Chief Development Officer
National Brain Tumor Society
Newton, MA
(The position may have the opportunity to work remotely.)
http://braintumor.org/

Send Nominations or Cover Letter and Resume to:
Lisa Vuona
Vice President
617-262-1102
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The Opportunity:

National Brain Tumor Society (NBTS) is the largest non-profit organization in the U.S. solely dedicated to the global brain tumor community. NBTS is fiercely committed to its mission of finding better treatments, and ultimately a cure, for brain tumors. The organization has seen unprecedented progress and momentum to find better treatments. This is an exciting and deeply satisfying time to be part of the NBTS agenda for change within a strong, caring community.
For over twenty-five years, dating back to the origins of the organization, National Brain Tumor Society has been a strategic funder, advocate, and catalyst for advancing research, improving public policies, and helping all those diagnosed today and anyone diagnosed in the future. Some of the most important discoveries in brain tumor research have been attributable at least in part to NBTS, and over the past six years, NBTS has achieved a number of victories on the public-policy front that in turn improved the landscape for research to advance. Going forward, NBTS aims to achieve even greater impact toward the goal of finding a cure and delivering a better quality of life for patients than they are currently experiencing from the time of diagnosis.

Organizationally, NBTS has a highly collaborative workplace and believes that teamwork and a great culture are essential to success.

**Position Overview – Chief Development Officer**

The Chief Development Officer (CDO) is a member of the senior management team and provides professional and strategic fundraising leadership and experience to the organization. The right candidate will create the vision for driving rapid contribution and donor growth, while implementing and overseeing all aspects of Development Functions including Major Gifts, Planned Gifts, Prospect Research, Foundations partnerships, and Corporate Support, and Donor Relations. The CDO supervises specific campaign efforts and serves as a co-leader, with the CEO and management staff, in developing new revenue streams. In addition, the position will serve as team leader for key department functions including: life-sciences industry relations, advancement services, and field operations. This role develops and implements a long-term strategy for fundraising growth, builds budgets and key performance indicators, and will budget for and meet annual organizational and fundraising goals.

The ideal CDO candidate will be a results-oriented fundraising professional with an established track record of diverse and progressively more sophisticated advancement experience; campaign and program aligned revenue generation strategy success, management, and implementation experience; and an executive level of supervisory and managerial experience, preferably in a health care or life sciences setting. The candidate should be comfortable with and experienced in fundraising related to medical research and be comfortable with integrating researchers and patients and caregivers into fundraising activities.
This candidate must possess excellent interpersonal and presentation skills needed to represent NBTS’ interests to a wide spectrum of constituent groups, consortia, and collaborative partners including scientists as well as patients and caregivers. The successful candidate will be equally adept with prospect research; donor recognition practices; gift processing software; online giving strategies; traditional and new media and other emerging technologies that will optimize NBTS’ outreach to potential donors; and most fundamentally, an ability to connect and follow through with potential donors that meets their commitment to invest in the mission and vision of National Brain Tumor Society. The ideal candidate inspires collaboration, teamwork and information sharing throughout the organization.

**Key Attributes of the Chief Development Officer:**

- **Motivator:** Someone who understands the principles and processes of different types of giving who can advance new messages, strategies, and standards of giving that will excite individual and institutional donors.

- **Knows the Field:** Someone who is aware of best practices and current trends in philanthropy. As an experienced leader, the CDO will be expected to cultivate a spirit of transparency, accountability, and collaboration.

- **Architect:** Someone who has significant experience with developing clear written strategy that can be followed by advancement staff and senior leadership.

- **Team Player:** The ideal candidate will collaborate well with other senior staff and Board Members in an effort to help realize fundraising and relationship development that will enable National Brain Tumor Society to thrive in years to come. Teamwork is one of the core operating modalities of NBTS.

- **Strategist:** Someone with a significant track record of success and ability to share a compelling case for the institution, develop relationships with internal and external groups, and the ability to convey to diverse audiences why National Brain Tumor Society is uniquely qualified for significant investment and partnerships.

