



**Northwell Health®**  
Foundation



**Senior 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 serve as Senior Major Gifts Officer focused on the Mather Hospital region.

This position reports to the Vice President of Development and Public Affairs/Community Relations and will work closely with the Executive Director of Mather Hospital, as well as the Regional Development Director for Northwell Health Foundation.

In addition to managing a portfolio of active and prospective donors, the Senior MGO will partner with leadership in the planning and development of programmatic directions and goals. Current fundraising areas of focus include Emergency Services, Surgical Services, Behavioral Health, and a Cardiac Catheterization and Electrophysiology Lab. This is an exciting opportunity to build and steward a robust prospect portfolio for a dynamic healthcare foundation.

## ABOUT NORTHWELL HEALTH

**NORTHWELL HEALTH** is New York State's largest health care provider and private employer, with 21 hospitals and more than 850 outpatient facilities. Northwell Health has more than 16,600 credentialed physicians, about 21,900 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 80,000 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 institutes 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 is one of Fortune's 100 Best Places to Work for Diversity and was named as a Best Workplace in Health Care and Biopharma.



Northwell Health is a highly regarded health system and pillar that provides \$1.4 billion in community impact. Four Northwell hospitals received 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, the 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:**



**ABOUT MATHER HOSPITAL:**

Mather Hospital is an accredited 248-bed, non-profit community teaching hospital and a recognized leader in outstanding patient care and clinical quality.

Since it opened its doors in 1929 as the first general hospital in the Town of Brookhaven, Mather Hospital’s legacy of excellence and innovation in health care has earned regional and national recognition.

Mather is dedicated to providing the highest quality clinical care, educating the current and future generations of health care professionals, promoting health education, and caring for the community regardless of the ability to pay.

All members of the Mather Hospital Family – trustees, medical staff, hospital staff, volunteers and benefactors – are committed to providing care to the best of our ability, showing compassion and respect, and “treating each patient in the manner we would wish for our loved ones.”

Mather Hospital’s mission is to meet or exceed each patient’s expectations through the continued collaborative efforts of each and every member of the Mather Hospital Family.

**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 the extension of its successful *Outpacing the Impossible* comprehensive campaign to \$1.4 billion.

Innovation fuels advancement in health care, and at Northwell, philanthropy fuels innovation. Every gift to Northwell Health fuels the health system’s ambition to fearlessly disrupt the expected standards. Across Northwell, employees believe in the power and potential impact of taking on challenges and making healthcare better tomorrow than it is today.

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 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

- Participates in the development of long- and short-term strategic plans in conjunction with leadership to build donor pipeline.
- Identifies, qualifies, cultivates, manages, solicits and stewards active portfolio of donors and prospects with gift capabilities.
- Collaborates with Major Gifts team, identifies and transitions donors.
- Works in conjunction with internal and external teams, to identify and implement strategies for potential donors from annual fund programs, fundraising events and cold prospect lists.
- Collaborates with leadership to develop and implement an inpatient/outpatient prospecting initiative, including direct mail and cold calls to potential donors.
- Participates in stewardship and fundraising events.
- Performs related duties as required. All responsibilities noted here are considered essential functions of the job under the Americans with Disabilities Act.



## REQUIRED EXPERIENCE AND QUALIFICATIONS

- Bachelor's Degree required, or equivalent combination of education and related experience.
- 10+ years of relevant experience and 2+ years of leadership / management experience, required.

## 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.*