



GRIFFIN HEALTH



Executive Director of the Griffin Hospital Development Fund

An Executive Search by The Angeletti Group, LLC



The Opportunity

The Angeletti Group invites nominations and applications to serve as the next Executive Director of the Griffin Hospital Development Fund. If you are a seasoned fundraiser with a passion for building and growing impactful philanthropic programs, this is your chance to make a difference in a renowned, patient-centered hospital. A dynamic and visionary professional, the Executive Director will lead the strategic planning, implementation, evaluation and daily oversight of all fundraising activities.

Griffin Hospital: A Beacon of Person-Centered Care

Located in Derby, Connecticut, Griffin Hospital is a 160-bed acute care community hospital which serves more than 120,000 residents of the Lower Naugatuck Valley region of Connecticut, as well as many others across the state.

Griffin is honored to be the flagship hospital of Planetree International, Inc.'s network of more than 600 care sites in 29 countries across the globe that have adopted a structured, evidenced-based approach to providing healthcare. Griffin Hospital has received national recognition for creating a facility and approach to patient care that responds to patients' needs. Many healthcare facilities around the world send visitors to Griffin Hospital and incorporate its concepts into their healthcare models.

Griffin Hospital is a trailblazer in providing personalized, humanistic, consumer-driven healthcare in an exceptional healing environment. We strive to make all people feel valued and appreciated. We provide safe, high-quality, person-centered care, and we build and sustain partnerships within our organization and in the communities we serve.

▶ WATCH OUR PATIENT VIDEO

What is the Planetree Philosophy?

- Centers on the perspectives of the whole person and their loved ones
- Values kindness, caring, and respect
- Nurtures the mind, body, and soul
- Promote a healing environment for patients and caregivers
- Committed to addressing the health needs of the surrounding community



PLANETREE

▶ EXPLORE THIS INCREDIBLE HEALING ENVIRONMENT



Griffin is dedicated to being on the leading edge of healthcare technology and design. Every element of holistic, patient-centered care is considered in the Griffin Health healing environment. Among the considerations are environments that encourage human interaction, architecture that is welcoming, accessible, and embraces nature, elements that stimulate the senses, carefully planned interior design that considers the patient's well-being, a community health resource center to educate and empower patients to take an active role in their healthcare, areas for family and social support, complimentary therapies that expand patient choices, meals that nurture and support caregivers, spiritual need support, and the inclusion of opportunities to commune with nature to support mind, body, and spirit.

Growth and Expansion

Over the past two decades, Griffin successfully completed a multi-year campus expansion and facilities improvement project which included a new clinical laboratory, an expanded and completely renovated emergency department, and the construction of the Center for Cancer Care and Hewitt Ambulatory Care Center. Other recent projects include the Ambulatory Surgery Suite and the Griffin Imaging & Diagnostic Center at Ivy Brook. In 2019, Griffin opened the Griffin Imaging & Diagnostics Center at Quarry Walk, one of the most advanced imaging facilities in the state, and the Griffin Center for Healthy Living, which offers state of the art physical rehabilitation, community health programs focused on preventative health and lifestyle changes, and a fully equipped teaching kitchen to promote healthy living.

Most recently in January 2023, Griffin opened The Hewitt Observation Unit at Griffin Hospital which integrates many Planetree patient-centered elements that all serve to provide an exceptional care experience.

[▶ TOUR THE HEWITT OBSERVATION UNIT HERE](#)

A Great Place to Live and Work

Griffin Hospital isn't just about exceptional patient care; it's also the only hospital to be recognized as one of FORTUNE Magazine's "100 Best Companies to Work For" for ten consecutive years. Griffin Hospital is recognized for having industry-leading patient satisfaction ratings and has received many quality and excellence awards. Griffin has been included every year since inception on the "World's Best Hospital List" by Newsweek for five consecutive years from 2019 – 2023, and was named by the LOWN Institute as the most socially responsible hospital in the state of Connecticut in 2022 and 2023.



Griffin's location in the heart of Connecticut's scenic Lower Naugatuck Valley region provides a wonderful community. Located west of New Haven and in close proximity to the beautiful shoreline communities of the Long Island Sound, the region is made up of suburban cities and towns, with an eclectic mix of restaurants and entertainment and scenic rolling farmland and parks. The area has a strong economic base, excellent schools, competitive affordability, and excellent quality of life. The region also boasts easy commuter train and highway access to nearby New York City as well as Boston.

▶ OVERVIEW

The Executive Director of the Griffin Health Fund

As the Executive Director, you'll spearhead strategic planning, implementation, and oversight of all fundraising activities. The successful candidate will work closely with the hospital CEO, board members, physicians, grateful patients/families, senior management, volunteers, donors and other key internal and external constituencies to secure annual and multi-year gifts and to build long-term relationships with the community in support of the programs and services of Griffin Hospital. In addition to fundraising for Griffin Health, this role oversees formal fundraising initiatives on behalf of Planetree, and serves as the development liaison with Planetree affiliates of Griffin Health Services Corporation, providing periodic counsel and support as required.

