



MASSACHUSETTS GENERAL HOSPITAL

www.mgh.harvard.edu
Boston, MA

SENIOR MAJOR GIFT OFFICER, CAMPAIGNS FOR RESEARCH

THE SEARCH

Massachusetts General Hospital (MGH), one of the world's most distinguished medical centers, has the largest hospital-based research program in the country. MGH is currently in the planning stages of a \$1.5 Billion hospital-wide comprehensive campaign, in which research funding will be a featured campaign objective. The programmatic plans for research fundraising are well underway with an articulated goal of \$100 million and an additional \$25 million specifically for stem cell research within MGH Center for Regenerative Medicine (CRM) – the largest component of Harvard University's Stem Cell Institute.

The MGH Office of Development seeks to expand its support of biomedical research with the newly created position of Senior Major Gift Officer, Campaigns for Research. The Senior Major Gift Officer will collaborate with esteemed physicians and scientists, staff, and high-level volunteers on diverse fundraising initiatives that support basic research at MGH. He or she will focus on identifying, cultivating, soliciting and stewarding philanthropic donors to support the goals of the Campaigns for Research and the CRM. Reporting to the Director of Development for Research, he or she will cultivate, solicit, and steward a portfolio of major gift prospects and develop strategies for identifying and cultivating a pipeline of new prospects for research priorities. In collaboration with colleagues, he or she will assess prospects and develop strategies designed to realize the current and life-time giving potential of individual donors. The Senior Major Gift Officer will contribute positively to the MGH culture in which passion for the mission, dedication to excellence, collaboration, and mutual respect are guiding principles.

The Senior Major Gift Officer will bring an entrepreneurial and creative approach to fundraising and the demonstrated ability to engage participation from all donor levels and create an atmosphere charged with enthusiasm, energy and action for MGH's visionary research programs and projects. The ideal candidate will have significant experience in the identification, qualification, cultivation, solicitation, and stewardship of major gifts, ideally within a complex healthcare institution, academic medical center, scientific research organization, or research-intensive institution of higher education.

The successful candidate will bring an established track record of securing philanthropic support from diverse constituencies not previously affiliated with the institution including individuals, corporations, and foundations. The successful candidate will have the stature and proven ability to develop relationships with high-caliber volunteers and esteemed medical leaders and faculty. He or she will have excellent communication skills and the intellectual curiosity and capacity to elicit and quickly grasp medical and scientific concepts, and synthesize this information into an articulate and compelling case for support. Moreover, he or she will know how to creatively engage and motivate volunteers, donors, and prospects and inspire confidence with internal and external constituencies. In addition to demonstrated major gift fundraising success in a campaign environment, the ideal candidate will have intellectual curiosity, a passion for discovery, and a belief in the promise of basic research.

MGH has retained Freeman Philanthropic Services, LLC (FPS) to assist in this recruitment.

MASSACHUSETTS GENERAL HOSPITAL

Founded in 1811, MGH is the third oldest general hospital in the United States and the oldest and largest in New England. The 893-bed world-renowned medical center offers sophisticated diagnostic and therapeutic care in virtually every specialty and subspecialty of medicine and surgery. Each year MGH admits approximately 47,000 inpatients and handles almost 1.5 million visits in its extensive outpatient programs at the main campus and at its four health centers, in the Back Bay, Charlestown, Chelsea and Revere. Its emergency services handle over 76,000 visits annually. Each year the surgical staff performs more than 34,000 operations, and MGH Vincent Obstetrics Service delivers more than 3,600 babies.



MGH conducts the largest hospital-based research program in the United States, with an annual research budget of more than \$560 million. It is the oldest and largest teaching hospital of Harvard Medical School, and nearly all of the hospital's active staff physicians are on the Harvard Medical School faculty. MGH is the largest non-government employer in the city of Boston, with more than 19,500 employees, including a nursing staff of 2,900. In addition, its 3,600-member medical staff includes physicians, dentists, psychologists, podiatrists, residents and fellows.



In March 1994, MGH joined with Brigham and Women's Hospital to form Partners HealthCare System, Inc., an affiliation established to create an integrated health care delivery system providing excellent, cost-effective care while maintaining the hospital's historic dedication to teaching and research. In addition to the founding institutions, Partners HealthCare System now includes North Shore Medical Center, Newton-Wellesley Hospital and Faulkner Hospital. Partners' physician network, Partners Community HealthCare, Inc., currently includes more than 1,000 primary care physicians and 3,500 specialists.

Partners also includes home health agencies, McLean Hospital, a psychiatric facility in Belmont, Mass., and Spaulding Rehabilitation Hospital in Boston. Partners is also involved in a collaborative program for adult oncology with Dana-Farber Cancer Institute.

