



**Northwell Health®**  
Foundation



**AVP, Constituency Programs**  
**Northwell Health Foundation**

*An Executive Search by The Angeletti Group, LLC*



## POSITION SUMMARY

Northwell Health Foundation seeks an experienced and highly motivated fundraising professional who will be responsible for guiding and managing development activities that will increase donor participation and engagement and support the long-term fundraising goals of the Foundation.

Reporting to the Senior Vice President, the AVP, Constituency Programs will direct the development, coordination, and administration of strategic donor focused programs in events, stewardship and donor recognition, employee giving and peer-to-peer fundraising, and provide strategic counsel to Foundation leadership and staff.

## ABOUT NORTHWELL HEALTH

**NORTHWELL HEALTH** is New York State's largest health care provider and private employer, with 22 hospitals and more than 830 outpatient facilities. Northwell Health has more than 16,600 credentialed physicians, about 18,900 nurses, and more than 5,000 volunteers. Northwell Health cares for over two million people annually in the New York metro area and beyond, thanks to philanthropic support from its communities.

Northwell's more than 78,000 employees are working to change health care for the better:

- Pioneering breakthroughs in medicine at the Feinstein Institutes for Medical Research, including national clinical trial sites for treating lupus, rheumatoid arthritis and paralysis.
- Training the next generation of medical professionals at the visionary Donald and Barbara Zucker School of Medicine at Hofstra/Northwell and the Hofstra Northwell School of Graduate Nursing and Physician Assistant Studies.
- Participating in the largest medical residency programs in the US, with 1,900+ residents and fellows.

Northwell Health was named a Best Place to Work by both Fortune and Glassdoor, and one of Fortune's 100 Best Places to Work for Diversity and Best Workplaces in Health Care and Biopharma.

Northwell Health is a highly regarded health system and community pillar. Four Northwell hospitals receive top-50 national ratings in 22 adult medical specialties in US News & World Report's 2021-22 Best Hospital rankings and nine Magnet®-designated hospitals are recognized for Nursing Excellence. Cohen Children's Medical Center was ranked No. 1 in New York State in US News & World Report's 2021-22 Best Children's Hospital rankings and earned top 50 national rankings for exceptional care in nine pediatric specialties. In addition, Sandra Atlas Bass Heart Hospital was recognized as one of top two cardiac surgery programs in the US & Canada.



### MISSION:

Northwell Health strives to improve the health of the communities it serves and is committed to providing the highest quality clinical care; educating the current and future generations of health care professionals; searching for new advances in medicine through the conduct of bio-medical research; promoting health education; and caring for the entire community regardless of the ability to pay.

## VALUES & COMMITMENTS:



**THE NORTHWELL HEALTH FOUNDATION** is an official 501(c)(3) and the fundraising arm for Northwell Health. The Foundation is an exciting phase of growth, adding a cohort of new professionals to the team to support initiatives that will enhance and sustain Northwell Health for generations to come.

Innovation fuels advancement in health care, and at Northwell, philanthropy fuels innovation. Every gift to Northwell Health fuels the team's ambition to fearlessly disrupt the expected standards. Across Northwell, employees believe in the power and potential impact of taking on challenges and going where others won't or can't.

The Foundation is committed to and supported by the communities it serves through the cultivation and stewardship of donors, fundraising programs such as estate/planned giving, annual giving and signature events such as the Northwell Health Walks, Feinstein Institute Summer Concert, the Katz Institute for Women's Health Fall Luncheon and Fashion Show and the Northwell Health Constellation Gala.

### FOUNDATION VALUES:

- Accountable
- Trustworthy
- Respectful
- Teamwork
- Transparent
- Professional
- Passionate
- Customer experience

## RESPONSIBILITIES

1. Plans and directs event fundraising, employee giving, sponsorships, peer-to-peer fundraising programs, and donor recognition and stewardship programs by creating and implementing strategies that align with and enable development and campaign goal attainment.
2. Develops, implements and integrates fundraising strategy teams and programs that drive a culture of philanthropy throughout the health system.
3. Leads a team in creating and implementing a comprehensive strategy in coordination with the Foundation's donor relations team and major/principal gifts fundraising teams that includes plans to build and strengthen relationships within the health system, and for constituents, donors and patients.
4. Participates in strategic planning and annual goal setting.
5. Provides strategic direction in the development and enhancement of fundraising strategies that fully engage health system donors.



6. Creates and implements a quantitative and qualitative measurement system to evaluate the effectiveness and success of employee giving and peer-to-peer programs, utilizing the data to improve standards, promote a uniform message and further the success of the fundraising goals.
7. Collaborates with Chief Development Officer, senior leadership and others in the development of community to market donor-focused programs that strengthen philanthropic and volunteer engagement, involvement and support.
8. Coordinates and collaborates with VP of Donor Communications & Donor Engagement to ensure seamless event communication and marketing strategies.
9. Manages constituency program budget and resources.
10. Directs the implementation of Human Resources plans to achieve strategic goals and objectives including organizational development, recruiting, compensation, training and development and employee relations.
11. Provides staff coaching, mentoring, and professional development opportunities that increase capabilities and create an environment of engagement.
12. Perform related duties as required.

## REQUIRED EXPERIENCE AND QUALIFICATIONS

- Master's Degree in Public Relations or related field, required.
- Minimum of eight (8) years progressively responsible experience in fundraising, marketing, stewardship, and annual giving including prior major gifts fundraising, required.
- Demonstrated leadership and management skills and proven ability to lead a team of individuals towards a common goal.
- Demonstrated ability to work effectively and proactively in a complex organization.
- Knowledge of and experience with Raiser's Edge system, preferred.



## APPLICATION PROCEDURE

Applications will be accepted until the position is filled. To be considered, candidates should submit a resume and cover letter including a statement of interest to [search@theangelettigroup.com](mailto:search@theangelettigroup.com).

Please indicate the position to which you are applying in your cover letter and email subject line.

Nominations and confidential inquiries made to:

The Angeletti Group  
 365 South Street – Suite 100  
 Morristown, NJ 07960  
 (973) 540-1400  
[search@theangelettigroup.com](mailto:search@theangelettigroup.com)

Salary commensurate with experience.

*Northwell Health Foundation is an equal opportunity, affirmative action employer.*