Senior Director of Development, Cancer

Northwell Health

Formerly North Shore-LIJ Health System

Great Neck, NY

https://www.northwell.edu

Send Nominations or Cover Letter and Resume to:
Anne Norton
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617-262-1102
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The Opportunity:

LOIS L. LINDAUER SEARCHES is proud to partner with Northwell Health (formerly North Shore-LIJ Health System) in its search for the position of Senior Director of Development, Cancer.

Northwell Health delivers world-class clinical care throughout the New York metropolitan area, northern New Jersey, southern Connecticut and beyond. As one of the nation’s largest health systems, Northwell Health offers pioneering research, a visionary approach to medical education, and the full spectrum of healthcare to over eight million people each year through its extensive network of hospitals.

The Senior Director of Development, Cancer will secure major gifts from grateful patients and their families for the Northwell Health Cancer Institute. The Senior Director will collaborate with Cancer Institute leadership and physicians to identify, cultivate, solicit and steward donors and prospects who have the
capacity to give gifts of $50,000 to $1 million, will manage a portfolio of 100+ donors and prospects, and will oversee a Director of Development.

This is the ideal opportunity for a seasoned health fundraiser with eight or more years of experience to infuse his/her expertise, ambition, and passion into this new role. The Senior Director of Development, Cancer will serve as an integral part of the Cancer Institute’s efforts to expand philanthropic opportunities from grateful patients, their families, and the larger community. The Senior Director will work in partnership with the Institute’s leadership, physicians, and patients in the creation and implementation of a comprehensive fundraising strategy that will attract major gifts from individuals to address a variety of projects and priorities devoted to translational cancer research and care. In the first year, the Senior Director will be expected to raise $2 million, and to secure $3 million in subsequent years in the role.

**Position Overview – Senior Director of Development, Cancer**

The Senior Director of Development, Cancer establishes and executes a comprehensive multi-year fundraising plan for major gift, grateful patient fund raising in partnership with the Cancer Institute and Foundation Leadership to fulfill annual goals and objectives. He/she manages and solicits a portfolio of major gift prospects and Cancer Institute dedicated fundraising staff, and builds and sustains a “culture of philanthropy” involving senior administration, physicians, volunteer leadership groups, donors and grateful patients/families.

**Responsibilities:**

- Develop and implement long- and short-term strategic plans in conjunction with Foundation for Cancer Initiatives. Provide vision and direction for all aspects of fundraising, including new prospect identification, cultivation, solicitation, and stewardship of grateful patients.
- Maintain a portfolio of major gift prospects, maintaining frequent contact with prospects, Health System leaders and volunteers.
- Plan systematic, appropriate and effective solicitation strategies for major gift prospects.
- Manage relationship building.
- Develop and maintain strong relationships with colleagues throughout Northwell Health by demonstrating leadership in the development community.
- Partner with Cancer Institute senior management and physicians to identify new patient donors and implement a customized plan to meet fundraising objectives.
- Provide strategic direction in partnership with key stakeholders to optimize fundraising.
• Coordinate and facilitate activity in prospect identification, engagement and solicitations, including advising chairs, department heads and development colleagues on the culture, expectations and needs of constituents.
• Select, develop, manage and evaluate direct reports. Provide coaching, mentoring and professional development opportunities to staff to increase capabilities and create an environment of engagement.
• In conjunction with team, create annual plans for fundraising.
• Provide guidance to team members in supporting fundraising committees and related events and activities led by volunteers.
• Perform related duties as required.

Required Experience and Qualifications:

• Bachelor’s Degree required.
• Master’s Degree preferred.
• Minimum of seven years’ progressive related experience including securing gifts from $250K to over $1 million, leadership, coaching, direct marketing, on-line giving, cause-related-marketing, special events, and writing/developing proposals required.
• Experience in health system setting with a comprehensive development program.
• Experience working with donor boards.
• Knowledge of and experience with Raiser’s Edge system preferred.

Development Overview

The Northwell Health Foundation oversees all philanthropic activities of the health system, and its centralized development model is designed to drive increased collaboration, innovation, and communication around Northwell Health’s most critical priorities. Led by Senior Vice President/Chief Development Officer, Brian T. Lally, the Foundation raises $70 million annually, and 30-35% of its philanthropic gifts are the result of major gifts from individuals.

