and outside the Foundation, or partnering with a Director of Philanthropy on an upgrade to a principal gift level where a donor relationship already exists, the breadth and depth of the work involved will interest and excite the successful candidate.

There are a wide range of principal gift opportunities at NorthShore—from endowed chairs to research initiatives, clinical programs to capital needs. The organization has enjoyed success over the years in the \$1.5 million range, through \$5 million and up to \$10 million. The time is now right to increase the relative contribution of principal giving to the value philanthropy adds to NorthShore, and raise the bar on what is possible in an ongoing major gift/principal gift model.

PRIMARY RESPONSIBILITIES

The Senior Director of Principal Giving will

- identify support opportunities and prospects at a minimum 7-figure commitment level, reaching for 8-figure support and above;
- create strategic content, including solicitations, cultivation pieces, reports, and other materials, to engage high value donors and prospects;
- ensure clinical, research, and administrative leaders are appropriately briefed and prepared for direct involvement in principal gift cultivation.;
- solicit prospects through personal meetings, alone or with foundation colleagues, administrators, clinical staff, and researchers; and
- develop a best-in-class operation to increase the relative contribution of principal giving towards transformational outcomes.

KEY COLLEAGUES



Murray Ancell
Executive Director

As Executive Director of the Foundation at NorthShore University HealthSystem, Mr. Ancell is responsible for leading all philanthropic activity in support of the organization, including strategy and day-to-day philanthropic operations. He is actively involved in the development of organizationally aligned development strategies, and cultivating and expanding important donor relationships. His experience includes the successful cultivation of principal gifts ranging from \$1 million through \$10 million.

Mr. Ancell brings distinctive experience and an international perspective to the Foundation. He joined NorthShore in an operational role in 2007, following a career in the private sector in Europe and the U.S. Early work with hospital leadership, physicians and top-level donors seeded a move to the Foundation in 2009, where he initially served as a Senior Director of Philanthropy, overseeing board donor relations and stewardship. He quickly ascended to the role of Assistant Vice President of Fund Development and was named Executive Director in August of 2010.

Mr. Ancell is a Certified Fund Raising Executive and earned a Bachelor of Science degree in Zoology and Physiology from the University of East Anglia, a Postgraduate Diploma in Business Administration from the University of Surrey, and a Master of Science degree in Strategic Fundraising and Philanthropy from Bay Path University.



Elizabeth Middleton
Assistant Vice President, Donor Development

Ms. Middleton has been working in philanthropy for complex healthcare and higher education institutions for 15 years. As Assistant Vice President, Donor Development at NorthShore University HealthSystem Foundation, she leads the Foundation's annual giving, major gifts, and donor relations programs. Prior to joining NorthShore in 2017, she served on the advancement leadership team at the University of Illinois at Chicago (UIC) where she managed donor relations, communications, and special events during the planning and launch of the current \$750 million IGNITE campaign. Ms. Middleton has also held donor relations and

development roles at Ann & Robert H. Lurie Children's Hospital of Chicago and Northwestern University. She received her BFA in Theatre Performance from Roosevelt University.



Kate Beckering

Assistant Vice President, Operations

Ms. Beckering has been working in philanthropy for complex healthcare and cultural institutions for 20 years. As Assistant Vice President, Operations at NorthShore University HealthSystem Foundation, she leads the Foundation's overall operations, reporting, and gift processing systems, as well as its fundraising efforts through its volunteer, membership boards, and events. Prior to joining NorthShore in 2005, she was on the Development team at the Peggy Notebaert Nature Museum, responsible for the Annual Fund and annual Board fundraising events. Ms. Beckering has also held development roles at the DuPage Children's Museum and Make A Wish Foundation. She received her BA in English and Telecommunications at Indiana University.

PREFERRED QUALIFICATIONS

NorthShore University HealthSystem Foundation seeks a Senior Director of Principal Giving with

- demonstrated success in high-level naming initiatives;
- experience in a healthcare/medical research/academic medical institution;
- exceptional written and oral communication skills;
- exceptional project management skills;
- a donor-centric mindset and approach;
- an advanced understanding of principal gift prospecting, including prospecting from an existing database;
- an ability to work with high-level donors and organizational decision makers;
- an ability to diplomatically and thoughtfully collaborate across teams internally; and
- Microsoft Office, Blackbaud Raiser's Edge experience.

A bachelor's degree is required for this position. An advanced degree is preferred. Ten years of major gift fundraising experience within a complex organization, including five years of principal giving (\$1M+) experience is preferred.

DIVERSITY, EQUITY, AND INCLUSION

All NorthShore University HealthSystem employees participate in Diversity & Inclusion Employee Education. The inclusive behaviors associated with diversity, inclusion, and cultural competence are part of NorthShore's Service Values behaviors, which all employees are evaluated on in their annual performance. Diversity & Inclusion competencies are critical to NorthShore's Customer Loyalty journey.

NorthShore's genuine commitment to diversity, inclusion, and cultural competence has created a culture of excellence that will enriches the organization, drives customer loyalty, and enhances NorthShore's position as a leading healthcare system. NorthShore provides quality care that is respectful and responsive to its patients' diverse needs, backgrounds, and beliefs. It has a fully engaged workforce that recognizes and values the similarities and differences of all people. It embodies all dimensions of diversity represented in the customers and communities it serves.

SALARY & BENEFITS

NorthShore University HealthSystem Foundation offers a competitive and comprehensive salary and package of employee benefits.

LOCATION

NorthShore University HealthSystem Foundation is located in Evanston, Illinois. Employees have the option to enjoy a flexible working arrangement after their first 90 days of employment and as agreed upon by their supervisor. This arrangement is always subject to business needs.

APPLICATION INSTRUCTIONS

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 apply for this position, visit:

[Senior Director of Principal Giving, NorthShore University HealthSystem Foundation.](#)

To nominate a candidate, please contact Don Hasseltine:

donhasseltine@aspenleadershipgroup.com.

All inquiries will be held in confidence.