



Boyden Executive Search Contact

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Position Summary

In coordination with the WVU Foundation in the Health Sciences Center Office of Philanthropy, this position is responsible for designing and executing the development program for the WVU Heart and Vascular Institute (WVUHVI) and WVU Medicine Orthopaedics.

Key support is provided by the Medicine and Health Sciences Office of Philanthropy and the central office of the West Virginia University Foundation in the areas of prospect development and strategy, communications and donor engagement, corporation and foundation relations, annual giving, planned giving, institutional giving, leadership and principal giving, and technology and advancement solutions. Cooperation and coordination with all of these operations is of paramount importance.

Essential Duties and Responsibilities

- Lead and direct private philanthropic support for both the WVU Heart and Vascular Institute and WVU Medicine Orthopaedics. The Director will utilize and coordinate several outreach activities to identify and engage prospective donors.
- With the assistance of prospect development and strategy, the Director will identify, select and manage a portfolio of high-potential prospects in order to expand the base of philanthropic support from a regional, local and selected national prospect pool. Coordinate and manage work to focus on leadership and major gift prospects with evaluated gift potential as identified by the WVU Foundation prospect development and strategy program. Emphasis on face-to-face contact with prospects and donors, including travel as needed. Meeting quantifiable (personal and team) work objectives established for each fiscal year is central to the Director's success.
- Actively participate in the ongoing creation of the WVU Foundation's Grateful Patient Families and Friends Program, representing the interests of WVU Medicine Orthopaedics & the HVI.
- Work closely with and report to the Associate Vice President of Medical Development on prospect strategy, needs coordination, necessary support functions, work implementation, and progress reporting.
- Engage WVU HVI and Hospital leadership as appropriate in raising private support. Develop and maintain collegial relationships with Heart and Vascular Institute & Orthopaedics physicians, researchers, and staff.

- Capitalize on all fundraising resources available through the WVU Foundation, for advancing and supporting funding priorities and development program.
- Coordinate fundraising activities and prospect management with colleagues throughout Medicine and Health Sciences, as well as the University and entire hospital system, to further collaboration and develop multiple interest donors. Develop engagement and solicitation strategies with leadership and partners, to increase fundraising results.
- Identify, enlist, motivate, guide and encourage volunteers to further drive support for the program, especially in the areas of leadership, principal and major gift cultivation and solicitation.
- Partner with colleagues in the Medicine and Health Sciences Office of Philanthropy and the central office of the WVU Foundation.

Education, Experience and Competencies

- Bachelor's degree and 7-10 years of direct fundraising experience with a preference for previous work in an academic medical center or an equivalent combination of education and experience.
- Must have a proven track record as a successful individual fundraiser, having closed a significant volume of major gifts, ideally at the six and seven-figure level.

Travel

Frequent travel, including overnight, is sometimes required.

Grateful Patients

Grateful Patient's Family and Friends system access.

WVU Medicine and the WVU Foundation established the Grateful Patients, Families and Friends Program to provide opportunities for individuals, family members and friends to recognize the exceptional care provided by WVU Medicine healthcare professionals. The West Virginia University Foundation, Inc. (WVUF) operates the Grateful Patient Families and Friends (GPFF) fundraising program as a Health Insurance Portability and Accountability Act of 1996 (HIPAA) compliant program. As such, access to the data and the GPFF system is restricted. This position will be granted access to the GPFF module of the Blackbaud CRM system in order to fulfill the job responsibility of fund raising for the GPFF program.

Boyden Team**Daniel C. Grassi**

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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.

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