



ASSOCIATE DIRECTOR, FOUNDATION RELATIONS
[LUCILE PACKARD FOUNDATION FOR CHILDREN'S HEALTH](#)

Location — Hybrid (San Francisco Bay Area)



Children's Health

The Aspen Leadership Group is proud to partner with the Lucile Packard Foundation for Children's Health in the search for an Associate Director, Foundation Relations.

The Associate Director of Foundation Relations will work closely with outstanding faculty and staff throughout Lucile Packard Children's Hospital Stanford and the Stanford University School of Medicine to build funding relationships with local, regional, and national professional foundations. The Associate Director will partner with colleagues to achieve major institutional goals, using skills in proposal writing, editing, research, fundraising, project management, and relationship-building to foster health care solutions for children and expectant mothers. The Associate Director will manage a portfolio of professional foundation donors and prospects with the capacity to give \$100,000 and above, from identification, cultivation, and solicitation through recognition and stewardship.

The Lucile Packard Foundation for Children's Health is the sole fundraising entity for Lucile Packard Children's Hospital Stanford and the child and maternal health programs at Stanford University School of Medicine. The Foundation is named for Lucile Salter Packard, who committed her life to the well-being of children. Lucile, along with her husband David (co-founder of Hewlett-Packard), were leaders in the development of Lucile Packard Children's Hospital Stanford, which opened in 1991. In 1996 the Hospital merged with Stanford University Medical Center, and the Foundation was established as an independent public charity to ensure a source of dedicated funding and support for the health of children. Governed by a Board of Directors, all philanthropic dollars raised by the Foundation are directed to Packard Children's Hospital and the Stanford University School of Medicine.

The Lucile Packard Foundation for Children's Health works to elevate the priority of children's health and increase the quality and accessibility of children's health care through leadership and direct investment. The goal for the Foundation is for all children in the communities served to reach their maximum health potential.

The Foundation focuses on two program areas: fundraising for Packard Hospital and Stanford School of Medicine and improving systems of care for children with special health needs. Philanthropy aims to support clinical care, research, and education to improve the health of children and expectant mothers locally and worldwide. This means providing the best pediatric and obstetric care available and allows scientists to pursue exciting new cures for childhood illness.

REPORTING RELATIONSHIPS

The Associate Director, Foundation Relations will report to the Director of Foundation Relations, Jasan Zimmerman.

FROM THE DIRECTOR OF FOUNDATION RELATIONS

The Foundation Relations team at the Lucile Packard Foundation for Children's Health is searching for an Associate Director, Foundation Relations to join our team. We raise funds from local, regional, and national foundations to support Lucile Packard Children's Hospital Stanford and the maternal and child health programs at the Stanford University School of Medicine. But what does that really mean? Your week may include meetings with a Nobel Laureate, a stem cell or genetics expert, someone researching rare conditions that affect fewer than 100 kids in the world, a doctor making progress on curing a deadly disease, a patient or patient family, faculty and staff working closely with our most vulnerable patients, or authorities on any number of other specialized fields affecting moms and kids. You will also interact with staff from partner foundations to learn about their funding priorities and from colleagues on other teams to share information and partner on various projects.

On the Foundation Relations team, we learn about the programs at Packard Children's Hospital and research at the Stanford School of Medicine along with the funding priorities of foundations to bring them together to positively impact maternal and child health. Under the Institutional Giving umbrella, we also partner with Corporate Relations in their quest to raise funds from companies and corporate foundations. Every day is different for our team; the only constant is our desire to learn and connect faculty and staff with philanthropic resources. Everyone on the team is completely invested in our mission, grounding our team's work through personal experience and professional interest. It's a great privilege to partner with top experts in the world and learn about their cutting-edge work and help them find philanthropic funding to continue their awesome efforts.

LPFCH is on a mission to raise even more money for maternal and child health and the Associate Director, Foundation Relations will play an active role in increasing the fundraising for our team and provide top-notch faculty engagement and foundation expertise. There are opportunities for you to dig deeper into a topic you are already interested in and learn about new subjects, work closely with faculty and staff to advance their efforts, and use your persuasive writing skills to bring in gifts and grants. You will also manage relationships with existing foundation funders while searching for new foundations to partner with.

The Associate Director, Foundation Relations will join what is already the best team at LPFCH and make us even better. We'd be delighted to have you join our team and look forward to discussing the opportunity with you.

—Jasan Zimmerman, Director of Foundation Relations

LUCILE PACKARD FOUNDATION FOR CHILDREN'S HEALTH'S COMMITMENT TO DIVERSITY, EQUITY, AND INCLUSION

The Lucile Packard Foundation for Children's Health believes that a workforce comprised of people from different backgrounds and experiences makes it better at what it does. The collective sum of the individual differences, life experiences, knowledge, innovation, self-expression, unique capabilities, and talent that

the Foundation team brings to its work and the workplace represents a significant part of not only its culture, but the Foundation's reputation as well.

The Foundation embraces and values its differences in age, color, disability, ethnicity, family or marital status, language, national origin, physical and mental ability, political affiliation, race, religion, transgender status, gender identity or expression, sexual orientation, socio-economic status, veteran status, and all of the other characteristics that make each of us unique. It also recognizes that not all differences are visible and everyone deserves to be treated with respect and dignity regardless of visible or invisible differences. All individuals are welcome.

The Foundation's diversity initiatives are reflected in its practices and policies on recruitment and selection, compensation and benefits, professional development, training, promotions, transfers, social and recreational programs, layoffs, terminations, and the ongoing development of a work environment built on the premise of gender and diversity equity that encourages and supports teamwork and employee participation, permitting the representation and inclusion of all groups and employee perspectives; work/life balance through generous and flexible time-off policies; and treating co-workers, constituents, vendors, and others with respect, dignity, and empathy.

