



CHIEF DEVELOPMENT OFFICER

[STAND UP TO CANCER](#)

Location – Remote



The Aspen Leadership Group is proud to partner with Stand Up To Cancer (SU2C) in the search for a Chief Development Officer.

The Chief Development Officer will be responsible for the strategic direction and development of a fundraising strategy that cultivates revenue streams while furthering SU2C's mission and goals through major gifts, corporate development, planned giving, and the development of new fundraising approaches. The Chief Development Officer will foster a culture of philanthropy while ensuring that SU2C's culture, systems, and procedures support fund development and encourage cooperation and cross-functional collaboration that drive the accomplishment of fundraising goals and organizational efficiency. The Chief Development Officer will design and implement a comprehensive plan for developing key external alliances and partnerships by cultivating, soliciting, and stewarding philanthropic support from corporations, foundations, and individuals.

The Chief Development Officer will plan, coordinate, and implement strategies that inspire donors and increase contributions to support SU2C. The Chief Development Officer will expand and diversify SU2C's existing donor base and pipeline to secure funding for existing and new initiatives and will develop and maintain the infrastructure and appropriate systems necessary to ensure long-term growth and stability, including, but not limited to, donor management, research and cultivation, gift processing, and donor recognition.

Stand Up To Cancer's mission is to raise funds to accelerate the pace of groundbreaking translational research that can get new therapies to patients quickly and save lives now. SU2C brings together the best and the brightest researchers and mandates collaboration among the cancer community. By galvanizing the entertainment industry, SU2C has set out to generate awareness, educate the public on cancer prevention, and help more people diagnosed with cancer become long-term survivors. Stand Up To Cancer is a division of the Entertainment Industry Foundation, a 501(c)(3) California nonprofit organization that has, since its establishment in 1942, raised over \$1B for charity.

Stand Up To Cancer directs its funds to the discovery and development of novel and promising cancer treatments that can quickly translate to helping patients. SU2C dramatically accelerates the rate of new discoveries by connecting top scientists in unprecedented *Dream Team* collaborations to rapidly develop breakthrough therapies. SU2C's funded research innovations are focused on developing and testing faster and better ways to detect, diagnosis, and treat all forms of cancer.

Historically, scientists have worked independently on different pieces of the cancer puzzle or have studied the same cancer questions without coordinating their efforts or sharing data. SU2C funds multidisciplinary, multi-institutional, collaborative research projects that address critical problems in

cancer prevention, diagnosis, and treatment to deliver near-term patient benefit. This innovative approach is continuing to transform cutting-edge research and treatment breakthroughs in cancer.

Every day, 5,200 people in the United States will be diagnosed with cancer. Progress against one type of cancer is progress against all cancer. That is why SU2C is committed to funding ambitious and robust research and awareness efforts focused on incorporating health equity in cancer care, for the benefit of all patients facing cancer.

Communities of diverse race and ethnicity, as well as people living in rural communities, are frequently underserved by the health care system. This can result in poorer health outcomes, which is the case with cancer much too often. The conditions in which people live, work, learn, and play, as well as mistrust or fear of the health care system or language and financial barriers, can also contribute to disparities in cancer research, screening, and outcomes. SU2C is tackling this issue by mandating that its research addresses the recruitment and retention of medically underserved communities in cancer clinical trials. SU2C also is spearheading several research, education, and cancer screening efforts, and encouraging other funders and research entities to take similar steps — all with the shared goal of achieving equity for all cancer patients. Additionally, since January 2020, SU2C requires that all grant proposals address the recruitment and retention of patients from medically underserved communities.

REPORTING RELATIONSHIPS

The Chief Development Officer will report to the President and Chief Executive Officer, Dr. Russell Chew. The Chief Development Officer will serve on the Senior Management Team, and will supervise donor development, donor collaborations, donor relations, and fundraising staff.

FROM THE PRESIDENT AND CHIEF EXECUTIVE OFFICER

Stand Up To Cancer was launched in 2008 with only one goal in mind: ending cancer as we know it. By combining Nobel-class scientific insight with the power of the entertainment industry, Stand Up has raised over a quarter of a billion dollars to fund cancer research that has resulted in the development of innovative, ground-breaking cancer therapies, including nine FDA-approved treatments.

With these breakthroughs in immunology, genomics, molecular biology, and proteomics, cancer research is now reaching a critical inflection point for the entire field. SU2C is well-positioned to leverage its reputation of highly successful breakthrough research to super-accelerate the development of new and more effective cancer therapies. With a strong reputation for unmatched collaboration, our signature “Dream Team” model will be expanded to a more robust research and fundraising ecosystem. We will be deepening our relationships with collaborators in the worlds of entertainment, media, sports, music, and business to build awareness, drive engagement, and advance our goal of turning every cancer patient into a long-term survivor.

With over a decade of proven success in advancing unmatched collaboration in cancer research, Stand Up is now building a world-class C-level executive team to lead our ambitious business strategy into the next decade. Our Chief Development Officer arrives at this propitious moment for Stand Up To Cancer, as we transform and fortify our position as a top tier cancer research innovator. As Chief Development Officer, this executive will be taking the reins of a talented and highly motivated fundraising organization to develop and apply cutting-edge strategies that will propel our continued growth and success.

—Russell Chew, President and Chief Executive Officer

STAND UP TO CANCER'S COMMITMENT TO A RESPECTFUL ENVIRONMENT

SU2C maintains an environment of positivity, innovation, fun, and, above all, respect in all that it does and how it engages its team, projects, partners, collaborators, and donors.

SU2C is committed to providing its employees with a rewarding work environment that includes equal opportunity for development and personal growth. Creativity and innovation are essential to its efficiency and growth. Above all, SU2C's core values of generosity of spirit; rigor without attitude; responsiveness; and learning by doing should be at the forefront of all decisions, both internally and externally with philanthropic programs and partners, donors, clients, vendors, and the public. SU2C believes that all individuals should be treated with respect and the highest level of professionalism in their communications, work, interactions, and collaborations.

The work of SU2C thrives in an atmosphere of trust and empathy. It succeeds when it embraces a diversity of voices. SU2C seeks to actively learn to deepen its understanding of the sector it serves. Productive collaboration is highly valued and is founded on timely, honest, and respectful communication. In workplace and work-related interactions, conduct, and performance, SU2C is committed to the highest standards of professionalism and personal integrity.

PRIMARY RESPONSIBILITIES

1. Work with and report to SU2C's President and CEO in:
 - A. fulfilling SU2C's management and reporting responsibilities to the Board of Directors and all its advisory committees;
 - B. ensuring the success of SU2C's philanthropic vision and scientific mission;
 - C. executing SU2C's business strategy and plan in donor development and fundraising.
2. Manage SU2C's Donor Development and Fundraising effectiveness and efficiency by:
 - A. executing SU2C's day-to-day and long-term performance of SU2C's donor development and fundraising resources and initiatives;
 - B. developing an effective development and fundraising plan to support SU2C's strategy, business plan, and outcome performance goals and metrics, including market research and ongoing review and comparison with industry performance benchmarks and best practices;
 - C. collaborating with SU2C's Science, Marketing, and other departmental executives to resolve issues that challenge the success of achieving SU2C's revenue goals;
 - D. maintaining all donor development assets, materials, donor records, and fundraising performance reports;
 - E. implementing donor cultivation, acknowledgment, and recognition programs;
 - F. overseeing budget development and reporting for SU2C's Donor Development and Fundraising department;
 - G. complying with all relevant regulations, laws, and governing standards for ethics, accountability, and professional conduct for fundraising executives.
3. Maintain SU2C's reputation for leadership in funding innovative translational cancer research by:
 - A. staying abreast of development and fundraising activities in cancer research and the non-profit sectors to proactively take advantage of emerging industry trends;
 - B. developing revenue opportunities in collaboration with other philanthropic organizations, corporate giving, and government entities.

LEADERSHIP

Dr. Russell Chew

President and Chief Executive Officer

As President and Chief Executive Officer of SU2C, Dr. Chew brings broad and deep senior management experience earned in both the public and private sectors. Throughout an executive career characterized by a sharp focus on growth-oriented efficiencies in service and technology companies, Chew has applied a relentless drive to achieve operational excellence and expansion by implementing best practices in management and technology development.

Chew arrived at SU2C at an opportune moment in its evolution. Having established a new norm for collaborative cancer research, SU2C is poised for significant growth. In his role as President and CEO, Chew has assumed responsibility for managing that growth with a focus on three core priorities: optimizing corporate governance and restructure to maximize performance; implementing management best practices; and strengthening SU2C's business model to solidify its foundation for sustained development.

Chew joined SU2C after having served on the Board of Directors for several early-stage companies in advanced transportation and energy industrial technologies. He was previously managing partner at NEXA Capital Partners, a provider of investment banking and advisory services for technology companies.