The work of the Foundation is comprised of various teams, including Principal Gifts, Major Gifts, Constituency Programs, Strategic Communications, Operations, and Campaign. The Senior Director of Development, Cancer will report to the Vice President of Development and will join the 38-member Major Gifts group, whose focus is on securing gifts from $50,000 to $1 million.
Client Overview

Northwell Health is one of the nation’s largest health systems, delivering world-class clinical care throughout the New York metropolitan area and beyond. It conducts pioneering research at the Feinstein Institute for Medical Research, provides a visionary approach to medical education highlighted by the Hofstra Northwell School of Medicine, and offers healthcare coverage to individuals, families and businesses through the CareConnect Insurance Co. Inc. Northwell Health’s hospitals and long-term care facilities house more than 6,400 beds, employ nearly 11,000 nurses and have affiliations with about 10,000 physicians. With a workforce of about 61,000, Northwell Health is the largest private employer in New York State.

The Northwell Health network includes five teaching hospitals, nine community hospitals, three specialty care hospitals, three affiliate hospitals, three skilled nursing facilities, a home care network, a hospice network, 21 progressive care centers offering a range of outpatient services, and a host of strategic partnerships, including affiliations with the Cleveland Clinic, Montefiore Medical Center, Yale New Haven Health, and Cold Spring Harbor Laboratory.

Northwell Health’s 2,200-square mile footprint includes the most ethnically diverse county in the U.S., providing an immense opportunity for clinical research faculty and staff who recruit more than 15,000 subjects per year into over 2,100 studies. Additionally, the Feinstein Institute has produced more than 200 patents in 80 distinct technologies and has generated a dozen successful biotech start-ups.

Northwell Health Cancer Institute

The Northwell Health Cancer Institute offers inpatient services at the North Shore University Hospital (NSUH), LIJ Medical Center, Cohen Children’s Hospital, Glen Cove Hospital, Huntington Hospital, Southside Hospital, Lenox Hill Hospital, Staten Island University Hospital, Plainview Hospital, Forest Hills Hospital, and Franklin Hospital, and outpatient services at the Monzer Cancer Center in Lake Success, NY, LIJ Medical Center, Glen Cove Hospital, Lenox Hill Hospital, Cohen Children’s Hospital, Staten Island University Hospital and physician offices throughout Queens, Long Island, Staten Island, and Manhattan.

With more than 130 physicians, the Cancer Institute is comprised of twelve centers of excellence that treat all forms of cancer. The Cancer Institute and its physicians are involved in more than 175 cancer clinical trials and have accumulated 30 years of experience in National Cancer Institute-sponsored clinical research. Both NSUH and LIJ are recipients of the Commission on Cancer’s Outstanding Achievement Award, which recognizes cancer programs that strive for excellence in providing quality care.
Over the past several years, Northwell Health has invested more than $175 million to open and expand cancer treatment centers throughout Long Island and New York City. A recently completed $84 million expansion of the Cancer Institute’s headquarters in Lake Success consolidated all cancer services offered by North Shore University Hospital and LIJ Medical Center in a state-of-the-art 130,000-square-foot facility, including ambulatory hematology/oncology, chemotherapy and radiation medicine, as well as surgical oncology and brain tumor services. Northwell Health is also building a new $34 million, 45,500-square-foot outpatient cancer center in Bay Shore, NY and is pursuing other major expansions on Long Island and in Manhattan, Queens, Staten Island and Westchester County.

Many of the Institute’s clinicians have trained and practiced at some of the top hospitals and cancer programs in the region, and have brought their talents to Northwell Health. The team diagnoses and/or treats more than 16,000 cancer patients each year, many of whom suffer from some of the most complex and rarest forms of the disease.

In 2014, the institute was awarded a five-year, $4.1 million National Cancer Institute Community Oncology Research Program (NCORP) grant. The Cancer Institute was one of only 46 institutions in the United States – and the only one on Long Island – selected to participate.