PRIMARY RESPONSIBILITIES

Donors and Prospects

The Associate Director, Foundation Relations will

- systematically identify, qualify, and solicit funds to support Packard Children's Hospital and the maternal and child health programs at the Stanford School of Medicine;
- manage faculty and foundation donor relationships through the gift/grant cycle;
- demonstrate an understanding of institutional priorities and apply that knowledge to match funding opportunities with appropriate faculty members; and
- manage a portfolio of existing donors while sourcing new potential donors based on institutional priorities and faculty needs.

Faculty and Hospital Leaders

The Associate Director, Foundation Relations will

- work with select faculty to build relationships and learn about their work to assist with proposal planning, writing, and editing of compelling proposals and provide advice on potential funders in initial areas of focus to include the Betty Irene Moore Children's Heart Center, mothers and babies, pediatric gastroenterology, and health equity.

Within the Foundation

The Associate Director, Foundation Relations will

- learn about and engage with key internal and external partners, including individual giving teams, Packard Children's hospital staff, Stanford School of Medicine departments and divisions, and other resources;
- collaborate with colleagues across field fundraising teams to share relevant information on funding opportunities and to work on joint donor strategies as appropriate; and
- volunteer at LPFCH events, such as Summer Scamper.

LEADERSHIP

Janan Zimmerman

Director of Foundation Relations

Janan Zimmerman is Director of Foundation Relations at the Lucile Packard Foundation for Children's Health. He has worked on the Foundation Relations team at LPFCH for eight years and partners with Lucile Packard Children's Hospital Stanford and faculty at the Stanford University School of Medicine to find foundation funding opportunities that match their maternal and child health program priorities. Previously he was a Program Associate in the Gordon and Betty Moore Foundation's Science Program. He also had a career in biotechnology before transitioning into the nonprofit sector. He has a bachelor's degree in biology from Whittier College, a master's degree in microbiology and molecular genetics from Loma Linda University, and a master's degree in nonprofit administration from the University of San Francisco.

Jim Deasy

Vice President, Strategy and Institutional Relations

Jim Deasy leads the institutional giving team that focuses on raising support from corporations and professional foundations to advance programs at Lucile Packard Children's Hospital Stanford and Stanford School of Medicine. He is involved in gift strategy and operations across all individual and institutional fundraising teams, working closely with partners at the Hospital and School of Medicine to plan for, and successfully implement, complex donor gifts received by the Foundation. Jim joined the Foundation in 2010. Previously, he held field fundraising roles including Director of Corporate Relations and Director/Senior Director of Major Gifts. Before joining the Foundation, he worked for Columbia University and New York University in corporate and foundation fundraising roles. He earned an M.B.A. from Columbia University and a B.S. from Loyola University Maryland.

Cynthia Brandt, Ph.D.

Chief Executive Officer and President

Cynthia Brandt was thrilled to join the Lucile Packard Foundation for Children's Health as President and CEO in 2018. Now she is on a mission—with the outstanding team at the Foundation—to unlock philanthropy to improve health for all kids and moms, in Silicon Valley and around the world. During 20+ years in fundraising and communications, Dr. Brandt has contributed to important missions and great teams as Campaign Director for the Smithsonian Institution, Vice President for Advancement at Mills College, and Associate Dean for External Relations at Stanford University's School of Humanities & Sciences. She is grateful and motivated to give back because others' generosity allowed her to pursue a Ph.D. and M.A. in sociology at Stanford and a B.A. in English and fine arts at Vanderbilt.

PREFERRED COMPETENCIES AND QUALIFICATIONS

The Lucile Packard Foundation for Children's Health seeks an Associate Director, Foundation Relations with the following competencies:

- **Collaborative:**
 - Work collaboratively across teams to move projects forward. Ability to gain insight and trust in working with peers.
- **Highly organized:**
 - Highly organized with meticulous attention to detail and ability to handle multiple projects simultaneously.
- **Excellent communication:**
 - Ability to communicate directly and effectively with others, as well as ability to articulate needs and solutions succinctly in writing.

- **Strong analytic and strategic thinking:**
 - Ability to independently understand a challenge and creatively think and test solutions, even in the face of ambiguity; enjoys process improvement and celebrating small wins along with team and organizational wins.
- **Continuous Learner:**
 - Interest in learning about new projects, new topics, and new prospects.

A bachelor's degree or an equivalent combination of education and experience is required for this position as is at least four years of experience in fundraising including the solicitation of foundation gifts.

SALARY & BENEFITS

The salary range for this position is \$110,000 to \$120,000 annually. The Lucile Packard Foundation for Children's Health offers an excellent employee [benefits package](#).

LOCATION

The Lucile Packard Foundation for Children's Health is located in Palo Alto, California. The successful candidate is eligible for hybrid work, meaning working in the office or in person when needed and on average of eight days a month. The successful candidate should reside in one of the following ten Bay Area counties: Santa Clara County, San Mateo County, San Francisco County, Alameda County, Contra Costa County, Marin County, Napa County, Sonoma County, Solano County, or Santa Cruz County.

APPLICATION INSTRUCTIONS

All applications must be accompanied by a cover letter and résumé. ***Cover letters should be responsive to the mission of the Lucile Packard Foundation for Children's Health.*** The Foundation encourages applications from candidates that reflect the diversity of the community it serves. Review of applications will begin immediately and will continue until the successful candidate has been selected.

To apply for this position, visit:

[Associate Director, Foundation Relations, Lucile Packard Foundation for Children's Health.](#)

To nominate a candidate, please contact Felicia Garcia-Hartstein, feliciaqh@aspingleadershipgroup.com.