Responsibilities

- Create annual and long-term fundraising strategies in the areas of major and planned gifts, grant writing, annual giving, special events, donor stewardship/recognition and special campaign initiatives.
- Prepare and manage fundraising revenue and expense budgets, reporting on progress against goals on a monthly basis.
- Oversee all administrative, financial and reporting activities for the Development Fund.
- Create and implement strategies to engage trustees, staff and other key constituencies in the philanthropic activities of Griffin Hospital. Work closely with the hospital CEO to develop board roles and responsibilities and provide ongoing fundraising coaching and orientation.
- Serve as a major gift officer for Griffin Hospital, managing a portfolio of 75 to 100 major/planned gift prospects with capacity of \$10,000+. Direct planning, solicitation and follow-up for various capital, annual and special fundraising initiatives involving these prospects.
- Develop and direct major/planned gift fundraising in collaboration with trustees, volunteers, and/or a development committee, serving as the lead staff in soliciting major gifts from individuals, corporations and foundations. Recruit, organize, train and direct volunteers, advising them on effective major gift fundraising methods individually or in groups as appropriate.
- Strategically plan and execute high-profile special events, including detailed event plans, creative strategies, timelines, and budgets. Engage stakeholders and ensure seamless execution to achieve revenue targets in line with organizational goals.
- Manage the activities of donor stewardship and recognition programs, including annual and cumulative giving societies, recognition events and other necessary programs. Provide ongoing stewardship of restricted and unrestricted donor funds, assuring that donor intent is honored within the organization.

- Serve as a member of the Griffin Hospital management team, maintaining high visibility within the organization and participating in the appropriate internal committees.
- Work closely with the CEO and members of the senior management team to build a philanthropic culture at Griffin Hospital and participate in the determination of organizational goals.
- Coordinate development office operations and strategic initiatives with other departments within Griffin Hospital, such as finance, communications/public relations, legal, strategic planning.
- Create and manage development policies and procedures needed to achieve an efficient, cost effective and donor-focused fundraising program.
- Oversee the management of an accurate and up-to-date donor database, along with gift processing and acknowledgement methods and other necessary departmental office systems, accounting and record keeping procedures.
- Oversee the creation of all necessary collateral materials related to the fundraising activities of Griffin Hospital, including donor brochures, annual donor club reports and campaign case statements.
- Serve as the primary Griffin Hospital contact for individuals, corporations, foundations and various community groups as they relate to fundraising activities. Develop proactive strategies to increase interaction and strengthen the relationships with these key groups.
- Participate in appropriate community organizations to develop relationships with key constituents whose knowledge and advocacy of priority program areas is important to Griffin Hospital's philanthropic mission. Maintain high visibility within the external community and serve as a liaison to community leadership.
- Maintain an awareness of trends in health care philanthropy by participating in ongoing professional training and educational opportunities.
- Lead and contribute to the organization by supporting the Employee Philosophy, Planetree Model of Care and Organizational Goals.





Supervisory Responsibilities

- Responsible for the hiring and training of development personnel, as well as appraising performance, rewarding and disciplining employees, addressing complaints and resolving problems.
- Provide daily supervision and annual performance reviews to the development staff.
- Supervise up to 3 full-time employees in the Development office.
- Carry out supervisory responsibilities in accordance with the organization's policies and applicable laws.

Qualifications

- Bachelor's degree (BA) from a four-year college or university.
- Minimum of eight years of progressively responsible fundraising experience at a senior level.
- Certified Fundraising Executive (CFRE) preferred.
- Ability to motivate volunteers and staff and build a coordinated, multi-faceted development program.
- Exceptional verbal and written communications skills with a proven track record in cultivating and stewarding relationships.

Characteristics and Attributes

- Strong, visionary leader
- Outstanding relationship builder
- Results-oriented, demonstrated strategic thinker and planner
- Strong organizational skills
- Ability to understand/manage relationships among hospital departments and programs
- Flexible, self-directed, and entrepreneurial work style
- Team player; keen diplomatic skills
- Passionate, enthusiastic, high energy
- Solid work ethic; high degree of integrity
- Mission-driven
- Community oriented
- Creative and innovative



Application Procedure

Applications will be accepted until position is filled, but candidates are encouraged to apply as soon as possible. To be considered, candidates should submit a statement of interest and CV to The Angeletti Group at search@theangelettigroup.com.

Nominations and confidential inquiries can be made to:

Kate Hughes
The Angeletti Group
(973) 540-1400
search@theangelettigroup.com

Griffin Health is an Equal Opportunity Employer and actively seeks to diversify its workforce. All qualified applicants will receive consideration for employment without regard to race, color, religion, age, national or ethnic origin, disability, status as a veteran, sexual orientation, gender identity, gender expression, sex, marital status, handicap, or pregnancy status.