Northwell Health®
Foundation

Director, Prospect Development And Research

Northwell Health Foundation

An Executive Search by The Angeletti Group, LLC

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POSITION SUMMARY

Northwell Health Foundation seeks an experienced development professional who is responsible for mining data, developing analytical reports, and providing strategic direction in support of development activities.

Reporting to the Vice President, Operations of Northwell Health Foundation, the Director, Prospect Development and Research plans, organizes and evaluates the staff and activities for prospect identification, analysis and implementation of strategies to support Foundation goals and serves as the principal authority on prospect research and philanthropic trends. The Director manages and implements prospect management and tracking system and plans, organizes, coordinates and implements prospect research programs, policies and goals to ensure the Foundation has adequate prospect information to achieve its fundraising objectives.

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:

Truly Compassionate	Truly Innovative	Truly Ambitious	Truly Together	Truly Inclusive
Care deeply	**Be actively curious**	**Take the initiative**	**Support each other**	**Promote belonging**
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 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. Develops short and long-term strategic plans for prospect development and research that align with fundraising priorities. Plans, implements and manages strategies to identify, rate, assign and track prospects with the capacity to make gifts of $50,000 or more.
2. Monitors progress toward fundraising goals to anticipate future needs, designs and implements new tactics to guide fundraising priorities and needs. Oversees the research and analysis of prospects and the development of research profiles.
3. Develops policies to ensure data collection conforms to ethical principles, confidentiality requirements, HIPAA regulations and public information laws.
4. Manages the assignment of newly identified prospects and ensures Foundation major and principal gift activity is coordinated and prospects are moved successfully through the fundraising cycle.
5. Initiates and manages efforts to develop prospect pools and to provide strategic information on individuals, corporations and foundations to development officers and senior Foundation leadership.
6. Develops and implements proactive strategies for discovering new sources of funding for priority initiatives. Develops systems and processes to ensure these prospects are actively moved through the cultivation process. Meets regularly with Foundation development officers to assess core priorities.
7. Develops and implements policies and standards for donor/prospect research projects with the primary focus on major and principal gifts.
8. Serves as the Foundation resource for prospect clearance and management for cultivation and solicitation of major and principal gift prospects.
9. Prepares annual strategic business plan and budget for incorporation into the overall Foundation operating plan and budget.

10. Trains staff in research methodology and most efficient and economical means to utilize resources.
11. Provides consultation to development officers to assemble a comprehensive prospect base for approved campaigns and initiatives and ensure and adequate number of prospects to support health system fundraising priorities.
12. Participates at an appropriate level in professional associations such as APRA, AHP and/or CASE in order to increase knowledge and skills and stay abreast of industry trends and concerns.
13. Selects, develops, manages and evaluates direct reports; and oversees the selection, development, management and evaluation of indirect reports.
14. Perform related duties, as required.

REQUIRED EXPERIENCE AND QUALIFICATIONS

- Bachelor's Degree, required. Master's Degree, preferred.
- Minimum of seven (7) years progressively responsible experience in prospect management, research and analysis, required.
- Knowledge of broad philanthropic areas and market trends.
- Advanced prospect research skills and experience using complex and sophisticated electronic databases, i.e. Lexis-Nexis, Dun and Bradstreet, as well as advanced Internet search techniques.
- Demonstrated knowledge of fundraising and public information laws and regulations, including HIPAA.
- 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.

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

Salary commensurate with experience.

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