Associate Vice President, Philanthropy, Campaign Strategies
City of Hope
Duarte, CA (Greater Pasadena/Los Angeles)
http://www.cityofhope.org/homepage

Send Nominations or Cover Letter and Resume to:
Anne Norton
Search Director/VP
617-262-1102
anorton@LLLSearches.com

City of Hope is a renowned, independent biomedical research institution and comprehensive cancer center committed to researching, treating, and preventing cancer, with an equal commitment to curing and preventing diabetes and other life-threatening diseases.

The rich history of City of Hope began in 1913, when a group of volunteers, spurred by compassion to help those afflicted with tuberculosis, raised money to start a free, nonsectarian sanatorium. Today, City of Hope is still powered by philanthropy, and is recognized worldwide for compassionate patient care, innovative science, and translational research.
Since its founding, City of Hope has been unwavering in its tackling of catastrophic diseases such as cancer, diabetes, and HIV/AIDS. Today, City of Hope is one of only 45 comprehensive cancer centers in the nation, the highest recognition bestowed by the National Cancer Institute. City of Hope is also a founding member of the National Comprehensive Cancer Network, with research and treatment protocols that advance care throughout the nation. City of Hope has been ranked as one of the nation's best Cancer Hospitals by *U.S. News & World Report* for over 10 years. With particular excellence in bone marrow and stem cell transplants, its program is one of the largest and most successful in the world, with unrivaled survival rates.

As City of Hope looks toward the next 100 years, it continues its mission and commitment to transform the future of medicine.

*Click here to learn more about City of Hope’s record of distinction and innovation.*

*Click here to view City of Hope’s 2015 annual report.*

**The Opportunity:**

This is the ideal opportunity for a seasoned and strategic campaign manager with a background in building and implementing transformational campaigns ($1B+) for leading healthcare institutions. Candidates must demonstrate exceptional project and people management experience; the ability to develop and execute sophisticated internal and external messaging; and solid knowledge and proficiency in conveying highly scientific terminology to a variety of stakeholders. In this new role, the Associate Vice President, Philanthropy, Campaign Strategies will become both an expert and emissary of City of Hope, and translate that knowledge into bold tactics and successful strategies that will form the framework for the institution’s largest and most ambitious campaign.

**City of Hope Philanthropy – Transforming the Future of Health**

The Office of Philanthropy’s vision is to support the life-saving work of City of Hope by being known institutionally and nationally as a model of excellence among elite fundraising programs. Raising the
philanthropic resources to fuel leading-edge research, exquisite and compassionate clinical care, and advancement of biomedical education and training drives the City of Hope’s Office of Philanthropy – and each member of the Office of Philanthropy is a stakeholder in this work.

An integral and respected team within the City of Hope community, the Office of Philanthropy is led by Chief Philanthropy Officer Kristin Bertell. A visionary, warm, and compelling leader, Bertell is committed to creating one of the premier philanthropy programs in the country. President and CEO Robert Stone is a trusted partner who is actively engaged in philanthropy and tireless in his work with donors. Buoyed by City of Hope’s culture of collaboration and innovation; its compelling mission; its national and community outreach success; and its productive working relationships with physician-researchers, the Office of Philanthropy is poised to drive transformational impact.

Bertell and her team of expert, seasoned fundraising leaders are committed to growing revenue from its current level of nearly $135M raised last year to $225M annually in four to five years. The senior team has implemented an innovative new organizational structure that features a new layer of leadership that will bring the team size to 130 in anticipation of a comprehensive campaign. While the precise shape and scope of upcoming campaign efforts will be determined in the next 18 months, City of Hope will engage in a historic campaign effort in the coming years, with an early goal estimated at $1.5B.

Office of Philanthropy leaders at City of Hope share a commitment to recruiting top national talent, to maximizing team performance, and to developing and leveraging individual team members. The team’s professional and support staff in Southern California and in field offices across the country work with 700 research and clinical colleagues and 45,000 volunteers nationwide. It is seeking professionals who place team before individual achievement, are creative and innovative, have mission passion and intellectual curiosity, are collaborative yet personally accountable, and can “connect the dots” between their work and the work of others on behalf of donors and philanthropy.

