



# Rheumatology Research Foundation

Advancing Treatment | Finding Cures

## POSITION PROFILE

# Vice President, Development

## Summary

The Vice President, Development is charged with directing the Foundation's comprehensive development program, including providing leadership, strategies, and expertise to ensure consistent growth in revenue as executed through a comprehensive fundraising program harmonious with the organization's mission and strategic plan. Develops and leads a staff team of nine (9) FTEs, including five (5) direct reports. Reports directly to the Executive Director, and is a key member of the leadership team.

## Position Summary Description

### LEADERSHIP

- Work as a member of the leadership team on the design of important strategic initiatives to increase philanthropy in rheumatology on a national scale
- Works closely with executive leadership (including ACR Executive Vice President, Foundation Executive Director, and Executive Committee) to facilitate transformational gifts with corporate partners, working within COI guidelines established by the College
- Oversee activities of the Development Advisory Council, including oversight of meeting agendas, recruitment and composition of Council, engagement in campaign, etc.
- Routinely brief volunteer leadership on fundraising activities

- Cultivate future and current volunteer leadership, providing coaching and training on development philosophy and approach, including Development Advisory Council, ACR and Foundation Board of Directors and Executive Committees of both the ACR and the Foundation
- Serve as primary staff contact for Development Advisory Council
- Serve as a key member of the Foundation's leadership team, providing expertise and insights related to overall organizational strategy and long-range planning, as well as revenue generation, resource management, and development programming
- Prepare Development Advisory Council Chair for reporting to Board of Directors, Executive Committee and other leadership
- Attend Foundation Development Advisory Council and Board of Directors' meetings

### FUNDRAISING

- Responsible for leadership, oversight and management of the full fundraising lifecycle of current \$75 Million, multi-year campaign, including approximately 5,000 major gifts donors and/or prospects
- Lead strategic planning and provide oversight for comprehensive development program, including evaluating and leveraging opportunities to grow revenues

- Facilitate transformational gift (\$5 million+) donor process, including but not limited to developing strategy and approach, tailoring gift request proposals, and stewarding gifts
- Manage a portfolio of transformational (\$5 million+) donor prospects to generate new revenue, focused on, but not limited to, corporations and individuals
- Collaborates with ACR Corporate Relations team to facilitate Corporate Roundtable donor benefits and recognition, determine appropriate structure and levels, etc.
- Provide expertise and oversight in facilitating complex gift transactions, including but not limited to, corporate donor agreements, life-income and non-cash assets
- Present fundraising analysis reports, including but not limited to Board of Directors, Development Advisory Council, and other stakeholder groups

## MANAGEMENT

- Lead development staff team in implementing cohesive strategy, establishing and monitoring programmatic metrics, toward meeting or exceeding overall fundraising goal
- Provide coaching and mentorship of staff team, including development officers who work remotely across the country
- Travel as necessary to fulfill job responsibilities
- Any other duties as Executive Director may assign

## Qualification

- Bachelor's degree from accredited college or university, advanced degree preferred
- Minimum ten years direct fundraising experience, with demonstrated success in securing Principal gifts (\$1M+), in healthcare and/or higher education environment preferred
- Advanced knowledge of complex gift transaction components, including estate and life-income gifting vehicles, endowments
- Minimum five years staff management experience, specifically multi-functional teams, including front-line fundraisers and remote staff, with demonstrated success in increased revenue

- Willing to travel as needed (estimated at 40% travel/year)
- Advanced knowledge of Blackbaud Raiser's Edge database system; Windows Operating Systems, Microsoft Applications, databases and internet-based research (Wealth Engine, Alumni Finder)
- Advanced experience utilizing moves management techniques and donor prospect research
- Excellent oral and written communication skills
- Excellent interpersonal skills with the ability to communicate effectively and professionally, utilizing considerable tact and diplomacy, toward motivating and engaging a variety of constituents around a common goal
- Self-starter with demonstrated ability to maintain accountability and work independently and creatively while functioning as part of a cooperative and coordinated team

## About the Foundation

The Rheumatology Research Foundation (the Foundation) is a 501(c)(3) charitable Foundation established by the American College of Rheumatology (ACR) in 1985. Located in Atlanta, Georgia, the Foundation is the largest private funding source of rheumatology research and training in the U.S. Over the past 30 years, the Foundation has committed over \$161 million to advancing research and training to improve the health of people with rheumatic disease.

## Foundation Headquarters

### Rheumatology Research Foundation

2200 Lake Boulevard NE  
Atlanta, GA 30319

## Web Presence

[www.rheumresearch.org](http://www.rheumresearch.org)

*This search is being conducted by:*

The Rheumatology Research Foundation has retained Vetted Solutions to serve as its partner for this search. For confidential consideration, please contact the search partners below. Interested candidates should submit a cover letter and resume/CV directly to Vetted Solutions.



**Jim Zaniello**, *President*  
Vetted Solutions  
1101 14th Street NW, Suite 910  
Washington, DC 20005  
+1 202 544 4749  
jim.zaniello@vettedolutions.com



**Cathy Brown**, *Vice President*  
Vetted Solutions  
1875 Century Park East, Ste. 600  
Los Angeles CA 90077  
+1 310 339 3643  
cathy@vettedolutions.com



**Daryl Lontz**  
Vetted Solutions  
1101 14th Street NW, Suite 910  
Washington, DC 20005  
+1 202 544 4749  
daryl@vettedolutions.com

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

 [vettedolutions.com](http://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:

