



DIRECTOR OF MAJOR GIFTS, NORTHEAST
DIABETES RESEARCH INSTITUTE FOUNDATION
New York Metropolitan Area (CT/NJ/PA)
[Diabetes Research Institute](#)



The Aspen Leadership Group is proud to partner with the Diabetes Research Institute Foundation in the search for a Director of Major Gifts, Northeast.

The Director of Major Gifts, Northeast will serve as a leader in philanthropic giving at the Diabetes Research Institute (DRI) and Diabetes Research Institute Foundation, advancing three strategic objectives: growing sustainable revenue for the mission to cure diabetes; increasing the number of \$10,000 philanthropic donors who invest in that mission; and cultivating a culture of philanthropy across the organization. The Director of Major Gifts, Northeast will develop and implement strategies to secure critical mission funding from a targeted portfolio of individuals and foundations in the Northeast with the capacity for \$10,000+ philanthropic giving per year. Through personalized relationship management, the Director of Major Gifts will provide each portfolio donor a meaningful, fulfilling giving experience, proactively learning about personal philanthropic passions, and soliciting gifts to grow the revenue potential from the portfolio annually.

Founded in 1971 by a group of parents of children with diabetes, the Diabetes Research Institute Foundation (DRIF) is the organization of choice for those who are serious, passionate, and committed to curing diabetes. Its mission—to provide the Diabetes Research Institute with the funding necessary to cure diabetes now—is a testament to the belief that tomorrow is not soon enough to cure those living with diabetes.

The Diabetes Research Institute is one of the largest and most comprehensive research centers dedicated to developing a *biological cure* for type 1 diabetes by restoring natural insulin production and normalizing blood sugar levels without imposing other risks. Since 1971, the Diabetes Research Institute Foundation has provided nearly \$250 million in philanthropic resources to support the critical research of the DRI and is recognized as one of the world's most respected diabetes organizations. Garnering the attention of influential people who are personally affected by diabetes, the Foundation has grown into an international coalition of business leaders, celebrities, scientists, clinicians, families, and other concerned individuals who have elevated the importance of cure-focused research and provided meaningful support for the DRI's multidisciplinary research program. This funding is provided through individual and corporate donations, special events, sponsorships, cause marketing relationships, and planned giving.

DRI's research efforts are housed at the Diabetes Research Institute on the University of Miami's Miller School of Medicine's innovative campus, a national powerhouse in basic, science, clinical, and translational research. The DRI is a designated Center of Excellence at the University of Miami Miller School of Medicine, providing informative education and training programs for diabetes and other health care professionals in the community.

A 501(c)(3) not-for-profit corporation, the DRI Foundation has thousands of supporters in the United States and worldwide, and, in addition to its headquarters in Florida, operates a regional development office in New York. For the millions of individuals and families affected by diabetes, the Diabetes Research Institute Foundation is the best hope for a cure.

REPORTING RELATIONSHIPS

The Director of Major Gifts, Northeast will report to the Senior Director, Major Gifts Lindsay Voltz.

PRINCIPAL OPPORTUNITIES

The Diabetes Research Institute Foundation focuses on one singular mission: to provide the Diabetes Research Institute with the funding necessary to cure diabetes now. Our singular goal is a testament to the belief that tomorrow is not soon enough to cure those living with diabetes. The DRI has become the world leader it is today through the substantial funding provided by the DRIF. The DRIF ensures the jumpstarting of new ideas and the continuation of innovative research projects that remain cure-focused and will ultimately benefit those with diabetes. The DRIF is recognized as one of the world's most respected diabetes organizations and is now at the brink of national growth with substantial fundraising potential.

To realize our vision of a cure, we need highly-motivated, innovative and goal-oriented individuals to join our team and raise crucial funds. The DRIF is seeking a qualified fundraising professional for the position of the Director of Major Gifts, Northeast. This is an exciting opportunity to join a growing team at a pivotal moment in the organization's history. With a new senior leadership team in place led by Sean Kramer, MBA, Chief Development Officer, this is an exciting opportunity to join a growing team at a pivotal moment in the organization's history.

In coordination with the major gifts and philanthropy team, the person in this role will play a crucial role of initiating and developing relationships with current and prospective donors of the DRIF. With a strong pipeline in the New York and New Jersey area, this individual will work with an existing portfolio and have the opportunity to be part of the organization's expansion into a regionalized model by overseeing the growth of the northeast region in partnership with the Chief Development Officer and Senior Director, Major Gifts.

