

Medical College of Wisconsin
Major Gifts Director – Cancer Center

The Medical College of Wisconsin (MCW) is a private, freestanding medical school and graduate school of sciences located in Milwaukee with regional campuses in Green Bay and Central Wisconsin. MCW has three schools: School of Medicine, School of Pharmacy, and Graduate School of Biomedical Sciences, with more than 1,300 students currently enrolled in degree-granting educational programs. MCW is a major national research center and the second-largest research institution in Wisconsin. In 2016 it invested over \$225 million in research leading to improved patient care and health outcomes.

The Froedert & MCW Cancer Center is devoted to translating research into patient care and is an integrated partnership of cancer research scientists, physicians and clinical trial investigators and staff from MCW, Froedert Hospital, Children’s Hospital of Wisconsin, Zablocki VA Medical Center, and the BloodCenter of Wisconsin. The F&MCW Cancer Center is particularly well-known for its research into blood cancers, including leukemia, lymphoma and myeloma and cancers affecting the pancreas, lungs, breasts and the colon. The F&MCW Cancer Center is the only academic cancer center in southeastern Wisconsin and today has a primary goal to receive National Cancer Institute (NCI) designation, a mark of excellence for only 69 other cancer centers across the country. Since its opening in 2006, the F&MCW Cancer Center has seen and treated more than 35,000 patients from all over Wisconsin, the Midwest and other countries.

Reporting to the Senior Director- Major Gifts, and having a dotted line to the Director of the MCW Cancer Center, the **Major Gifts Director- Cancer Center provides leadership and direction to a comprehensive program to secure significant new and increased support from grateful patients, MCW alumni, F&MCW Cancer Center faculty and staff, in addition to other friends of the institution.** The Director works in concert with the key clinicians and researchers driving MCW’s NCI designation with the goal to identify, cultivate and solicit major gift prospects and donors for leadership commitments of at least \$50,000 that can be pledged over the period of five years. It is expected that s/he will develop a donor outreach strategy that produces, on average, 10-12 unique in-person meetings monthly with individuals in his/her donor portfolio and secure between \$5 million and \$6 million in major gifts.

The successful candidate will bring a deep, passionate commitment to the Cancer Center mission and vision and at least ten years of success as a frontline fundraising leader managing high-level donor relationships and securing major gifts at the six-figure level. His/her fundraising experience will ideally include academic medical centers or medical research.

Inquiries, applications, and nominations should be directed to:

Daniel Fissinger

Associate Consultant, Executive Search

djf@campbellcompany.com

(P) (312) 506-0062