

**BROWN**Health
UNIVERSITY**Boyden Executive Search Contact**Wendy Wilsker | 781.572.5703 | wwilsker@boyden.comBeth Parsons | 617.592.0473 | bparsons@boyden.com**Job Summary**

The Chief Philanthropy Officer and Campaign Director (CPO) reports to the system-wide VP for Development and works collaboratively with the President of Rhode Island Hospital and Hasbro Children's Hospital. The CPO serves as the senior-most philanthropic strategist for the hospital, providing visionary leadership and oversight for all major giving initiatives, including leading all phases of an upcoming campaign. This role sets the strategic direction and ensures alignment with system-wide priorities. The CPO's primary focus is the identification, cultivation and stewardship of individual, corporate and foundation prospects and donors within Rhode Island, New England and nationally. The CPO works closely with clinical staff, senior management, Foundation Trustees and volunteers to advance the hospital's philanthropic mission with a chief focus on major, principal and planned giving opportunities.

The CPO will provide senior leadership to the hospital's development team, including direct supervision of gift officers and other staff. This position will champion a culture of excellence, accountability, collaboration, and continuous learning.

Essential Responsibilities

- Identifies, cultivates, solicits and provides stewardship for major gifts of \$10,000 or more. Builds effective relationships with physicians, patients, grateful families, administration, trustees and volunteers to advance the mission of the institution through philanthropy.
- Manages a portfolio (50-100) of major gift donors/prospects and creates cultivation, solicitation and stewardship strategies for each. Actively solicits major and planned gifts in the \$250k+ range, in partnership with hospital President, volunteer leaders and development colleagues.
- Works closely with President, systemwide and clinical leadership to identify potential opportunities for funding, for both existing and planned projects and programs from all potential individual and institutional sources. Leads the development of long-term philanthropic strategies in collaboration with executive leadership.
- With system-wide VP for Development and hospital President, develops annual plan and strategic objectives for fundraising that incorporate elements of prospect identification, rating, research, cultivation, solicitation, stewardship and recognition. Provides input on annual revenue and expense budget for hospital foundation in conjunction with systemwide development leadership.

- Leads major and transformational campaigns and fundraising efforts across the hospital and its service lines.
- Serves as a thought partner to the VP for Development on enterprise-wide fundraising innovation.
- Will organize workplan, and that of direct reports, around agreed upon key performance indicators (KPIs) such as total dollars raised, number of gift solicitations made, number of meaningful donor interactions and number of grateful patient referrals. Performance expectation to meet or exceed established KPIs.
- In conjunction with the donor relations team, ensures coordination and/or creation of annual reporting/stewardship plans that ensure and strengthen ongoing donor relationships. Ensures appropriate stewardship of all gifts and grants, working with Development Operations colleagues to transfer and report on funds as necessary. Uses data-driven insights to refine strategy and optimize donor engagement.
- Ensures that fundraising strategies are consistent with Brown University Health and hospital missions and work closely with appropriate departments on collaborative efforts, particularly around media and promotional support for gifts.
- Maintains high visibility within the hospital and within the external community.
- Works closely to inspire the hospital's Foundation Trustees on advancing the hospital's philanthropic mission. Leverages the support of Trustees and volunteers as appropriate. May identify, recruit, and motivate volunteers responsible for helping the hospital Foundation achieve its fundraising goals.

Education and Experience

- Bachelor's degree required.
- Minimum of ten years of professional and progressive leadership experience in the development field including demonstrated experience in major gift cultivation, solicitation and management of frontline fundraisers.
- Experience in academic medicine preferred. Exemplary oral and written communications skills are necessary.
- Demonstration of strong volunteer management skills.
- Strong computer and information management skills preferred.
- Basic budget preparation and time management capabilities needed.

Brown University Health is an Equal Opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, age, ethnicity, sexual orientation, ancestry, genetics, gender identity or expression, disability, protected veteran or marital status. Brown University Health is a VEVRAA Federal Contractor.

Boyden Contacts



Wendy Wilsker, Partner
wwilsker@boyden.com
M +1 781.572.5703



Beth Parsons, Principal
bparsons@boyden.com
M +1 617.592.0473

About Boyden

Founded in 1946, Boyden global executive search was the first firm to focus entirely on retained executive search. Others would soon follow, using many of the basic tenets and principles that Sidney Boyden put in place: maintaining a strict code of ethics and standards; establishing a global presence; creating uniform processes; and working with highly experienced business partners. These aspects of Sidney Boyden's vision are still in use today.

Boyden continues to be a leader in the executive search industry. Through the ever-expanding use of cutting-edge technology, while always adhering to strict ethical standards, we remain true to our rich heritage as the founders of retained executive search. We cover the globe with over 70 offices in more than 40 countries, led by resident professionals adept at working in a global economy. We are poised to help our clients find the people who will lead them today and into the future. In addition to retained executive search, Boyden works with clients seeking advice regarding their Boards. We also assist clients with interim management and leadership assessment.

This document contains confidential and/or legally privileged information. Any disclosure, reproduction, or distribution without the consent of Boyden is strictly prohibited.