- **Communicator:** The CDO must have a track record in assisting on communications efforts, and partner with the National Director of Marketing Communications to assist in crafting a narrative that conveys the National Brain Tumor Society success paradigm and effectively portray NBTS and its initiatives as a unique philanthropic investment opportunity. We require this person to be an active part of the NBTS Spokesperson Team in handling media, donor, and sponsorship interview/speaking requests.
• **Catalyst:** Someone who has the capacity, desire, and commitment to travel extensively on behalf of the organization to engage a variety of stakeholders and prospective donors but also has a strong ability to prepare plans and empower others to represent the organization.

• **Business Partnerships:** This candidate will have demonstrated track record of business development experience, in helping to establish, cultivate, and grow the results of sponsorship and business partnerships.

**Essential Duties/Responsibilities:**

**Fundraising & Communications:**
- Strengthens, broadens, and increases the National Brain Tumor Society’s funding base
- Develops and implements fundraising plans based on NBTS’ research and patient-focused initiatives
- Manages a portfolio of highest-level prospects and donors through stages of research, cultivation, solicitation, and stewardship
- Engages volunteers in development activities and demonstrates a priority in donor recognition
- Establishes long- and short-range goals and objectives in creating annual development plans with prospect strategies designed to achieve specific goals and objectives
- Provides thorough analysis of new business prospecting results
- Ensures achievement of projected annual revenue requirements

**Board of Directors:**
- Serve as staff facilitator for the Board-level Advancement Committee
- Works with CEO and Board of Directors as assigned to ensure that each is an active donor and supporter in their National Brain Tumor Society’s engagement plan
- Provides and presents timely reports for Board meetings upon request; instills confidence in marketing, communication, and fundraising
- Works with CEO in support of the nominating process to identify and evaluate prospective Board members and other community leaders
- Staffs the Board Advancement Committee

**Management:**
- Manages, coaches, supervises, and inspires fundraising staff including 4 direct reports that in turn manage additional staff, ensuring the highest quality performance and productivity
- Establishes performance standards and priorities for communications and development staff, including training and development opportunities
• Prepares and manages annual budgets and work plans
• Oversees communications and development-related policies and procedures
• Integrates communications, events, and development functions to ensure consistent case for support and core messaging for all donor communications
• Serves as a key member of the National Brain Tumor Society senior management team

Strategic Leadership:
• Lead the exploration, implementation, and evaluation of development’s long-term strategic direction
• Provide advice and support to the CEO and senior staff on organizational matters, particularly those that may affect fundraising efforts
• Maintain professional relationships with counterparts in other non-profit organizations to keep abreast of new fundraising rules and regulations and best practices

Education & Experience: Bachelor’s degree required, with at least 8 years of progressively responsible experience in development, and at least 5 years of significant non-profit management responsibility.

Required Skills, Knowledge & Abilities: Commitment to the mission of the National Brain Tumor Society. Demonstrated success in raising six-figure (or larger) gifts from individual and institutional donors. Experience in successfully managing a comprehensive development program that includes major gifts, annual and planned giving, events, and corporate and foundation relations. Demonstrated success in working with high-level volunteers. Superior written and oral communications, interpersonal and presentational skills. Strong staff management skills – successful leadership and team-building experience with demonstrated ability to mentor, coach, and supervise development professionals. Senior experience in increasingly responsible positions in development and non-profit management. Strong knowledge of marketing and communications, including working with vendors. Familiarity with electronic media as a fundraising tool. Ability to think strategically and creatively. Ability to develop process and outcome evaluation measures. Ability to work with public, all levels of staff, and volunteers. Ability and willingness to travel up to 35% of time.

Development Overview

When donors give to the National Brain Tumor Society, they are investing in the combined power of the entire brain tumor community. Funding will go to many organizations and research efforts, giving brain tumor patients the best chance for better treatments.
This multi-pronged, community-based approach will help find treatments faster while promoting better information sharing and collaboration between experts around the world to find a cure for brain tumors. Only the National Brain Tumor Society can convene these various forces through its programs and mission agenda in order to create rapid progress toward a cure. Development efforts generate approximately $10M annually.

**The Gray Gala:**

The [Gray Gala](#) is National Brain Tumor Society’s premier event of 2018, and will serve as an important time to celebrate all the terrific progress being made in brain tumor research and drug development, honor leaders in the field and community, and raise much needed awareness for this cause.

