



**Assistant Vice President for Development**  
**Doernbecher Children's Hospital**  
*Portland, OR*

Oregon Health & Science University (OHSU), Oregon's premier academic medical center, and the OHSU Foundation, seek a dynamic and highly accomplished fundraising professional to serve as the strategic leader, principal fundraiser, and chief spokesperson for all OHSU child-health philanthropy programs and services including Doernbecher Children's Hospital, the Department of Pediatrics, and all programs focused on the health of children and mothers. This is a wonderful opportunity for a seasoned fundraising executive to build off of incredible institutional momentum and volunteer leadership engagement to raise private philanthropic support for OHSU children's programs to even higher levels.

One of the two constituent hospitals of OHSU, Doernbecher serves children and mothers throughout Oregon and southwest Washington, delivering high-quality care, accelerating new cures for hard-to-treat children's diseases, and providing excellent education for the next generation of pediatric specialists. Founded in 1926 as the Pacific Northwest's first full-service children's hospital, Doernbecher has earned a reputation as a national leader in children's healthcare and medical research, as well as a critical institution for the region. Compared to other parts of the country, the Pacific Northwest has a relatively diffuse population spread over a wide area, with families traveling hundreds of miles to Doernbecher for specialized care. About 40 percent of patients come from outside of Portland – some from as far away as Idaho and Alaska. Doernbecher and the OHSU department of pediatrics have a deep bench of physician scientists focused on childhood cancers, brain disorders, infection and immunity, lung health, diabetes, autism and much more.

The Assistant Vice President for Development will work collaboratively and strategically with colleagues across the OHSU Foundation, leading a team of seven development officers and administrative staff to develop more concerted major and principal gift programs. They will report directly to OHSU Senior VP of Development Dondi Cupp, who joined OHSU in 2019 from the University of Michigan, where he drove strategy for the \$5B *Victors for Michigan* campaign. Co-conceived with Foundation President Matt McNair and members of the Foundation and OHSU leadership, Cupp's vision for OHSU and Doernbecher centers equity and diversity in each effort while continuing to set ambitious goals for fundraising and volunteer engagement. Indeed, while Doernbecher is currently raising an impressive \$20M annually, the capacity exists to grow this significantly. The AVP will lead efforts to increase both more dollars and partner engagement, crafting an inclusive vision to achieving this alongside OHSU academic and administrative leadership and philanthropic supporters.



The AVP will seek to propel the work of the Doernbecher Children’s Hospital, OHSU Department of Pediatrics, and children-related research at OHSU by harnessing the full range of fundraising, marketing and outreach activities at OHSU and the Foundation’s disposal, with a primary responsibility of raising significant levels of philanthropic support for child-related research, capital projects, and clinical pursuits. With a reorganized volunteer management operation, several flagship corporate partnerships (such as the Nike [Doernbecher Freestyle](#) program), and a hospital expansion project that will establish a brand-new NICU building there is incredible opportunity to match OHSU priorities and potential supporters. As with any children-focused philanthropy, Doernbecher appreciates the unique role of parent and extended family engagement in all forms, including peer-to-peer asks and networked events, to help drive philanthropic giving. The AVP will work closely with their team and OHSU Foundation leadership to develop new and creative approaches to events that prioritize health safety and harness the energies of committed families.

The ideal candidate is expected to have at least 10 to 15 years of experience with a proven record of cultivating, stewarding, and soliciting six-, seven- and eight-figure gifts and developing successful programs in major gift operations. Previous experience working in a complex organization, preferably in academic medicine and/or higher education, is highly desired, as is the maturity and acumen to successfully navigate and collaborate within such environments. The successful candidate will have managed a staff and worked with volunteer-based support. Outstanding organizational and interpersonal skills are necessary, with a philosophy of teamwork, initiative, and curiosity.

A collaborative and accessible leadership style, well-suited to management in a complex, rapid change environment, is a prerequisite, as is the creativity, energy and political savvy needed to prioritize and champion new ideas. Strong managerial and motivational skills are required, as well as the compassion, clarity, and communication skills necessary to articulate clear philanthropic goals and empower OHSUF staff, OHSU faculty and the Institute’s influential supporters. An undergraduate degree is required and an advanced degree is preferred. The AVP will travel frequently both regionally and nationally.

