



Weill Cornell Medicine

Senior Principal Gifts Officer

Office of External Affairs

<http://www.weill.cornell.edu/>

Weill Cornell Medicine seeks a highly motivated and enthusiastic individual to play an important role in expanding WCM's capacity to take full advantage of its leadership and philanthropic opportunities. This position's primary focus is identifying, cultivating, soliciting, closing, and stewarding principal gifts (\$5 million+) for the Meyer Cancer Center and the Englander Institute for Precision Medicine, with a particular focus on institutional priorities within these areas. The Senior Principal Gifts Officer will report to the Director of Principal and Major Gifts and work closely with faculty, volunteers (e.g., board members), and staff to develop principal gift opportunities. Specific assignments will be made to develop good working relationships with valued institutional players. He or she will also supervise, appraise, mentor and (as appropriate) hire two or more development officers/associates.

Minimum Requirements

- Seven+ years progressive development experience with demonstrated success soliciting and closing gifts greater than \$1 million.
- Manage a portfolio of up to 70 significant prospects, at the \$5 million or above level, including strategy, cultivation, solicitation and the closing of key gifts
- Familiarity with all facets of development, including capital campaigns, and a demonstrable understanding of how to manage a portfolio of rated prospects.
- Successful experience directly supporting capital campaign volunteers (or other organizational leadership, such as boards, management, or physicians).
- Bachelor's degree required.

Highly Desired Requirements

- Previous academic medical center fundraising experience.
- Knowledge of, and experience with, donor database programs such as Raisers Edge, Blackbaud CRM, Advance, etc.
- Advanced degree.

Skill and Abilities

- Ability to build and nurture effective working relationships with physicians, colleagues and donors.
- Solid supervisory experience managing junior fundraisers

- Outstanding leadership qualities
- Demonstrated appreciation and understanding of Weill Cornell's mission and the ability to effectively communicate it.
- Demonstrated ability to work within an organization emphasizing teamwork, respect, and excellence.
- Ability to succeed in a fast-paced and complex environment.
- Strong strategic abilities, highly organized and detail-oriented.

How to Apply

Weill Cornell has retained Freeman Philanthropic Services, LLC to assist on this executive recruitment. Please send all confidential inquiries, applications, and nominations directly to FPS at WCM-SPGO@glfreeman.com.

Applications must include (1) an up-to-date resume, and (2) a letter of interest (addressed to FPS) that specifically cites the experiences that best prepare the applicant for this role and why this particular opportunity is the logical and desired next step in his/her career. Additional materials and information will be requested during the search and interview process. Weill Cornell Medicine is committed to diversity among its employees and encourages qualified candidates from all backgrounds to apply.

Weill Cornell Medicine is an employer and educator recognized for valuing AA/EOE/M/F/Protected Veterans, and Individuals with Disabilities.

8/17/17