To learn more about City of Hope’s perspectives on talent and culture, please view their new digital brochure, starting at page 14, specifically designed for individuals considering a professional career move to advance philanthropy at City of Hope.
**Associate Vice President, Philanthropy, Campaign Strategies**

The Associate Vice President, Philanthropy, Campaign Strategies will work closely with the Vice President of Philanthropy and Campaign Strategies, particularly in conversations with senior leadership, medical practitioners, and clinical researchers around sophisticated scientific, medical, and research priorities that will form the basis of the campaign’s initial priorities. Equal parts visionary and tactician, the AVP will bring his/her keen understanding of the national biomedical research and clinical healthcare market to bear in developing the structure for a comprehensive campaign for City of Hope. The AVP will work closely with the Advancement Operations and Campaigns teams to gain a full view of City of Hope’s donor engagement, giving, and stewardship activities, as well as with physicians, faculty, and researchers in the assessment of priorities and projects that could be leveraged into a larger campaign.

Under the supervision of the Vice President, Philanthropy and Campaign Strategies, the Associate Vice President will ensure the fundraising success of the philanthropic program by serving as a subject matter expert, a professional role model, and an identified team and program leader. The incumbent, having demonstrated leadership and success in the field, will execute strategies that support the shared vision of the Preparing Our People initiative. This effort includes preparing the Philanthropy team for the rigors of a campaign and to realize the goal of excelling as a highly collaborative, efficient, and creative team. The AVP will help implement a cultural adherence to personal accountability, shared success, and a commitment to professional growth.

S/he will be responsible for leading by example and managing the City of Hope’s campaign strategic initiatives function and its staff to increase the level of involvement and financial commitment of donors. The Associate Vice President will share responsibility for cultivating and instilling a culture of excellence, collaboration, accountability, and efficiency throughout the Office of Philanthropy and moving toward the vision of being known as a model of excellence among elite fundraising programs. As an integral member of the Vice President of Philanthropy and Campaign Strategies senior management team, the AVP will work closely with the Office of Philanthropy Vice Presidents and members of the Philanthropy Leadership Team to identify, quantify, and understand City of Hope’s philanthropic priorities and to develop strategies necessary to guide clinicians, researchers, and staff to enhance philanthropic support for campus-wide initiatives including a multi-billion dollar comprehensive campaign.

The AVP will contribute by employing and modeling key processes and programs that support an office-wide focus on collaboration, efficiencies, and metrics-based performance outcomes, in addition to primary role responsibilities. Additionally, the AVP will serve as a member of the Philanthropy & Campaign Strategies Team.
The AVP will provide leadership and mentoring to City of Hope Campaign Initiatives staff and Beckman Research Institute and Medical Center faculty in developing strategic initiatives and messaging. S/he will establish and refine standards for management and development best practices that encourage the highest levels of quality in all interactions with current and prospective donors.

This position requires:

- Experience in developing communications strategies for fundraising campaigns for medical research, health sciences, or major universities.
- Exceptional organizational, analytical, writing, and editing skills, as well as the ability to work in a collaborative and consultative manner with faculty, administrators, and staff.
- Consistent knowledge and familiarity with national trends in philanthropy, biomedical research, and healthcare practice and policy.

**Essential Functions:**

50%

- Execution of strategies related to developing cases for support for a broad range of donors. Ability to work in partnership with research and clinical investigators, as well as COH leadership. Expertise in helping faculty drive program development. Requires knowledge of trends in basic and clinical research, clinical trials, community benefit, and national healthcare.

- Ability to work in collaboration with Vice President and other members of the Senior Leadership Team, COH leadership, and faculty to help develop case(s) for support. Maintain high-quality, long-term relationships with City of Hope executive leaders, faculty, and staff. Achieve annual goals as developed in conjunction with the Office of Philanthropy and the Vice President of Philanthropy and Campaign Strategies. Utilize data to define strategic plans for campaign communications.

20%

- Manage/supervise and develop an exemplary professional and administrative staff: providing effective communication, leadership by example, guidance, and resources. Evaluate staff performance regularly and in concert with the VP for Philanthropy and Campaign Strategies, determine merit increases, promotions and disciplinary actions. Determine staff qualifications and competency: assist with recruitment, and selection of new staff hires. Is responsible for training, orienting and mentoring new and existing staff. Oversee and manage annual budget for the unit.

- Manage an effective fundraising and administrative unit. This responsibility includes:
  - Supervise staff.
Screen applications, interview candidates and either make selection decision or recommend individuals for hire.