### ***OHSU & Onward***

OHSU has a tradition of taking on the impossible—and delivering. Since its founding 125 years ago as the first medical school of the Pacific Northwest, OHSU has challenged the status quo in pursuit of better care and quality of life for the people of the region and beyond. More recently, OHSU has become distinguished for its record of bold breakthroughs in health and science—innovations that have broad sweeping improvements to the treatment of diseases such as cancer, heart disease, HIV/AIDS, macular degeneration and neurological disorders

Such an audacious vision requires a bold approach to fundraising—OHSU’s ONWARD campaign is on track to raise \$2 billion by the end 2020, with new and increasing imperatives to support COVID-19 response efforts. A rally point of the campaign has been the Knight Cancer Challenge, in which \$1 billion was raised in 22 months with the support of 10,000 donors and a \$500 million pledge from Nike co-founder and chairman Phil Knight and his wife Penny. This infusion of philanthropic dollars



reinforces OHSU's standing as a magnet for creative researchers and clinicians unafraid to take big risks and unorthodox approaches to accelerate progress.

## Position

The Assistant Vice President for Development serves as the strategic leader, principal fundraiser, and chief spokesperson for all OHSU child-health philanthropy programs and services including Doernbecher Children's Hospital, the Department of Pediatrics, and other programs that focus on the health of children and mothers. This position partners with the Foundation leadership, Doernbecher Philanthropy Board volunteers, and the DCH Physician-in-Chief to advance fundraising efforts by strengthening alliances with current and potential donors, and by launching initiatives and programs to identify and engage new donors. The AVP also manages a team of fundraising and support staff, and should cultivate a positive, values-based culture that thrives on continuous learning and collaboration.

## Essential Duties

- Partners with the OHSUF President, Sr. Vice President, team, and DCH volunteers to develop a strategic direction for the DCH philanthropy program. Implements and influences strategy and action to achieve both annual and long-term goals;
- Personally manages a portfolio of principal and major gift leads/relationships (\$1-10M prospects) and spends no less than 50% of time on direct fundraising activities;
- Collaborates across fundraising units to build connectivity to DCH programming and fundraising efforts, which could include special campaigns, planned gifts, corporate giving and/or annual and special gifts;
- Engages OHSU faculty in special events, fundraising activities and gift visits; serves as primary contact for DCH Physician-in-Chief to engage a broad range of external partners and build relationships with donors and potential donors to DCH;
- Serves as chief spokesperson on behalf of DCH with donors, volunteers, media and community partners;
- Hires, supervises, coaches and mentors departmental staff; plans and establishes clear performance objectives, sharing strategic direction and motivating the team toward goals;
- Provides executive-level leadership and support to the chair of the Doernbecher Philanthropy Board and its working committees, and leads efforts to ensure that volunteers are engaged and providing impact to DCH fundraising programs and outreach activities.

## Experience and Qualifications

- A bachelor's degree or equivalent education and experience
- Minimum of ten years' experience in fund development for a nonprofit organization or transferrable environment, preferably in a health care setting
- Major fundraising experience in an Academic Medical Center (pediatric fundraising) or university environment preferred, with a proven track record and ability to cultivate and close a significant number of \$1M+ gifts
- Displays inspirational leadership and personal interest in commitment to the work of DCH and/or the advancement of pediatric medicine



- Compassionate and culturally-responsive; maintains an ability to work well with diverse internal and external individuals, families and groups
- Proven and expressed personal commitment to diversity, equity, and inclusion in the workplace and in efforts to support and achieve institutional goals for DEI
- Strong interpersonal, presentation, and writing skills
- Functions effectively in a large, complex work environment with many competing demands
- Strong degree of accountability, decision-making and ownership of programs, projects, and outcomes
- Effectively supervises and coaches a team to high performance

### [Interested in Learning More?](#)

The OHSU Foundation has partnered with Talent Citizen to assist in this recruitment. Please reach out to President Tracy D. Welsh and Senior Associate Connor Daley and share your biographical materials via email at: [dch-avp@talentcitizen.com](mailto:dch-avp@talentcitizen.com)

OHSU believes that diversity and equity are imperative to our success, which is why we are committed to creating and sustaining a culture where all employees are empowered to do great work—and where the best decisions are made because they're informed by multiple, diverse perspectives.

The OHSU Foundation provides equal opportunities to all individuals without regard to age, color, current or future military status, disability (physical or mental), gender, gender identity, genetic information, marital status, national origin, pregnancy, race, religion, sexual orientation, veteran, or any other status protected by law.