



**Northwell Health®**  
Foundation



**Major Gifts Officer**  
**Northwell Health Foundation**

*An Executive Search by The Angeletti Group, LLC*



## POSITION SUMMARY

Northwell Health Foundation seeks an experienced, enthusiastic and articulate frontline fundraiser to build a grateful patient and major gifts philanthropy program for the Northwell Health Cancer Institute.

Reporting to the Senior Director for Cancer Development of Northwell Health Foundation, the Major Gift Officer (Cancer Care) will raise funds from individuals, families, corporations, and foundations for the Cancer Institute. The MGO will collaborate with physicians and senior management to advance prospect cultivation and solicitation strategies. This is an exciting opportunity to build and steward a robust prospect portfolio for a dynamic health foundation.

## 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 Institute 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:**

<i>Truly Compassionate</i>	<i>Truly Innovative</i>	<i>Truly Ambitious</i>	<i>Truly Together</i>	<i>Truly Inclusive</i>
<b>Care deeply</b>	<b>Be actively curious</b>	<b>Take the initiative</b>	<b>Support each other</b>	<b>Promote belonging</b>
We're passionate about our patients and customers We're respectful of each other	We're solution seekers We're optimistic	We're flexible We're supportive of growth	We're team players We're one team	We're open to learn We value diversity

**THE CANCER INSTITUTE:**

Northwell Health treats more New Yorkers for cancer than any other health care provider. With more than 200 doctors specializing in nearly every type of cancer, the Northwell Health Cancer Institute delivers a full range of lifesaving care across the state.

The Cancer Institute seamlessly integrates Northwell’s network of nationally recognized hospitals and cancer specialists—providing top care close to home.

**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. Establishes and executes Cancer Institute major gift and grateful patient fund raising in partnership with the Foundation Leadership to fulfill annual goals and objectives.
2. Participates in the development of long and short-term strategic plans in conjunction with Foundation and the faculty, to provide vision and direction for all aspects of fund-raising including new prospect identification, cultivation, solicitation, and stewardship of grateful patients.
3. Provides focused fundraising for approved priorities.
4. Manages a discreet portfolio of donors and collaborates with colleagues to expand donor base. Identifies, cultivates, solicits, and stewards donors and prospects.
5. Partners with facility senior management and physicians to identify new patient donors and implement a customized plan to meet fundraising objectives.
6. Identifies and recruits donors to participate in our philanthropic efforts.
7. Works to identify new patient prospects to develop grateful patients.
8. Oversees annual budgets and maintain fiscal responsibility for initiatives in area of responsibility.
9. Performs related duties, as required.

## REQUIRED EXPERIENCE AND QUALIFICATIONS

- Bachelor's Degree required.
- Minimum of five (5) years progressive related experience including securing gifts from \$100K to \$1M, preferably in healthcare.
- 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.*