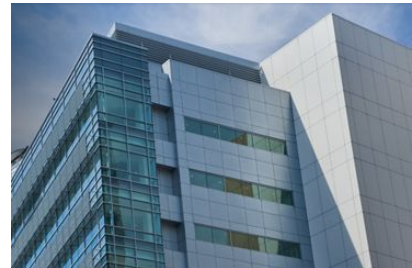
In 2009, Massachusetts General Hospital was named one of the country's best hospitals by U.S. News and World Report for the 19th year, ranking 5th nationwide. Of the 174 medical centers that appear in this year's edition of America's Best Hospitals, MGH was one of 21 that earned Honor Roll status, a mark of particular distinction. To be on the Honor Roll, a hospital had to demonstrate breadth of excellence by achieving a high ranking in no fewer than six specialties.

RESEARCH AT MGH

MGH has the largest hospital-based research program in the country. A \$561 million budget – 25 percent of the hospital's annual budget – supports more than 20 departments conducting research, five world-class Thematic Research Centers and 2,100 scientists supported by 3,600 employees. This massive investment of more than a quarter of MGH's annual operating budget surpasses that of any other hospital and yields incalculable scientific and clinical returns. When a MGH scientist traced the gene for Huntington's disease to a particular chromosomal region, for example, the discovery of a link between a disease and its genetic underpinnings helped spark the Human Genome Project. Recently, an MGH researcher shared a Nobel Prize in Medicine for his role in the discovery of an enzyme that may revolutionize our understanding and treatment of cancer and the aging process. Today MGH is at the forefront of medical discoveries in areas as disparate as organ transplantation, schizophrenia, Alzheimer's disease and molecularly-targeted "smart" drugs to treat cancers. It is also a leader in advanced technologies such as bioimaging, genomics and nanotechnology.

The phenomenal growth of research at MGH in recent years is unmistakable: its commitment to biomedical research rivals the finest research universities in the world. With one million square feet dedicated to research facilities, the MGH campus reflects this commitment and fosters a vibrant, visionary research environment. MGH's research investment has enabled an evolution into an international leader in biomedical research, which is now poised to focus the full potential strength of its research enterprise to help usher in a new age of disease prevention, treatment and cure. In fiscal year 2008 alone, MGH filed 128 patents, was issued 51, conducted 1,000 clinical research trials, and executed more than 100 license agreements transferring commercial rights for innovative technologies. These discoveries and devices improve patient care at MGH and human health internationally.

Each year, researchers at MGH receive some of the highest possible honors for discovering new breakthroughs in basic science and translating this research into new and better treatments that transform medical practice and patient care. Recent research awards include: The Nobel Prize in Physiology or Medicine, The Albert Lasker Basic Medical Research Award, and the NIH New Innovator and Pioneer Awards.



MGH Research Centers

MGH is home to five thematic research centers where clinicians and scientists chart new terrain in biomedical research: The Center for Regenerative Medicine (CRM), The Center for Systems Biology, The Center for Computational and Integrative Biology, The Wellman Center for Photomedicine, and The Center for Human Genetic Research. Each center works to develop creative approaches to treat and prevent a broad spectrum of human disease and bring the latest advances to patient care.

The Center for Regenerative Medicine (CRM): Stem cell-based medicine has the potential to eradicate the top five most life-threatening and debilitating chronic diseases: heart disease, cancer, strokes, lung disease, and diabetes. It is our best hope.

The CRM is the leader in stem cell research. The first and now the largest enterprise of its kind, the CRM brings together the best and most promising scientists from around the world to work together to leverage the clinical access at MGH and the resources of Harvard and MIT, to provide institutional and scientific leadership in defining this new generation of medicine.

The largest component of the Harvard Stem Cell Institute, the CRM employs an integrated model of collaborative research with a cohesive team of scientists and clinicians with diverse areas of expertise, but with a shared mission and dedication to the larger goal of clinical application of basic research findings. The Director of CRM is David T. Scadden, M.D., Professor of Medicine at Harvard Medical School and a Co-Director of the Harvard Stem Cell Institute. The esteemed CRM faculty, each a cutting-edge leader in their respective fields, include Dr. Scadden, Joseph P. Vacanti, M.D., Paola Arlotta, Ph.D., Andrew Brack, Ph.D., Chad Cowan, Ph.D., Alan Davidson, Ph.D., Niels Geijsen, Ph.D., Konrad Hochedlinger, Ph.D., Hanno Hock, Ph.D., Jayaraj Rajagopal, M.D., and Sridhar Ramaswamy, M.D.

The CRM's Business Advisory Board, comprised of a group of business and community leaders, provides external support and counsel to the CRM. These dedicated volunteers, who share an interest in furthering stem cell research, provide vital, business-oriented perspective and strategic guidance to CRM leadership and faculty. The Business Advisory Board is a critical source of strength for the CRM in establishing strategic priorities and tactical approaches to creating connections with the external community and commercial world. Additionally, the CRM benefits from an established Scientific Advisory Board.

