



**Assistant Vice President of Development**  
**Knight Cancer Institute**  
*Portland, OR*

Oregon Health & Science University Foundation (OHSUF) seeks a relationship-focused, strategic, and highly collaborative fundraising professional to serve as Assistant Vice President of Development (AVP) for the nationally renowned Knight Cancer Institute. The AVP serves as a vital leader within the OHSU Foundation by strategically leading fundraising initiatives for the Knight Cancer Institute, working closely with related units such as dermatology, cardiology, and surgery. Success for the next AVP will be defined in part by the ability to harness the vision and stellar reputation of Knight Cancer Institute Director Dr. Brian Druker and the groundbreaking Knight Cancer Challenge, which raised \$1 billion 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. The AVP will seek to propel the work of the Knight Cancer Institute and cancer-related research at OHSU by leading a team of dedicated fundraisers, harnessing the full range of fundraising, marketing, and outreach activities at OHSU and the Foundation's disposal.

Founded in 1887, OHSU serves as the premier center for Oregon medicine, public health, nursing, and dentistry programs. OHSU is one of the leading medical treatment, education, and research centers in the country. In 2021, OHSU educated more than 4,700 students, treated more than 310,000 patients, and received over \$586 million in research grants. Among OHSU's leading research centers is the Knight Cancer Institute, led by the visionary Dr. Brian Druker. At the OHSU Knight Cancer Institute, a world-class team of doctors and scientists is working to end cancer in three ways: through early detection, immunotherapy, and precision medicine. Dr. Druker altered the course of cancer research, and ushered in the era of personalized cancer medicine, by proving for the first time that cancer cells could be shut down by disabling the molecules that drive their growth without harming healthy cells. This revolutionized how cancer is treated and inspired a new wave of exploration of treatments that target cancer-causing molecules. OHSU has an unprecedented opportunity to realize the full potential of precision medicine by finding new methods of detecting and shutting down cancers at their earliest phase.

It's time to further accelerate these advances. In support of these bold endeavors, the AVP will have primary responsibility for raising significant levels of philanthropic support for cancer-related research, capital projects, and clinical pursuits. The AVP will bring dynamic, fresh leadership and motivational guidance to the development process; provide day-to-day oversight of a team of five development officers and support staff; and collaborate with other Foundation units in pursuit of philanthropic goals. The AVP will personally manage a portfolio of the Institute's most significant donors with direct involvement in the identification, cultivation, and solicitation of principal gifts (seven-figures and above) and will become an active and visible member of the social fabric that includes OHSU and the Knight Cancer Institute's key donors, volunteers, and supporters located regionally and nationally.



The AVP will build deep relationships with Knight faculty and staff, serve as primary liaison to the Knight Cancer Institute Council, and increase philanthropic support for and awareness of the groundbreaking work of Dr. Druker and his colleagues. Building upon the tremendous momentum generated by the \$500 million naming gift, as well as the transformational realization of the \$1 billion Knight Cancer Challenge and some recent principal gifts, the AVP will lead fundraising activities aimed at strengthening alliances with current donors while launching a systematic initiative to identify and target new donors capable of major gifts in support of the Institute's current and future priorities. These priorities include raising the profile of the Knight nationally and creating a destination cancer treatment facility on par with other nationally known brands, an endeavor that will be enhanced by increased patient capacity with the [Oregon Hospital Expansion Project](#). The only NCI-designated Comprehensive Cancer Center between Seattle and Sacramento, the Knight is not only a vital source of scientific research, clinical leadership, and cancer treatment, but also a significant economic driver in the region, fueling jobs and attracting powerful research collaborations.

The successful candidate will possess at least 10 years of progressively responsible development experience preferably within a complex research-driven and/or academic medical/health center environment. Candidates will have a proven track record of growing and implementing development strategies and programs with demonstrated results in the full spectrum of philanthropic fund development, including major and principal gifts, comprehensive campaigns, annual and special gifts, proposal development, special events, planned gifts, and donor relations.

A collaborative and accessible leadership style, well-suited to management in a complex 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, faculty, and the Institute's influential supporters. In accordance with its core values and mission, OHSUF is especially interested in recruiting members of diverse communities and individuals with a commitment to anti-racism.

### **Dr. Brian Druker**

[Director, Knight Cancer Institute](#)

[Professor of Medicine, Division of Hematology/Medical Oncology, School of Medicine](#)

Brian Druker, M.D. revolutionized the treatment of cancer through research that resulted in the first drug to target the molecular defect of a cancer while leaving healthy cells unharmed. Marketed under the name Gleevec®, his discovery turned a once-fatal cancer, chronic myeloid leukemia, into a manageable condition.