- Train and assign work to new and continuing staff.
- Provide guidance on performance standards and organizational procedures.
- Independently conduct performance evaluations, including communication with subordinates.
- Make recommendations for employee incentive awards and salary increases, including merits and reclassifications.
- Determine what discipline should be imposed for subordinates, with authority to apply such, and/or submit/recommend same to higher-level management.
- Work effectively with Human Resources regarding any personnel issues.

15%

- Demonstrated ability to manage in a complex, multi-tasked organization; plan strategically; and interact effectively with high-level faculty, administrators, and volunteers. Work collaboratively and efficiently with all members of the Philanthropy staff. Serve as point person for the VP for Philanthropy and Campaign Strategies for strategic institutional priorities.

- Demonstrated ability to present persuasive and complex presentations to donors, volunteers and City of Hope leadership and staff.

10%

- Leadership responsibilities and representation throughout the Office of Philanthropy and City of Hope, including membership on Philanthropy Leadership Team committees.

5%

- Help train and educate physicians, clinical, and research leaders on campaign messaging. Strengthen the overall development engagement with leadership, faculty, department heads, and members of the staff, strengthening a culture of philanthropy and building natural partners.

The AVP will follow established City of Hope and department policies, procedures, objectives, performance improvement, attendance, safety, environmental, and infection control guidelines, including adherence to the workplace Code of Conduct and Compliance Plan. This role will practice a high level of integrity and honesty in maintaining confidentiality, and perform other related duties as assigned or requested.

The following shared, organization-wide competencies describe the desired behaviors that will facilitate success at City of Hope:
• **Communication** - Express ideas clearly and constructively (written and spoken, upward and downward, one-on-one and with groups).

• **Customer Service** - Seek to understand customer needs and work to exceed customer expectations (internal and external).

• **Initiative** - Look for opportunities to improve performance; manage time, work, and relationships effectively and efficiently.

• **Professionalism** - Treat others with respect; abide by the institutional values; display a positive and cooperative attitude; adhere to the workplace Code of Conduct and compliance policies.

• **Stewardship** - Identify efficiencies to reduce redundancy and/or eliminate tasks resulting in savings of cost, resources, and/or time.

• **Teamwork** - Work proactively and collaboratively with others to streamline work and achieve mutual goals.

**Reporting Relationships:**

This position directly supervises: a team of 7 professional and administrative staff, including a senior executive director of campaign communications, two senior directors/writers, a senior director of campaign initiatives, a director of philanthropy impact, an assistant director, and an administrative assistant.

**Position Qualifications:**

**Minimum Education:** Bachelor’s degree, advanced degree preferred or equivalent experience.

**Minimum Experience:**

- Significant experience (7+ years) in the management of communications functions with emphasis on capital campaigns.
- Experience in managing effective teams, engaging constituencies, and working with faculty and institutional leaders.
- Experience in building communications for healthcare programs (research, clinical, or community-based).
- Campaign experience required.

**Preferred Education:**

- Scientific background, healthcare background, or experience preferred.
- Experience in a health or medical environment preferred.

**Preferred Experience:**
• Proven ability to work with boards of directors, nationally renowned scientists, or policy leaders.
• Proven ability to work with investigators and physicians, and other healthcare leaders.

Skills/Abilities:
• Demonstrable track record of leading the development of campaigns for high-level gifts and solicitations.
• Demonstrable ability to set priorities and manage workflow to fulfill objectives and meet goals according to deadlines in a high-paced work environment with the ability to manage and motivate staff to meet evolving departmental goals.
• Experience in hiring, training, supervising, evaluating, and disciplining staff.
• Demonstrated ability to plan, train, manage, and mentor staff, and set priorities to direct others in the maintenance of established high standards of work production and ethics.
• Excellent written and oral communication ability, as reflected in case statements, speeches, white papers, proposals, oral presentations, and strategic plans.
• Ability to work collaboratively with and motivate colleagues and faculty to participate in fundraising activities.
• Demonstrated ability to use good judgment, discretion, and sensitivity in dealing with confidential information regarding prospects and donors, and fundraising strategies and goals.
• Confirmed knowledge and experience with philanthropic communities.
• Endorse diversity of the workplace, professional development, recruitment, and retention strategies.
• Expert knowledge of all aspects of fundraising, donor, and public relations, including principles, concepts, techniques, and procedures.
• Ability to travel and work weekends and evenings.
• Performs other duties as assigned or requested.