The Center for Systems Biology: Through a multidisciplinary approach that combines clinical insight with powerful technologies, faculty of the Center for Systems Biology pursue systems-level research that is at once fundamental, and yet immediately linked to the diagnosis and treatment of human disease. The Center for Systems Biology has particular strengths in complex human conditions such as cancer, cardiovascular disease, diabetes, autoimmune disease and renal disease.

The Center for Computational and Integrative Biology supports investigators at the hospital and across Boston through a variety of autonomous cores that provide services in DNA sequencing, oligonucleotide synthesis, microarray analysis and research laboratory automation.

The Wellman Center for Photomedicine is dedicated to improving health and quality of life through discovery, understanding and application of new diagnostic and therapeutic uses of light in biomedicine. The pioneering research focuses on four primary areas: basic research, engineering and technology development, translational research and education.

The Center for Human Genetic Research is a multidisciplinary cross-departmental center with the central mission of facilitating the genetic research cycle.

The Research Advisory Council

The Research Advisory Council is a volunteer leadership group providing strategic advice, support and counsel to hospital leadership on a range of issues facing MGH Research — from institutional strategy to advancement and philanthropic growth.

The Council is expanding to 18-25 volunteers, plus representatives from MGH and Hospital Leadership; this expansion parallels MGH's vision and ambitious goals to advance the delivery of the very best health care through innovative research and education. The Council has helped support the phenomenal growth of MGH Research in recent years: commitment to biomedical research is unprecedented in academic medicine, and research has grown 413-percent over the past 18 years, with an annual growth rate of nearly 12-percent since fiscal year 1999.

THE CAMPAIGN FOR THE THIRD CENTURY OF MGH MEDICINE

Benefiting from the guidance of Hospital President Peter L. Slavin, MD, The Philanthropy Leadership Team, co-chaired by W. Gerald Austen, MD, and Patty Ribakoff and Vice President for Development James Thompson, MGH is poised for continued growth and success. MGH's fundraising success and continued growth is reflected in its fiscal year 2009 results of more than \$225 million. As a nationally and internationally recognized center of patient care, biomedical research, and education, MGH is constantly moving forward and now is embarking on an unprecedented initiative – *The Campaign for the Third Century of MGH Medicine*

Building on its historic fundraising growth and achievements, MGH is currently nearing the end of the planning and silent stages of a \$1.5 billion hospital-wide comprehensive campaign, in which the objectives for the research enterprise and the CRM will be central features. The plans for the Campaigns for Research are well underway with a goal of \$100 million and an additional \$25 million specifically targeted for the CRM. The campaign goal for CRM, a designated Campaign Center of Excellence, is focused on raising support for additional faculty recruitment and new stem cell research initiatives.

IMPORTANT RELATIONSHIPS

This Senior Major Gift Officer for Research will report directly to the Director of Development for Research, Patricia McCabe. As a member of the research development team, the Senior Major Gift Officer will collaborate with the major and principal gift teams to achieve the \$100 million goal set for MGH Campaign for Research and the \$25 million Campaign goal for the CRM.

In collaboration with colleagues on the research development team, he or she will serve to advance the overall fundraising goals for the Campaigns for Research and the CRM. The Senior Major Gift Officer will establish relationships with MGH researchers, leadership, the Hospitals' Executive Committee on Research (ECOR), and develop and maintain a portfolio of funding priorities authenticated by both faculty and MGH executive leadership.

Also, in collaboration with leadership and colleagues, the Senior Major Gift Officer will help to support and engage the Research Advisory Council, comprised of high-level ambassadors committed to enhancing the visibility of MGH Research and attracting significant philanthropic investment to support the ground-breaking research enterprise.

In partnership with the Director of Development for Research and the Director of CRM, the Senior Major Gift Officer will manage the activities for the CRM Business Advisory Board and identify, engage, and recruit additional high-level volunteers to strategically expand its membership. The Senior Major Gift Officer will play a defining role in promoting the case for support of the MGH research enterprise.

Working in partnership with senior leadership, physicians, scientists, volunteers, and colleagues, the Senior Major Gift Officer will identify funding opportunities, collaborate on effective prospect strategy, and carry out identification, cultivation, solicitation, and stewardship strategies. He or she will also identify, recruit, and support high-level volunteers to carry out cultivation and solicitation efforts on behalf of the Campaigns for Research.

The Senior Major Gift Officer will collaborate with colleagues throughout the Office of Development and the Marketing and Public Affairs Departments, and other key MGH leadership. In addition, he or she will ensure a coordinated and collaborative approach with the Office of Development in respect to donor relationship management, major gift solicitation, stewardship, special event planning and execution, corporate and foundation relations, and annual and gift planning.