Treatment with Gleevec received FDA approval in record time, was featured on the cover of *Time* magazine, and established Druker as a pioneer in the field of precision medicine. Most important, his discovery became a new proof of principal for targeted therapies, spurring the development of more than 50 similar precision therapies for other cancers.

Dr. Druker now is applying key principles of precision medicine to early detection. Earlier detection of lethal cancers represents the greatest opportunity to increase cancer survival rates. Thanks to \$1 billion in philanthropic funding, Dr. Druker is developing a large-scale early detection program that builds upon the scientific strengths of OHSU's Knight Cancer Institute.

Dr. Druker has been recognized with numerous awards, including the Sjöberg Prize from the Royal Swedish Academy of Sciences, the Warren Alpert Prize from Harvard Medical School, the Lasker-DeBakey Award for



Clinical Medical Research, the Japan Prize in Healthcare and Medical Technology, the Tang Prize in Biopharmaceutical Science, and the Prince Mahidol Award for outstanding achievements in medicine and public health worldwide. He has been elected to the National Academy of Medicine, the National Academy of Sciences, and the American Academy of Arts and Sciences.

## **OHSU, the Foundation, and *Onward***

[OHSU](#) has a tradition of taking on the impossible—and delivering. Since its founding more than 130 years ago as the first medical school in 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. OHSU researchers and clinicians work across the spectrum of health goals and challenges, from heart disease to brain health to ending preventable blindness to improving health equity.

The [OHSU Foundation](#) advances OHSU’s mission by igniting the power of philanthropy. The OHSU Foundation exists to secure private philanthropic support to advance OHSU’s vital missions, and to invest and manage gifts responsibly to honor donors’ wishes. Thousands of donors contribute millions of dollars in financial support to OHSU and OHSU Doernbecher Children’s Hospital every year.

This broad range of support places OHSU among Oregon’s top beneficiaries of private philanthropy. And it makes the OHSU Foundation, with more than \$1.5 billion in assets, one of the largest public university foundations in the Northwest.

OHSU’s bold visioning also applies to the Foundation’s fundraising approach as exemplified by OHSU’s recently closed \$2 billion [Onward campaign](#). A rally point of the campaign was the Knight Cancer Challenge, sparked by the \$500 million naming gift. The initiative received another significant boost from the late Gert Boyle, Chairwoman of Columbia Sportswear, who donated \$100 million to the Knight Cancer Institute. This infusion of philanthropic dollars reinforced OHSU’s standing as a magnet for creative researchers and clinicians unafraid to take big risks and unorthodox approaches to accelerate progress.

In 2020, the community quickly rallied with an outpouring of support for OHSU’s COVID-19 response, expanding access to care and testing, improving critical care abilities, and helping to keep front-line workers safe. Philanthropy fuels OHSU’s work to make discoveries faster, save more lives, and give hope to millions.

## **Assistant Vice President of Development, Knight Cancer Institute**

The Assistant Vice President of Development will report to and work closely with OHSU Foundation Senior Vice President of Development. As a member of the SVP’s fundraising leadership team, the AVP will be a thought leader and influencer of culture, goals, strategies, and tactics across the organization. The AVP oversees staff responsible for raising funds for cancer as well as units across the institution, especially those with significant interaction with the cancer institute, such as surgery and dermatology.

The next AVP will have the benefit of tremendous momentum in philanthropic support for OHSU, which has risen from annual support of less than \$50 million in 2010 to approximately \$125 million in 2022. They will also have the opportunity to come up with a strategy to reinvigorate supporters of the Challenge and cultivate new, aspirational donors to meet the funding needs of the Knight Cancer Institute. Cancer fundraising has steadily accounted for approximately \$20 million of that total per year. With these building blocks and a



motivated and high-performing team solidly in place, the next AVP will be empowered to increase annual cancer revenues and fuel meaningful levels of philanthropic support.