Office of Philanthropy and Campaign Strategies

The Office of Philanthropy and Campaign Strategies encompasses the Foundation Relations and Campaign teams. The AVP, Philanthropy, Campaign Strategies, will have two direct reports and will add another three staff to his/her team as the campaign planning progresses. The Vice President espouses a team-oriented
approach and looks for people who can challenge their colleagues and
themselves in positive and productive ways. The Vice President values
professional staff who are team- and goal-oriented, enjoy learning, and
can work with a variety of constituents throughout City of Hope and the
philanthropic community. In this role, the Vice President is seeking an
individual who sees him/herself as an active facilitator, who recognizes the
importance of short-term deliverables in a long-term process. The team is
filled with highly educated, high-performing individuals who are smart,
flexible, adaptable, passionate, and committed to furthering the goals of
the department. The office runs efficiently and team members are
expected to respond to opportunities and obstacles quickly and
successfully.

Across the Office of Philanthropy, staff are deeply invested in City of Hope: its mission, its history, its impact,
and its potential. Candidates who bring caring intent and emotional thought to their work will thrive in the
culture of the Office of Philanthropy and Campaign Strategies, the Office of Philanthropy, and the City of
Hope community.

Office Leadership

Noëlle Gervais
Vice President, Philanthropy and Campaign Strategies

Noëlle A. Gervais has extensive experience in promoting higher education,
scientific research and health care. Currently Vice President of Philanthropy and
Campaign Strategies for City of Hope, Noëlle directs the foundation relations
and campaign programs for the Medical Center and the Beckman Research
Institute. Previously, Noëlle was a program officer for UniHealth Foundation,
where she worked with hospitals and other health care agencies to enhance their health systems, develop
their workforce and improve community health. She has also held leadership positions in fundraising and
communications for Stanford University, UCLA, USC and Loyola Marymount University. She currently serves
on the Queenscare Charitable Board of Advisors and as a director of the Sidell-Kagan Foundation. She has
been an active volunteer for UCLA, having served on the UCLA Alumni Association Board of Directors and
the Scholarship Steering and Audit Committees. Noëlle received a Bachelor of Arts degree in English, a
Secondary Teaching Credential and a Certificate in Health Care Management from UCLA.
City of Hope Leadership

Led by President and Chief Executive Officer Robert Stone and Chief Philanthropy Officer Kristin Bertell, City of Hope’s philanthropy efforts are embraced and championed by executive, medical, research, and care team colleagues across the community.

Robert W. Stone  
*President and Chief Executive Officer*

As President and CEO of City of Hope, Robert W. Stone sets the strategic vision for City of Hope, driving business development and maximizing potential growth. He leads a diverse team of talented high-level individuals committed to humanitarian service and to ensuring access to the institution’s breakthrough discoveries and specialized therapies.

In his career at City of Hope, Stone has served in roles of increasing responsibility. He joined City of Hope in 1996 as associate general counsel and was promoted to general counsel for the medical center in 2000. In 2003, he was named City of Hope’s general counsel and corporate secretary. He became City of Hope’s chief strategy and administrative officer in 2009, leading the creation and development of the organization’s 10-year strategic plan.

Stone also served as president and executive officer of the City of Hope Medical Foundation, an entity launched in June 2011 to increase collaboration between physicians and staff and to enable more coordinated care for patients. In this role, Stone worked with the foundation board to plan, design, and implement the foundation strategy. He was also responsible for the day-to-day management of the foundation, including overseeing the foundation-operated clinics, the management services staff of the foundation, and managed-care contracting for City of Hope.

As president of City of Hope, a role he assumed in August 2012, Stone was responsible for executing the strategy for the larger institution, guiding business development, and overseeing all operational, financial, human capital, and strategic functions. He assumed the dual role of chief executive officer in January 2014.

Prior to City of Hope, Stone was a practicing attorney at the firms of Christa & Jackson and Hanna and Morton. He earned his law degree at the University of Chicago Law School.

