Position Description

TITLE
Vice President, Development

REPORTS TO
Founder and Chief Executive Officer

ORGANIZATION
Unite for HER

LOCATION
West Chester, Pennsylvania

SUMMARY OF OPPORTUNITY

Unite for HER (UFH) seeks a passionate, driven, collaborative, and resourceful individual to become the Vice President, Development.

When Unite for HER founder Sue Weldon was diagnosed with breast cancer in 2004, she began searching for information on therapies that would complement the medical treatments she was receiving. What she discovered was a lack of easily accessible resources on topics like nutrition, acupuncture, massage, yoga, counseling and other ways for breast cancer patients to enhance their wellness and care for their emotional, spiritual, and physical needs.

Beginning as an all-volunteer nonprofit organization in 2009, UFH has grown to support more than 10,000 breast and ovarian cancer patients with 85,000 integrative therapies in the last 12 years. Renowned for delivering a comprehensive wellness and integrative care program, Unite for HER is regarded as the ‘gold
standard’ in supportive cancer care by medical and business leaders. The organization’s team (22 staff) is known for its collaborative culture, commitment to core values, and high touch initiative and approach. Over the last year, Unite for HER has grown into a vibrant national organization with a $4.2 million operating budget, served more than 5,000 women, and innovated during the pandemic without compromising a hands-on approach. Unite has a growing and intentional outreach program to prioritize individuals in our Black and Latina Communities, bridging a much-needed health equity gap.

UFH works closely with hospital partners to recruit patients. A sampling of national partnerships includes Capital Health, MD Anderson Cancer Center at Cooper, Penn Medicine, Trinity Health, Med Star, Jefferson Health, Weil-Cornell, Mt Sinai, and New York Presbyterian, to name a few.

Mission Statement

Unite for HER’s mission is to enrich the health and well-being of those diagnosed with breast and ovarian cancers—for life—by funding and delivering integrative therapies.

Unite for HER’s Guiding Principles

- **Compassion**: We seek to better understand the experiences of those we serve, which informs our hands-on delivery of love and care in meaningful and considerate ways.

- **Community**: We offer a new and supportive community to help all regain confidence and control

- **Empowerment**: We are mindful of the emotion and physical journey of those we serve, and we provide education, services, and tools that help them grow and feel stronger.

- **Inclusion**: We are dedicated to building an inclusive community that is bound by a commitment to meet the needs of all who are diagnosed with breast and ovarian cancers.

- **Partnership**: We take great pride in forming lasting, trusted relationships that are meaningful to our mission and to those we serve.

- **Trust**: We put the needs of those we serve first in all that we do, and we carefully steward our resources to ensure the highest standards of service and care.
UFH raises money through many channels. The organization offers many meaningful events, including a 5K Run; Harvest (Chef and Wine Tasting); the Pink Invitational Gymnastics Meet; Bloom Fashion Show; and Students Unite for HER. For more information, please visit https://uniteforher.org/get-involved/. The organization has an annual appeal as well.

In addition to having robust events and annual giving, Unite for HER has built strong partnerships and collaborations with biopharmaceutical, pharmaceutical companies, and other companies who are inspired by Unite for HER’s mission and work.
Partners and Relationships include:

- AstraZeneca
- Daiichi-Sankyo
- Eli & Lilly
- Gilead Sciences
- Merck & Co
- Panera Bread
- Volkswagen
- West Pharmaceuticals

Due to Unite for HER’s unique positioning, there are additional opportunities to deepen existing relationships and to develop new connections with corporations.

THE POSITION

Unite for HER seeks a leader in development that will impact the organization’s capacity to serve nationwide, ensuring that no woman or man is left behind. The Vice President of Development will report directly to the CEO and will work closely with the development staff to create and carry out Unite for HER’s development initiatives to support the strategic plan and national outreach programming. This role requires extensive executive level and management experience, as well as experience with national corporate partnerships, event sponsorship, major donor strategy, and donor management. A successful candidate is compassionate, committed to women’s health issues, highly organized, flexible, and results driven.

Unite for HER has a hybrid workplace. The expectation is the person will spend one day a week onsite and four days a week remote.

RESPONSIBILITIES AND DUTIES

- Support Unite’s Founder and CEO, colleagues and trustees in major gift solicitation.
- Lead the development committee, working directly with the development board chair and development staff through quarterly meetings.
• Retain and acquire new corporate sponsorships and grants, increasing revenue for national outreach programs. Areas of national focus include but not limited to: Pharmaceutical partnerships, Corporate Partnerships, Ovarian Cancer, Breast Cancer, Metastatic Breast Cancer, Health Inequities and Breast Cancer Disparities, Hispanic Programming, Nutrition, national grants.

• Identify and secure new strategic partners.

• Increase and cultivate a Major Gifts Campaign, recurring gift, and planned giving programs.

• Manage donor relationships, securing individual donors and deepening relationships with current donors and partners.

• Manage donor communications in partnership with Director of Communications, including annual direct mail campaigns, annual report, and other activities.

• Manage reporting for grants and partnerships and oversee the organization of progress reports with a long-term relationship-management approach.

• Develop and manage budget and as a part of the senior leadership team.

• Travel to visit donors as appropriate.

**REQUIREMENTS AND QUALIFICATIONS**

• **Mission Alignment:** Fully embrace Unite for HER’s inspiring mission and ethos.

• **Broad Fundraising Experience:** At least 15 years of fundraising experience. Proven skill raising money from individuals across many different channels, both direct mail and digital, and across many kinds of donors, *e.g.*, annual donors, mid-level, and major gifts. Success with corporate, foundation giving, grant writing, and planned giving is a must. Demonstrated track record generating $5 million plus in annual revenue.
• **Successful Major Gift Donor Solicitation and Engagement**: Particular expertise cultivating, soliciting and stewarding high net worth donors is essential. Deep knowledge of the art and science of major and leadership gift fundraising is a must.

• **An Entrepreneurial Spirit with a Creative Bent**: To reflect Unite for HER’s nimble and collaborative culture, the successful candidate must be flexible and bring new ideas and approaches. The person must exhibit a can-do attitude to make an impact.

• **People Management Skills**: Ability to recruit, energize and inspire staff, and to build trust and a collaborative spirit that optimizes teamwork.

• **Interpersonal and Communication Skills**: An innate ability to build relationships with donors, colleagues and a wide variety of constituencies. The person must have a collaborative ethos and warmth with presence and energy. With excellent writing and oral skills, the individual must also possess an ability to communicate persuasively and effectively.

*Other Qualities and Characteristics*

• Exceptional organizational skills with high standards and an attention to detail, with the ability to prioritize, manage and complete tasks simultaneously. A hard worker is a must.

• Ability to set strategy and direction for individual team members and actively manage a team.

• Ability to develop and implement strategies to meet measurable goals and objectives.

• Proven ability to succeed in a collaborative, team-oriented environment and develop effective working relationships with colleagues and stakeholders.

• Experience working with donor software and CRM systems. Salsa and Donor Search experience a plus.

• A Bachelor’s degree in Communications or related field required.
Unite for HER has retained the services of Lincoln Leadership (lincolnleadership.co) to conduct this search. Those interested in the search or who want to recommend someone for the role should contact Andrew C. Wheeler, Founder and President, at 267 257-1910 or awheeler@lincolnleadership.co.