The Gray Gala will host 300 of the nation’s preeminent leaders in professional services, academia, health care, technology, and government, as well as other supporters and partners from New England. The event will take place in March 2018 where guests will be treated to dazzling city and harbor views on the Boston waterfront in the bustling Seaport District. The evening will feature a silent and live auction, entertainment, cocktails, dinner, awards, and special guests. Proceeds of this event will support the core programs of the National Brain Tumor Society for both adults and children.

*A Note about Gray:* The color gray represents brain tumor awareness because healthy brain matter is often referred to as gray matter.

**Client Overview**

National Brain Tumor Society is strategically positioned to leverage its collective resources and knowledge to deliver the greatest impact to the brain tumor community. Through catalytic funding models, robust research collaborations, and a focused public policy agenda, NBTS is driving systemic change to improve the pace of drug discovery and development.
NBTS doesn’t focus on a single method or approach to defeating brain tumors. It drives a multi-faceted and thoughtful approach to aggressively influence and fund strategic research and discovery, as well as advocate for public policy changes, in order to achieve the greatest impact, results, and progress for brain tumor patients. Money raised by the generous donations of its supporters has directly funded groundbreaking discoveries, programs, clinical trials and policy initiatives.

**Why is NBTS Different?**

NBTS can move the needle faster and drive more new discoveries by influencing and funding research, and actually bringing together policy makers, researchers, clinicians doctors and industry organizations to collaborate and share information in order to find better treatments and a cure for brain tumors. It is the only brain tumor organization that has an active public policy agenda, and it directly advocates to policymakers to give brain tumor patients a voice in Washington, D.C.

NBTS is intimately connected with top brain tumor researchers, academics and clinicians. Some of the top brain tumor experts are scientific advisors on its programs, and NBTS hires PhDs to help create informative content and translate new research developments into language that brain tumor patients and their families can understand and act on.

The organization doesn’t just write blank checks. NBTS drives a thoughtful research agenda and holds its researchers’ feet to the fire by monitoring their progress and having them report on findings to the community to justify funding.

NBTS supports more than 23 signature, regional walks, races and rides and many other community and scientific events, so its mission is strong.
**Impact:**

Money raised by the generous donations of NBTS’s supporters has specifically funded groundbreaking discoveries and programs including:

- Funding and leading research initiatives with the foremost brain tumor experts in the world,
- Treatment discovery and development initiatives,
- Clinical trials with leading biopharmaceuticals companies to increase drug development and create new options for treatment,
- Critical platforms and processes for sharing cutting-edge medical and research information,
- Advocacy and public policy initiatives to influence government legislation, regulations, and policy,
- And finally, investing in talented, unique and influential staff in order to drive these research and public policy advancements.

**Location**

**Newton, MA:**

NBTS is headquartered in Newton, Massachusetts.

The Chief Development Officer may have the opportunity to work remotely.

**Background Checks:**

Prior to submitting your resume for this position, please read it over for accuracy. LLLS does verify academic credentials for its candidates, and our clients frequently conduct background checks prior to finalizing an offer.
To learn more, call
Lisa Vuona, Vice President at
617-262-1102
or send nominations or cover letter and resume to
lvuona@LLLSearches.com.
All inquiries will be held in confidence.
Appendix

Leadership:

David F. Arons, JD
Chief Executive Officer

David Arons is the Chief Executive Officer of National Brain Tumor Society. He also serves as the National Brain Tumor Society’s Chief Public Policy and Advocacy Officer. He previously served as the Director of Government Relations for the American Cancer Society in Minnesota and was the co-founder and Co-Director of the Center for Lobbying in the Public Interest. He is the author of several books, including *Power in Policy: A Funder’s Guide to Advocacy and Civic Participation*, *Strengthening Nonprofit Advocacy*, and *A Voice for Nonprofits*. He serves on the National Cancer Institute’s Council of Research Advocates and Clinical Trials Advisory Committee. In 2016, Mr. Arons was named to the Blue Ribbon Panel of experts selected to help advise the National Cancer Moonshot, being led by Vice President Joe Biden.