As former President and Chief Operating Officer of JetBlue Airways, Chew is credited with the successful turnaround of its operations, returning the airline to profitability after restructuring and optimizing the integrity and efficiency of the airline's operation, customer services, and information systems.

Prior to JetBlue, Chew served as Chief Operating Officer of the Federal Aviation Administration responsible for U.S. air traffic control services, and all acquisition, engineering, and research programs. Under his leadership, the FAA reversed its accelerating cost growth, modernized its operational infrastructure, and adopted businesslike strategies and metrics.

The Los Angeles native attended Stanford University for his undergraduate studies in biology and earned his doctoral degree at the University of Southern California.

PREFERRED COMPETENCIES AND QUALIFICATIONS

SU2C seeks a Chief Development Officer with

- a commitment to SU2C's mission — to raise funds to accelerate the pace of groundbreaking translational research that can deliver new therapies to patients quickly and save lives now;
- fundraising acumen distinguished by personally securing substantial gifts from leading donors to organizations focused on healthcare and/or cancer research;
- an ability to build productive relationships within the pharmaceutical industry and healthcare sector as well as public and private foundations that fund cancer research;
- experience planning and implementing fundraising and donor programs that expand and enhance donor relationships over time;
- comprehensive management skills and fundraising experience, including, but not limited to, short- and long-term planning, evaluation, direction and motivation of staff, oral and written communication, donor and financial management, organizational behavior, and governance;
- an ability to establish and maintain productive professional relationships with the President and CEO, staff, governing board, fundraisers, and donors;
- knowledge of and experience in the nature and dimensions of philanthropy, ethics, motivations for giving and volunteering, research and cultivation practices, and standard fundraising

techniques, including face-to-face solicitation, proposal writing, special events, gift processing, prospect and donor histories, and fundraising reporting;

- tenacity, determination, and comfort with change as well as the ability to grow and evolve a culture of philanthropy within the organization;
- an ability to handle detailed, complex concepts and problems and make rapid decisions regarding funding and donor development issues;
- adherence to the highest ethical standards in management, governance, and fundraising;
- a professional and positive image and attitude regarding the organization and the not-for-profit sector;
- a commitment to continued professional growth and development for oneself and the team;
- strong organizational and time management skills with the ability to be highly task oriented;
- an ability to work independently, creatively, efficiently, and cooperatively in a fast-paced, deadline-driven environment while maintaining extreme attention to detail and focus as the job and situations demand;
- an ability to listen actively and to communicate effectively (both orally and in writing), persuasively, and with confidence; and
- a personable, approachable style with an ability to build relationships and trust with colleagues and management, to work within a team, and establish strong working relationships with individuals of diverse backgrounds and abilities.

A bachelor's degree is required for this position as is at least ten years of fundraising experience in healthcare or pharmaceutical philanthropy with significant experience leading teams and managing staff performance to achieve record-breaking results. Experience with the National Cancer Institute, National Institutes of Health, health care systems, and related federal and state agencies is desired as is familiarity with entertainment industry philanthropy.

SALARY & BENEFITS

SU2C offers a competitive salary and a comprehensive package of benefits.

LOCATION

The Chief Development Officer may work remotely from any location with access to an international airport. Frequent travel to Los Angeles will be necessary.

APPLICATION INSTRUCTIONS

All applications must be accompanied by a cover letter and résumé. ***Cover letters should be responsive to the mission of Stand Up To Cancer as well as the responsibilities and qualifications presented in the prospectus.*** Review of applications will begin immediately and will continue until the successful candidate has been selected.

Entertainment Industry Foundation is an equal opportunity employer. It considers applicants for all positions without regard to age (40 or older), ancestry, color, religious creed (including religious dress and grooming practices), disability (either mental or physical, including HIV and AIDS), cancer, genetic characteristics, genetic information, marital status, military or veteran status, national origin (including language use restrictions), race, sex (which includes pregnancy, childbirth, breastfeeding and medical

conditions related to pregnancy, childbirth or breastfeeding), gender, gender identity, gender expression, sexual orientation or any other characteristic protected by applicable law.

To apply for this position, visit: [Chief Development Officer, Stand Up To Cancer](#).

To nominate a candidate, please contact Steven Wallace, stevenwallace@aspenleadershipgroup.com or Ashley Buderus, ashleybuderus@aspenleadershipgroup.com.

All inquiries will be held in confidence