

EXECUTIVE POSITION PROFILE

Director, ASH Foundation



This search is being conducted by:

VettedSolutions

Washington, DC • Chicago, IL • Los Angeles, CA

Telephone: +1.202.544.4749



vettedolutions.com



[@vettedolutions](https://twitter.com/vettedolutions)



[/vetted-solutions-llc](https://www.linkedin.com/company/vetted-solutions-llc)

Vetted Solutions is a proud member of:



I. Position Description

The **Director, ASH Foundation** is responsible for the strategic leadership and operational management of individual, foundation, and government agency donor relationships for the Society. This position will lead efforts to cultivate new and existing donors and align their interests with the mission and priorities of the organization. The Director is responsible for establishing and implementing a wide range of fundraising programs to attract and retain strategic donor relationships. This position will staff relevant volunteer leadership committees, represent the organization and its needs with external organizations, provide information and professional expertise to strengthen donor engagement and involvement, and ultimately increase the charitable gift resources available for organizational priorities. Reporting to the Chief Financial Officer, this position is a member of the Senior Staff.

Essential Duties and Responsibilities

- Manage and increase the on-going individual donor fundraising programs of the ASH Foundation (current revenue budget of \$1 million).
- Engage volunteer leadership and staff in developing and implementing new strategic fundraising programs, inform established fundraising priorities, and respond to trends in philanthropy.
- Manage ASH Foundation staff and corresponding budgets.
- Lead the ASH Foundation team in establishing strategic annual and long-term fundraising plans that support the overall fundraising goals within the context of a fully comprehensive fundraising cycle (e.g. prospecting, cultivating, soliciting, and stewarding).
- Manage a robust portfolio of donors.
 - Identify, cultivate, solicit and steward individual and foundation donors and prospects.
 - Build a donor pipeline through the identification and engagement of new individual and foundation donors.
 - Collaborate with ASH leaders to pursue, secure, and effectively manage grants from federal agencies/funders.
- Lead efforts to develop and implement a leadership engagement strategy for fundraising, including the organization, implementation, and support of donor meetings with volunteer leadership and staff
- Develop individual donor strategies with meaningful partnership opportunities to strengthen existing relationships, initiate new relationships, and steward past donors to facilitate their ongoing engagement with the ASH Foundation.
- Develop strategies to promote ASH programmatic priorities that will resonate with donor audiences (ex.: the ASH Sickle Cell Disease initiative, the ASH Research Collaborative, ASH Global Programs, ASH Research Awards, etc.).
- Develop and execute a comprehensive plan to secure foundation and government grant funding, including:
 - Identify partnerships with funders whose interests align with ASH;
 - Develop proposals and grants that highlight these shared interests and ASH's programs and capability; and
 - Ensure required stewardship and reporting that meet funder needs.
- Provide staff to the ASH Foundation Committee; oversee development and preparation of materials for all meetings and conference calls for the department.
- Attend meetings and related social events of relevant committees and other groups including travel, as well as periodic evening/weekend activities.
- Assist the with additional senior leadership projects as assigned.

Qualifications, Knowledge and Skill Required

- Minimum of 10 years of fundraising experience and at least 5 years of management level experience.
- Demonstrated ability to deliver fundraising results in the seven-figure plus range.
- Demonstrated ability to lead, develop, mentor, and coach a team toward delivering results that meet or exceed established goals.
- Excellent interpersonal, communication, collaboration, leadership, delegation and teaming skills.
- Goal oriented with a high level of energy, enthusiasm and dedication to the mission and priorities of the Society.
- Sound judgment, integrity and reliability.
- Experience collaborating with program to write grants and proposals.
- Ability to quickly establish credibility and influence; reputation for strong leadership presence.
- Demonstrated ability to organize and manage staff to work effectively with a volunteer board. Extensive experience interacting and working with high-level contacts, including board members, foundation officials, and company executives.
- Experience working with volunteer committees to advise and leverage fundraising efforts
- Ability to produce and effectively present management reports that are critical for decision-making.
- Advanced degree preferred.
- Experience raising funds from the government and foundations is strongly preferred.

II. Organization Review

About the American Society of Hematology

The American Society of Hematology (ASH) is the world's largest professional society of hematologists. Since that initial meeting in April of 1958, ASH has played an active and important role in the development of hematology as a discipline. For more than six decades, ASH has sponsored its annual meeting, the premier annual education and scientific event in the field of hematology, and has published Blood, the Journal of the American Society of Hematology, which is the most cited peer-reviewed publication in the field, and Blood Advances, our new open access journal.

The Society's mission is to further the understanding, diagnosis, treatment, and prevention of disorders affecting the blood, bone marrow, and the immunologic, hemostatic and vascular systems, by promoting research, clinical care, education, training, and advocacy in hematology.

ASH is the world's leading provider of hematology education. The Society offers a wide array of education products and services for clinicians and scientists at any stage in their careers.

About the ASH Foundation

Mission Statement

The ASH Foundation is dedicated to helping hematologists conquer blood diseases worldwide — moving hematology forward through charitable support for research, career development, and quality care and education programs.

ASH and gifts to the ASH Foundation have a tremendous impact on hematology in terms of supporting basic and clinical research, clinical care, and fostering the development of the next generation of caregivers and researchers in hematology. ASH is pursuing major initiatives in sickle cell disease, disease-based registries, precision medicine, immunology, and hematology workforce recruitment

and retention, complementing the Society's ongoing core competencies, including the ASH Minority Recruitment Initiative, research awards, career development and training, and global programs.

ASH provides a variety of education awards, programs, and benefits to support hematologists in all stages of their careers.

The ultimate beneficiaries of gifts to the ASH Foundation are patients battling blood diseases.

ASH Headquarters

2021 L Street NW, Suite 900
Washington, DC 20036

Web Presence

www.hematology.org/Foundation
www.hematology.org

III. About Vetted Solutions

Vetted Solutions is an executive search firm specializing in association, nonprofit, and hospitality/destination marketing community, recruiting and consulting. We focus on CEO and senior staff positions. For confidential consideration, please email your resume and cover letter to ASHFdnSearch@vettedolutions.com or contact Vetted Solutions at +1 202 544 4749.

For more information about Vetted Solutions, please visit us at:

 vettedolutions.com  [@vettedolutions](https://twitter.com/vettedolutions)  [/vetted-solutions-llc](https://www.linkedin.com/company/vetted-solutions-llc)

.....
Vetted Solutions is a proud member of:

