



**SEARCH FOR THE
EXECUTIVE DIRECTOR OF DEVELOPMENT
VIRGINIA COMMONWEALTH UNIVERSITY
MASSEY CANCER CENTER
RICHMOND, VIRGINIA**

Virginia Commonwealth University Massey Cancer Center (Massey) seeks a strategic, collaborative, and experienced development professional to serve as executive director of development. Under the visionary leadership of Director Gordon D. Ginder, MD, Massey is poised for significant growth over the next several years as it prepares to become an NCI-designated comprehensive cancer center. VCU is currently engaged in its largest comprehensive fundraising endeavor to date, the \$750-million *Make It Real Campaign*, which recently surpassed \$500 million with more than two years remaining. The executive director will assume leadership of Massey's \$120 million campaign goal, the success of which will enable Massey to significantly expand its research mission to enhance the quality of life of all individuals affected by cancer.

Reporting jointly to Dr. Ginder and the Vice President of Development and Alumni Relations, and building on the success of a strong program of philanthropy and a generous and engaged volunteer and donor base, the executive director will provide strategic vision and leadership of the recently-integrated development and external relations team. After assessing and evaluating the current organizational structure and team, the executive director will implement the optimal organizational structure to allow realization of Massey's philanthropic goals. Chief among the executive director's ongoing responsibilities will be to ensure the success and continued growth of Massey's fundraising efforts, with responsibility for devising strategies to advance a developing grateful patient fundraising program in collaboration with the VCU Health System and the School of Medicine, and to inspire a talented and accomplished team to greater levels of achievement. In addition, the executive director will build upon existing momentum and capitalize on gains made during the current campaign to expand the major gifts pipeline. The executive director will serve as Massey's expert on major gift fundraising and best practices, volunteer management, and stewardship and will work in collaboration with senior Massey and VCU development leadership to cultivate and solicit transformational gifts.

Ideal candidates will have at least ten years of progressively responsible development experience, with at least five years of management experience, in a large, complex, successful advancement operation, with a strong preference for cancer-related or health sciences experience. In addition, they will have a proven track record of leadership, management, campaign experience, grateful patient fundraising, organizational skills, and success securing six- and seven-figure gifts from individual and institutional donors. Ideal candidates must have the energy, enthusiasm, and drive to set and achieve ambitious goals; the credibility (and emotional maturity) to serve as a senior advisor to the director, physicians, researchers, senior leaders, volunteers, and staff; the political savvy and flexibility to navigate a complex academic

community; and the desire and ability to build bridges and strong collaborative relationships with all members of an operation.

Virginia Commonwealth University Massey Cancer Center has retained Mr. Jack Gorman and Ms. Rachel Ellenport of the executive search firm Isaacson, Miller, to assist in conducting this search. For more information, to make a nomination, or to apply for this role, please visit:

<http://www.imsearch.com/6453>

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