**Collaboration with Cold Spring Harbor Laboratory:**

In early 2015, Northwell Health and Cold Spring Harbor Laboratory (CSHL) announced a strategic affiliation to align CSHL’s world-class cancer research with Northwell Health’s growing network of clinical services. The CSHL-Northwell Health affiliation will benefit from the investment of more than $120 million to accelerate cancer research, diagnosis, and treatment. Funds will be used to advance cancer therapeutics research, develop a new clinical cancer research unit at the Northwell Health Cancer Institute’s headquarters in Lake Success, NY to support early-phase clinical studies of new cancer therapies, and recruit and train more clinician-scientists in oncology.

The CSHL-Northwell Health affiliation will recruit cancer researchers and clinicians to the region. As part of the collaboration, clinician-scientists will be trained to perform preclinical cancer research and conduct early-stage human clinical trials. Positive findings from this partnership in research and therapeutics will form the basis for advanced-phase clinical trials to be conducted both at Northwell Health facilities and collaborating outside medical centers. Patients cared for at Northwell Health Cancer Institute facilities will benefit from increased access to these innovative clinical studies.

Learn more about the Northwell Health Cancer Institute [here](#).
Location

Great Neck, NY:

The Northwell Health Foundation is located in Great Neck, NY, a region that covers a peninsula on the North Shore of Long Island, and includes the villages of Great Neck, Great Neck Estates, Great Neck Plaza, and others, as well as an area south of the peninsula near Lake Success and the border territory of Queens.

The nine villages and several unincorporated communities that make up the city of Great Neck are also steeped in history. F. Scott Fitzgerald chose Great Neck as the setting for his famous novel, The Great Gatsby, and even though the area has gone through many changes since Fitzgerald’s time, one trip to Great Neck makes it clear why the community is one of Long Island’s gems. Occupying only 1.4 square miles on what is considered the Great Neck Peninsula of Long Island, Great Neck is the first suburb one encounters when entering Nassau County. Due to its proximity to New York City, the Great Neck area has always been a hotspot of economic and real estate growth, especially over the past 60 years. It offers all the advantages of suburban living, like good schools, docks, boats, and an excellent library system – amenities unusual for a community of its size.

By car, Great Neck is within an hour of New York City; many of Northwell Health’s employees commute from Manhattan, Queens, the Bronx, Nassau County and Westchester County. By train, it is a 25- to 35-minute commute from Manhattan’s Penn Station on the Port Washington Branch of the Long Island Rail Road via the Great Neck station, which is one of the most frequently served in the entire system.

Great Neck’s two major high schools are rated among the top in the country. Its students have been frequent finalists in the Intel Science Talent Search, and Great Neck has produced several Intel STS winners since 1999. In addition, the district has produced several high school winners of the international First Step to the Nobel Prize in Physics, awarded in Poland. In the 2008 Newsweek magazine’s annual list of the top 1,300 American high schools, Great Neck South is ranked 49th, and Great Neck North is ranked 68th. Most recently, sixteen Great Neck High School students are among 16,000 semifinalists in the 61st annual National Merit Scholarship Program.

To learn more about Great Neck, 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.

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617-262-1102
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anorton@lllsearches.com.
All inquiries will be held in confidence.

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**Setting the Standard in Development Search**

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Appendix

**Leadership:**

**Michael J. Dowling**

*President and CEO, Northwell Health*

Michael J. Dowling is President and Chief Executive Officer of Northwell Health. Prior to becoming President and CEO in 2002, Mr. Dowling was the health system’s Executive Vice President and Chief Operating Officer. Before joining Northwell Health in 1995, he was a senior vice president at Empire Blue Cross/Blue Shield.

Mr. Dowling served in New York State government for twelve years, including seven years as state director of Health, Education and Human Services and deputy secretary to the governor. He was also commissioner of the New York State Department of Social Services.

Prior to his public service career, Mr. Dowling was a professor of social policy and assistant dean at the Fordham University Graduate School of Social Services and director of the Fordham campus in Westchester County.