–Amy Powers, Chief Development Officer

PRIMARY RESPONSIBILITIES

The Director of Major Gifts, Northeast will

- manage a portfolio of 120-160 prospective donors with the capacity to make 5-7-figure outright gifts annually, producing philanthropic dollars of at least \$500,000 annually, with increasing revenue goals upon portfolio maturity;
- achieve activity metrics that serve as a roadmap to the revenue goal: number of meaningful touchpoints, number of solicitations, and number of gifts;
- work with the philanthropy team to identify appropriate donor prospects (individual, corporate, and philanthropic foundations);
- create and execute plans for identification, cultivation, solicitation, and stewardship for each prospect in the portfolio;
- articulate the case for support for the Diabetes Research Institute, as well as the scientific research strategy and the various initiatives;
- draw on all available resources and support staff to secure prospect research, proposals, and stewardship assets to maintain focus on donor-facing activity;
- track all plans, interactions, and solicitations in Raiser's Edge within 24 hours and review monthly reporting to ensure accurate portfolio data;
- collaborate with colleagues to further cultivate and provide stewardship for donors outside of own portfolio;

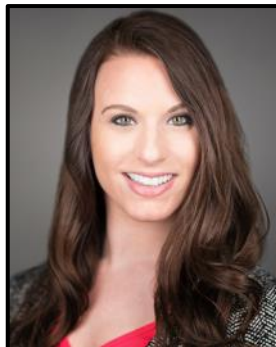
- attend DRIF local signature and cultivation events and actively leverage opportunity to deepen relationships and secure follow-up meetings; and
- serve as a subject-matter expert on philanthropy and industry best practices.

KEY COLLEAGUES



Amy A. Powers, MBA, MSTX
Chief Development Officer

Amy Powers, Chief Development Officer, joined the Diabetes Research Institute Foundation team after five years serving as Executive Director of Major Gifts at Jupiter Medical Center. Under her leadership the team at Jupiter Medical Center contributed to its highly visible and successful \$300 million comprehensive campaign and oversaw several new strategic initiatives including a Women's Advisory Council and the implementation of a professional, metrics driven fundraising process. Prior to her post at Jupiter Medical Center, she was part of Cleveland Clinic Florida's development team where she solicited major gifts for the enterprise's clinical and research initiatives. Amy has over twenty years in the not-for-profit fundraising arena, also spending 14 years as a development professional at the University of Miami, overseeing its regional development, annual giving, and alumni engagement programs. Originally from Connecticut, Amy has called South Florida home for almost 30 years. An alumna of the University of Miami, she earned a bachelor degree in business, as well as a masters of business administration and a masters of taxation from UM.



Lindsay Voltz, CFRE
Senior Director, Major Gifts

Lindsay Voltz, CFRE joined the Diabetes Research Institute Foundation team as Senior Director, Major Gifts after serving as the Director of Major Giving, Southeast at the Parkinson's Foundation. While with the Parkinson's Foundation, Lindsay led major gift efforts for the southeast region of the U.S. and built a robust pipeline of major donors across nine states. Lindsay has been in the nonprofit sector for more than thirteen years, with a focus on development and major gift fundraising for the majority of her career. Prior to her role at the Parkinson's Foundation, Lindsay raised crucial funds for cancer research for Moffitt Cancer Center. Lindsay held a number of roles while at Moffitt, including as a Development Officer building a midlevel giving program, Associate Director of Principal Gifts during which time she secured multiple six and seven-figure gifts, and as Director of Corporate and Foundation Relations overseeing the program. Additionally, Lindsay served as Director of Development and Engagement Initiatives for Obesity Action Coalition, a national patient advocacy organization. Lindsay received her Bachelor of Arts in English and dance with a minor in political science from Barnard College, Columbia University. Lindsay also earned her Certified Fundraising Executive (CFRE) credential in 2018.



William J. Fishlinger
Chair, National Board of Directors

William J. Fishlinger, founder and former CEO & Chairman of The Wright Insurance Group and its subsidiary companies, is one of the leading entrepreneurs in the insurance industry, having created WRM and seen it through to consolidation with Brown and Brown in one of the industry's largest transactions of 2014.

Bill revolutionized the financing of public sector risk in a partnership with public schools in 1989 with the formation of the New York Schools Insurance Reciprocal. In 1992, in partnership with the New York Conference of Mayors, Association of Towns and the Association of Counties, Bill formed the New York Municipal Insurance Reciprocal. Currently both of those companies have received an A.M. Best A rating and are the predominant underwriters of public sector risk in the state of New York.