To read about President Stone and Dr. Stephen Forman’s interview with Charlie Rose, please click [here](#).
Kristin Bertell  
**Chief Philanthropy Officer**

Kristin Bertell is Chief Philanthropy Officer at City of Hope and a member of City of Hope’s Executive Team. In this role, Bertell provides strategic leadership for all aspects of City of Hope’s philanthropic efforts as the cancer treatment center and biomedical research institution enter a new era of growth and development.

Bertell is an accomplished leader with more than 26 years of expertise in nonprofit fundraising, including comprehensive campaigns for research and academic medical centers.

Prior to joining City of Hope, Bertell served as associate vice chancellor, health sciences development, for University of California, San Diego, where she was responsible for donations to support their clinical, research, and academic priorities.

Prior to UC San Diego, Bertell served as senior vice president of The Greenwood Company, a San Francisco-based nonprofit fundraising consulting firm, and as vice president of institute relations for the Salk Institute for Biological Studies in La Jolla.

She has also held development leadership roles at University of Southern California’s Keck School of Medicine, California Lutheran University, Greater Southeast Healthcare System, and the Autism Society of America.

She is a graduate of University of California, Los Angeles, and holds a Master’s degree in communications management from the Annenberg School for Communication and Journalism at the University of Southern California.

Bertell is a certified fundraising executive with the National Society of Fund Raising Executives and was named the 2014 Outstanding Fundraising Professional by the Association of Fundraising Professionals, San Diego Chapter.
Location

**Southern California and Duarte (Greater Pasadena/Los Angeles):**

As the Office of Philanthropy notes in its recruitment brochure, Southern California is an ideal location to create the ultimate work-life balance, with trend-setting metropolitan cities, urban and natural landscapes, sprawling beaches, and eclectic entertainment options.

Located 21 miles northeast of Los Angeles and 10 miles from Pasadena, City of Hope’s leading-edge medical and research facilities in Duarte, CA, are surrounded by lushly landscaped gardens and open spaces. Its community practices bring premier care to local communities in Los Angeles and Riverside Counties.

Duarte is known as the City of Health, a small progressive community located in Los Angeles County at the base of the picturesque San Gabriel Mountains. At 6.8 square miles and a population of 21,486, Duarte is a richly diverse community of stable neighborhoods and friendly neighbors, surrounded by other similar communities such as Monrovia and Arcadia. Green foothills, parks, hiking and bike trails, and beautiful new social and recreational gathering places enhance the livability of the community. The Duarte Unified School District serves students from Duarte, Bradbury, and unincorporated communities to the south of Duarte and Monrovia. Within Duarte, there are also five licensed private schools. To view a brief video about Duarte, please click [here](#).

**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 Anne Norton, Search Director at 617-262-1102 or send nominations or cover letter and resume to anorton@LLLSearches.com. All inquiries will be held in confidence.

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ADVANCE YOUR PASSION. CHANGE THE WORLD.
JOIN CITY OF HOPE'S PHILANTHROPY TEAM
"I CAME HERE AND I WAS GIVEN HOPE AGAIN. City of Hope offers options that other hospitals don’t. That is because this is a place of progress, where researchers are working every single day developing new ways to fight cancer. City of Hope has a sense of humanity. There are little pockets of joy, pockets of life, pockets of hope everywhere. This is the place that saved my life.”

CHRISTINE PECHERA
Survivor, non-Hodgkin lymphoma

"EVERY DAY IN THE OFFICE OF PHILANTHROPY, WE SEE THE IMPACT OF OUR WORK THROUGH THE PATIENTS WE SERVE, BOTH HERE AT CITY OF HOPE AND AROUND THE WORLD."
At City of Hope, we advance science to make lives whole again. As a world leader in the research and treatment of cancer, diabetes and other serious diseases, our scientists partner with doctors to transform laboratory breakthroughs into treatments that save lives. We call it "bench to bedside science." Our patients call it miraculous.

In the global pursuit of scientific breakthroughs in the fight against deadly diseases, City of Hope is among those leading the charge. As an independent research facility, our world-renowned scientists have made advances that have fundamentally expanded the world’s understanding of how biology influences diseases such as cancer, HIV/AIDS and diabetes.

And, we live our commitment to scientific innovation. We are the only non-academic medical and research center in the nation with three FDA-approved manufacturing facilities for small scale therapeutics production for use in clinical trials. Made possible by philanthropy, the goal is singular: to speed treatments to patients so they receive healing now, not years from now. One of only 47 medical centers designated a comprehensive cancer center by the National Cancer Institute — the highest level of recognition the agency bestows — in any given year, City of Hope conducts more than 400 clinical trials enrolling over 6,000 patients. Our discoveries impact 100 million people a year.