Mr. Dowling has been honored with many awards over the years. They include the 2012 B’nai B’rith National Healthcare Award, the 2011 Gail L. Warden Leadership Excellence Award from the National Center for Healthcare Leadership, the 2011 CEO Information Technology Award from Modern Healthcare magazine and the Healthcare Information and Management Systems Society, the National Human Relations Award from the American Jewish Committee, the Ellis Island Med of Honor, the Distinguished Public Service Award from the State University of New York’s Nelson A. Rockefeller College of Public Affairs and Policy, an Outstanding Public Service Award from the Mental Health Association of New York State, an Outstanding Public Service Award from the Mental Health Association of Nassau County, the Alfred E. Smith Award from the American Society for Public Administration, and the Gold Medal from the American Irish Historical Society.

Mr. Dowling is a member of the Institute of Medicine of the National Academies and Chairman of the North American Board of the Smurfit School of Business at University College Dublin in Dublin, Ireland. He also serves as a board member of the Institute for Healthcare Improvement and board member and Fellow of the New York Academy of Medicine. He is also past Chairman and current board member of the National Center for Healthcare Leadership, the Greater New York Hospital Association, the Healthcare Association of New York State, and the League of Voluntary Hospitals of New York.
Mr. Dowling grew up in Limerick, Ireland. He earned his undergraduate degree from University College Cork and his master’s degree from Fordham University. He also has honorary doctorates from Hofstra University and Dowling College.

George Raptis, MD  
*Acting Executive Director, Northwell Health Cancer Institute*

As the acting executive director of the Northwell Health Cancer Institute. Dr. George Raptis is responsible for identifying and developing new growth opportunities for the Institute, as well as providing leadership in developing new models for the delivery of oncology care, physician recruitment and program development. Dr. Raptis also serves as associate chief of oncology and full-time attending physician in the Department of Medicine’s Division of Hematology-Oncology at North Shore University Hospital and LIJ Medical Center.

A specialist in breast cancer, Dr. Raptis came to Northwell Health from Mount Sinai Medical Center in Manhattan, where he was director of the Dubin Breast Center and associate attending physician in the Department of Medicine’s Division of Hematology and Oncology. He held numerous leadership roles at Mount Sinai, including associate chief for clinical affairs, associate chief of solid tumor oncology and director of the Ruttenberg Treatment Center.

After completing a fellowship in medical oncology and hematology at Memorial Sloan-Kettering Cancer Center (MSKCC) in Manhattan, Dr. Raptis joined MSKCC’s full-time attending staff in the Solid Tumor Division, Breast and Gynecologic Cancer Medicine Service.

Dr. Raptis received his medical degree from Mount Sinai School of Medicine and completed his residency in internal medicine at Mount Sinai Medical Center. He later earned a Master of Business Administration degree from New York University.

Brian T. Lally  
*Senior Vice President & Chief Development Officer, Northwell Health Foundation*

In leading the Northwell Health Foundation, Mr. Lally oversees development efforts for the health system. He has led development operations for several healthcare organizations over the past 30 years.

Mr. Lally came to Northwell Health from the University of Michigan Health System in Ann Arbor, where he was Chief Development Officer & Associate Vice President. Previously, he was with Dartmouth-Hitchcock
Medical Center in Lebanon/Hanover, NH for thirteen years, serving first as Vice President for Development and Alumni Relations before being promoted to the position of Chief Advancement Officer. Mr. Lally began his career at Memorial Sloan-Kettering Cancer Center, where he held numerous positions of increased responsibility over sixteen years, including Director of Development, Individual Gifts.

He received a bachelor’s degree from Queens College and an MBA in finance from St. John’s University, Queens, NY.
Organization Chart

North Shore-LIJ Health System Foundation
Brian T. Lally
Senior Vice President/Chief Development Officer

Principal Gifts
- Feinstein Institute
- Lenox Hill Hospital (gifts of $1M+)

Major Gifts
- Community/Regional Sites
- Gift Planning
- Corporate/Foundation Relations
- Patient Facilitated Services
- Donor Relations

Constituency Programs
- Annual Giving
- Special Events (central and regional)

Strategic Communications
- Digital & Social Media
- Production & Printed Materials

Operations
- Development Systems & Analytics
- Prospect Research & Development
- Finance Operations
- Talent Management
- Donor Recognition

Campaign