## Essential Duties

### *Development Program and Fundraising Management*

- Serve as the Foundation's primary point of contact with the Knight Cancer Institute
- Staff, advise, and support Dr. Druker in his role as chief fundraiser and spokesperson for the Institute
- Develop strong working relationships with OHSU leaders, deans, department chairs, division and center heads, and faculty members; assist faculty members in identifying fundraising priorities and provide coaching around donor relationship management where needed
- Define and pursue an effective program of engagement and stewardship for past, current, and future donors and grateful patients that more closely ties them to OHSU; emphasize cultivation strategies that recognize the importance of donor interest and motivation in philanthropy; create and promote opportunities for increased giving and engagement
- In conjunction with the communications teams at the Knight Cancer Institute and the Foundation, develop annual donor communication plans
- Provide focus, strategy, and guidance to the Knight Cancer Institute Council, a non-governing philanthropic advisory group that meets regularly with Knight Cancer faculty leaders
- Build, lead, and inspire a team of five high-capacity frontline fundraisers and support staff; set a vision that inspires unwavering commitment to the cause, and a culture that values collaboration and communication
- Establish clear performance objectives and goals, and monitor and report progress toward those goals
- Recruit, select, motivate, train, and mentor staff when needed
- Assist other Foundation departments in the planning and execution of donor events
- Help drive a Foundation-wide culture of inclusion and teamwork

### *Direct Fundraising Activity*

- Personally manage a major and principal gift portfolio of approximately 75 donors and prospects
- The AVP will have a personal fundraising goal of \$5 million per year and a team goal of \$20 – 30 million annually
- Partner with Advancement Services team to ensure proper pipeline development and help ensure the success of the fundraising metrics program

## Experience and Qualifications

The ideal candidate will bring many of the following professional qualities and experiences:

- A minimum of 10 years of development experience, preferably in medical education and/or academic higher education
- Demonstrated experience in the full spectrum of philanthropic fund development, including major and principal gifts, comprehensive campaigns, annual and special gifts, proposal development, special events



planning, prospect research, and a working knowledge of the various vehicles used in charitable estate planning

- Track record of securing six- and seven-figure gifts for an organization
- Proven success in managing, mentoring, and recruiting a diverse team; ability to motivate and coach employees to high performance
- Diplomacy, tact, and the ability to work across diverse internal and external constituents, building credibility and constructive professional relationships. Demonstrated facility in cultivating relationships and operating through influence rather than authority. This includes acumen for navigating the politics of a complex organization with many different constituent voices and mission-drives, as well as the understanding of OHSU's broader responsibilities to actual state policy and governmental bodies.
- Sound judgment, strong work ethic, and a deep commitment to excellence
- Compassionate and culturally responsive; maintains an ability to work well with diverse internal and external individuals, families, and groups
- Entrepreneurial in nature: creative, self-starting, and oriented toward action and results
- Demonstrated oral and written communication skills
- Ability to organize time effectively, establish priorities, and manage tasks simultaneously
- Knowledge of or experience with grateful patient programs is preferred
- Ability to plan and manage a budget
- Strong passion for advancing cancer treatments

### Location, Schedule, and Compensation

OHSUF offers a competitive total compensation package. The estimated salary range for this position is \$200,000 - \$230,000, depending on experience. Information about the benefits package is available [online](#).

This is a Portland-based position. The OHSU Foundation is offering a hybrid working schedule for most employees, which allows employees to work in the office or remotely.

Portland, Oregon's largest city, is one hour from the Oregon Coast, at the convergence of two major rivers (the Columbia and Willamette), near the Columbia River Gorge, Mount Hood, and Willamette Valley wine country. The Portland metro area rests on traditional village sites of the Multnomah, Wasco, Cowlitz, Kathlamet, Clackamas, Bands of Chinook, Tualatin Kalapuya, Molalla, and many other tribes. Portland is perhaps best known for being a sustainability-minded, bike-friendly city with easy access to nature, populated by crafty people who celebrate individuality and creativity. Portland is a renowned culinary destination, famous for fresh food featuring local ingredients. Portland has the amenities of a major city (a top-ranked international airport, an efficient public transit system, major league sports teams, and many museums and art galleries) and the charms of a small city (such as plentiful arts and crafts fairs, independent bookstores, and local traditions like the annual Rose Festival Parade and Soapbox Derby). The Preschool for All (PFA) law connects all 3- and 4-year-olds in Multnomah County to free, culturally responsive, inclusive preschool. For a major American city, Portland continues to have comparatively low rates of crime.

### 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 Rachel K. Partin to share your resume and cover letter via email at: [ohsuf-avpkci@talentcitizen.com](mailto:ohsuf-avpkci@talentcitizen.com).



OHSU believes that diversity and equity are imperative to its success, which is why it is 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.