In October 2008, Bill teamed up with Aquiline Capital Partners LLC to form WRM America and capitalize WRM America Indemnity Company, Inc., a specialized property casualty insurance company. WRM America Indemnity served the insurance needs of the education market, particularly K-12 public and private schools as well as colleges and universities. Today, in partnership with Catlin Indemnity Company, the Wright program provides property and liability coverage to over 850 educational institutions in the United States. In 2010, Wright acquired the largest writer of Federal flood insurance from Fidelity Financial, rebranding the company as Wright Flood.

Before creating WRM, Bill led a top law firm with expertise in insurance, government and major corporate sectors, Congdon, Flaherty, O'Callaghan, Reid, Donlon, Travis and Fishlinger. As an attorney, he led the defense of many of the largest and most complex civil cases brought in the New York State and Federal Courts. A graduate of St. John's University School of Law and the University of Maryland, he is admitted to practice law in the federal and state courts of New York. Before law school, Bill served in the United States Air Force.

In June 2014, Bill announced the creation of Gramercy Risk Holdings, LLC to, among other things, provide financial, operational and legal resources for both domestic and foreign property and casualty insurance entities across the country. Bill serves as Chairman & CEO of Gramercy.

As a volunteer, Bill is deeply involved with not-for-profit organizations that support the educational needs of young people. He is a Trustee of the College of Mount St. Vincent and is a recipient of its highest award, The St. Vincent DePaul Medal for service to fellow man. He has been honored by the Diabetes Research Institute at the University of Miami where he sits on the National Board and has been a landmark contributor.

Together with his wife, Joan, the Fishlingers founded the Future Leadership Foundation, whose mission is to help young people hurdle health and education obstacles that block their paths to becoming future leaders. Today he is deeply involved in the Fishlinger Family Foundation, which has a similar mission.

Bill and Joan Fishlinger reside in Manhasset, NY, and they have two grown children, Matthew and Alexandra, who are involved in the family's charitable and corporate ventures.

PREFERRED QUALIFICATIONS

Diabetes Research Institute Foundation seeks a Director of Major Gifts, Northeast with

- demonstrated experience and success in fundraising with a primary focus on closing major gifts above \$10,000;
- experience building a portfolio and achieving growing revenue through donor-centric relationship management approaches;

- an ability and commitment to learn about and communicate effectively the key scientific aspects of diabetes research to build a case for support;
- excellent written communication, oral communication, and public speaking skills;
- maturity and flexibility and ease taking direction from multiple sources ;
- an ability to thrive in a fast-paced, dynamic team environment, establish priorities, and meet deadlines effectively and efficiently;
- proficiency in Microsoft Outlook, Word, Excel, PowerPoint, and web browsers; and
- experience with Raiser's Edge preferred (preferred).

A bachelor's degree is required for this position as is at least five years of successful experience in fundraising and donor development for a nonprofit organization.

DIVERSITY, EQUITY, AND INCLUSION

The Diabetes Research Institute Foundation holds Diversity and Inclusion as one of its six core values. It strives to create an inclusive environment that allows everyone to be their best self, where no one feels the need to suppress who they are; to obtain equitable representation in the workplace, on its boards, and among its volunteers and other constituencies; to foster equality by providing equal access to all; to allow one another to be heard without judgment, and to provide opportunities for personal and professional growth and development. In June 2020, DRIF formed an internal Diversity and Inclusion Committee to ensure the Foundation maintains alignment with our core value of Diversity and Inclusion.

SALARY & BENEFITS

Diabetes Research Institute Foundation offers a competitive compensation and benefits package.

LOCATION

The Diabetes Research Institute Foundation maintains an office in New York City. Although the selected candidate may work remotely, they will be expected to be in the New York City office weekly.

APPLICATION INSTRUCTIONS

All applications must be accompanied by a cover letter and résumé. ***Cover letters should be responsive to the mission of the Diabetes Research Institute Foundation.*** Review of applications will begin immediately and will continue until the successful candidate has been selected.

To apply for this position, visit:

[Director of Major Gifts, Northeast, Diabetes Research Institute Foundation.](#)

To nominate a candidate, please contact Angelique Grant:

[angelique@aspenleadershipgroup.com.](mailto:angelique@aspenleadershipgroup.com)

All inquiries will be held in confidence