KEY OPPORTUNITIES & CHALLENGES

As a member of the Office of Development, the Senior Major Gift Officer will be expected to contribute broadly to all aspects of the fulfillment of the Hospital's mission and philanthropic goals. MGH seeks an experienced major and principal gift fundraiser with both the capacity and the demonstrated track record to respond effectively to the following challenges:

- Rapidly develop a thorough understanding of the Hospital's research priorities and campaign goals;
- Establish credibility and strong collaborative relationships with the Director of Development for Research, the Director of CRM, ECOR and other research leadership, senior administration, physicians, scientists, volunteers, and colleagues throughout the Office of Development;
- Create and implement strategies for the identification, cultivation, solicitation, and stewardship of major gifts for research, while partnering with diverse internal constituencies to maintain a donor-centric and prospect-driven, holistic, and comprehensive process;

- Strategically and effectively support research and volunteer leadership in the identification, cultivation, solicitation, and stewardship of individual major gift donors and prospects, as appropriate;
- Maintain a portfolio of 125-150 active major gift prospects;
- Continue to steward current donors while proactively marketing the Campaigns for Research and the CRM and systematically targeting new funding opportunities to build a pipeline of new prospects;
- With leadership and colleagues, help to support and engage the esteemed members of the Research Advisory Council in strategic efforts to connect donors and prospects to the philanthropic vision of MGH Research, as well as to recruit new members to the Council;
- Support and manage the activities for the CRM Business Advisory Board and identify, engage, and recruit additional high-level volunteers to strategically expand its membership;
- Execute innovative identification, recruitment, engagement, and support vehicles for volunteers to inspire participation in identification, cultivation, solicitation, and stewardship activities;
- Ensure a coordinated and collaborative approach with colleagues in respect to major gift solicitation, planned giving, stewardship, special events, corporations and foundations, and annual giving, as well as prospect research and management;
- Maintain best fundraising and operational practices, utilizing clearly defined goals, objectives, and transparent methods with which to measure success;
- Guided by MGH's organizational culture, contribute to an environment where teamwork, collaboration, and dedication are expected and required.

IDEAL QUALITIES & EXPERIENCE

MGH seeks a dedicated development professional with the following attributes and experience:

- Stature, integrity, and fundraising experience to collaborate effectively with leadership, physicians, scientists, senior staff and high-level volunteers in order to marshal the full fundraising potential to advance MGH's research mission and achieve the \$100 million goal for the Campaign for Research and the \$25 million Campaign goal for the CRM;
- Appreciation for the uniqueness and power of the significant biomedical enterprise at MGH and be able to effectively engage with physicians and scientists to build collaborative working relationships;
- Intellectual stature necessary to effectively support and steward physicians and scientists, high-level volunteers, donors, and prospects;
- Demonstrated record of personal solicitations from individuals (six- and seven-figures), including the design and execution of the identification, cultivation, solicitation, and stewardship strategies;
- Proven ability to actively build and manage a portfolio of major gift prospects from a non-defined constituency;

- Successful experience working within a complex environment, e.g., a complex healthcare institution, academic medical center, scientific research organization, or higher education institution;
- Institutional campaign experience, ideally for a research-intensive institution during a campaign of comparable scope as anticipated in the *Campaign for the Third Century of MGH Medicine*;
- Intellectual curiosity and interest in sophisticated scientific environments and a deep appreciation for the power of science and discovery;
- Significant fundraising experience (7+ years experience preferred) with an emphasis in principle or major gifts for basic research strongly preferred;
- Superb communication skills (both written and oral) combined with intellectual curiosity and dexterity; the ability to solicit, understand, and synthesize complex scientific and medical information; adept at creating, articulating, and marketing compelling and strategic cases from disparate information and sources;
- Team player with a collaborative style and flexibility, adapt to changing priorities and refine strategies after feedback, and multi-task to meet deadlines;
- Diplomatic style, proactive, results-oriented professional with initiative and sound judgment;
- Strong personal work ethic, unflinching integrity, and a sense of humor and perspective;
- Commitment to the highest standards of professionalism and excellence;
- Bachelor's degree required, advanced degree preferred.

COMPENSATION

The compensation package will be competitive and commensurate with the successful candidate's background and experience. MGH's Office of Development deploys both base and variable compensation elements in its total compensation package.

APPLICATIONS & NOMINATIONS

Confidential inquiries, applications, and nominations should be sent to Freeman Philanthropic Services, LLC at MGH@glfreeman.com. All applications must include an up-to-date resume, formal letter of interest in this opportunity, and the contact information for three professional references.



MGH is committed to diversity among its employees and encourages qualified candidates from all backgrounds to apply. EOE