Upholding the mantra that “There is no profit in curing the body if, in the process, we destroy the soul,” patients and loved ones benefit from a City of Hope clinical tradition that treats and heals through integrated physical, emotional and spiritual approaches. By offering exquisite care, conducting innovative research and championing vital education, our experts draw practical benefits from the mysteries of science and work to save and change lives. In short, we turn hope into reality — and change medicine for people around the world.

In short, we turn hope into reality — and change medicine for people around the world.

"At City of Hope our mission is to transform scientific research into new drugs and treatments that will improve as many lives as possible — as soon as possible. We are an agile, inventive and growing research and medical enterprise focused on next generation medicines.

This is a truly inspiring place to work, where you see the impact of your effort in discoveries made and lives saved.”

ROBERT W. STONE
President and Chief Executive Officer
A MISSION YOU CAN BE PASSIONATE ABOUT.
A VISION TO GET YOUR HEART PUMPING.

COMPASSION
Founded in 1913 to provide free care to tuberculosis patients, our mission has remained steadfast. We have spent over a century bringing compassion, healing and hope to people facing difficult diseases.

GENEROUS
Philanthropy is in our DNA. Since our founding, donors from across the country have supported and influenced our vision to give people dignity and help them live longer, better lives.

AGILE
City of Hope has a flexibility that larger institutions typically lack. Innovative concepts move quickly from the laboratory to patient trials – and then to market, where they benefit people around the world.

ENTREPRENEURIAL
Not satisfied with the typical lengthy process involved in manufacturing drugs for testing, we built our own facilities. This demonstrates our entrepreneurial and agile spirit, which permeates our entire enterprise, including our approach to philanthropy.

INGENUITY
The power and promise of medical science drives our work and provides a tremendous sense of purpose. Discoveries made in our labs kicked off the biotech industry, which we continue to lead with seminal discoveries and developments saving the lives of millions around the world. We hold over 300 patents and have almost 30 drugs in the pipeline at any given time.

POWERFUL
A pioneer in cell transplantation, our program has been recognized for its excellence and innovation, and boasts more than 13,000 lifesaving transplants over the past four decades. Raising support for this kind of work provides the opportunity to have a demonstrable impact on the lives of so many people facing cancer and other difficult illnesses.

CONNECTED
Located in one of our nation’s most diverse and influential regions, City of Hope’s work inspires prominent individuals and families, as well as key foundations and corporations, to be involved with our mission.

ROBUST
Our fundraising program is diverse and evolving, with a unique national support network of corporate partners and business leaders, as well as deep relationships with individuals in communities both locally and across the country.

ADVANCEMENT
With a unique focus on engagement and innovation, leaders in our Office of Philanthropy and throughout City of Hope put an emphasis on career advancement and skill growth. We are aggressively recruiting dynamic and committed people to join our team and help lead our efforts to build a program that is a national model of excellence.

OFFICE OF PHILANTHROPY VISION STATEMENT:
We will be known institutionally and nationally as a model of excellence among elite fundraising programs. Success will be achieved by building exceptional, long-term donor partnerships, and demonstrating that all levels of philanthropic support are leveraged to realize maximum impact for City of Hope’s mission. Holding to the highest standards of professional performance and conduct, our committed staff will function as a highly collaborative, efficient and creative team.

I joined the Office of Philanthropy because I believe in the strategic vision of the leadership team, and want to be a part of the amazing transformation that is currently taking place. Given my background and skill set in data analytics and research, I built systems that support staff, increase revenue and efficiencies, and allow the organization closer to achieving its goal of becoming the “model of excellence among the most elite fundraising programs.”

NATHAN JAY
Associate Vice President, Prospect Development
The Office of Philanthropy is building a premier fundraising team with highly creative, committed and talented innovators. Our goal is to set the pace for excellence in the field of advancement and inspire philanthropists to champion our lifesaving mission.

Colleagues in the Office of Philanthropy work in a fast moving and dynamic team environment, collaborating closely with medical and scientific faculty and philanthropic partners across the country. Together we connect vision, leadership and philanthropic passion to help solve some of the world’s biggest challenges.

The Office of Philanthropy at City of Hope is led by Chief Philanthropy Officer Kristin Bertell, M.A., C.F.R.E. At full capacity, the team is composed of more than 140 professional and support staff at our main office in Southern California and field offices across the country.

The Office of Philanthropy is a comprehensive and robust fundraising program that encourages personal and professional performance at the highest individual and team levels, with exceptional opportunities for growth, learning and advancement. We are committed to maximizing team performance while fully leveraging individual strengths and giving everyone the opportunity to excel.

WE ARE BUILDING SOMETHING INCREDIBLE. The same culture that drives our research and care, that special combination of urgency, excellence and collaboration, forms the foundation for our philanthropic efforts. I always tell our team that I don’t believe in following best practices – I believe in creating them. Our vision is to create something exceptional and impact more lives.

KRISTIN BERTELL
Chief Philanthropy Officer

join our philanthropy team

The same culture that drives our research and care, that special combination of urgency, excellence and collaboration, forms the foundation for our philanthropic efforts. I always tell our team that I don’t believe in following best practices – I believe in creating them. Our vision is to create something exceptional and impact more lives.
With its trend-setting metropolitan cities, urban and natural landscapes, sprawling beaches, fast growing economy and eclectic entertainment options, Southern California is an ideal location to create the ultimate work-life balance.

Southern California offers endless summers and some of the most beautiful natural playgrounds, with the ocean and mountain ranges right on your doorstep, offering outdoor opportunities to bike, hike and surf. In Los Angeles, the Entertainment Capital of the World, you can enjoy fine dining, glamorous nightclubs and all the big names in music and comedy. You can also tour the set of your favorite television show, explore the Hollywood Walk of Fame and have your very own celebrity sighting. Sports enthusiasts can root for the hometown favorite in baseball, basketball, football and hockey. If shopping is what you desire, there are stores that appeal to all types of shoppers and interests.

Whether you are starting your career or are a seasoned professional looking to relocate, SoCal offers a variety of housing options, from upscale townhomes to quaint communities with their own personalities. Your options are limitless. Join our philanthropy team. Advance your passion in Southern California and change the world at City of Hope.

MOST NOTABLE ATTRACTIONS
- Beach communities like Malibu, Venice Beach and Santa Monica
- Disneyland and Disneyland California Adventure
- Knott’s Berry Farm
- Universal Studios Hollywood
- Aquarium of the Pacific
- Griffith Park and Observatory
- J. Paul Getty Museum
- Museum of Television and Radio
- Museum of Contemporary Art
- Los Angeles County Museum of Art
- Walt Disney Concert Hall
- Dorothy Chandler Pavilion
- Ahmanson Theatre and Mark Taper Forum
- Page Museum and La Brea Tar Pits
- El Pueblo de Los Angeles Historical Monument
- Beverly Hills and Rodeo Drive
- The Hollywood sign and the Hollywood Walk of Fame
- Big Bear Mountain
- Baseball with the Los Angeles Dodgers and Anaheim Angels
- Los Angeles Rams, football
- Basketball with the Los Angeles Lakers and Clippers
- Hockey with the Los Angeles Kings and Anaheim Ducks

IT IS TRULY A PLEASURE to be a part of an organization that is home to high-caliber scientific and medical research that is changing the landscape of medicine. I am inspired by this work, the culture of innovation, compassion, integrity and service, to be thoughtful in the execution of my tasks and collaboration with colleagues.”

SUZANNE LAWRENCE
Senior Director of Development, Foundations
"SINCE THE TIME I FIRST BECAME A PATIENT OF CITY OF HOPE, I knew it was where I was meant to be. Not only to save my life and receive the best treatment possible, but a calling. I’ve always been in awe of the staff at City of Hope. The way they go above and beyond for their patients inspired me. I am alive today because of groundbreaking research performed at City of Hope, and now as a member of the Office of Philanthropy working to support that research and being able to give back brings everything full circle. I am so thankful to be able to live, and so thankful to City of Hope."

NICOLE SCHULZ
Office of Philanthropy intern and leukemia survivor

Christina Sermak
Human Resources Manager, Philanthropy Strategic Partner
626-218-2521 • advanceyourpassion@coh.org

Darlene Blount
Manager, Talent Acquisition
626-218-0343 • dblount@coh.org
CityofHope.org/jobs