THE ANGELETTI GROUP, LLC
NEW VERNON, NEW JERSEY

EXECUTIVE SEARCH
FOR
VICE PRESIDENT OF DEVELOPMENT

Greenwich Hospital Foundation

June, 2017
THE OPPORTUNITY

The Angeletti Group invites you to explore an exciting new opportunity at Greenwich Hospital Foundation. The selected candidate who is appointed as Vice President will win this assignment because he/she is an experienced, performance-driven, development leader with a passion for innovative healthcare and will thrive in a collaborative approach to philanthropy and advancement in its broadest sense.

GREENWICH HOSPITAL

Greenwich Hospital is a 206-bed (including bassinets) regional hospital, serving Fairfield County, Connecticut and Westchester County, New York. It is a major academic affiliate of Yale University School of Medicine and a member of Yale New Haven Health.

Since opening in 1903, Greenwich Hospital has evolved into a progressive medical center and teaching institution with an internal medicine residency. Greenwich Hospital represents all medical specialties and offers a wide range of medical, surgical, diagnostic and wellness programs. High quality and high touch care, coupled with Greenwich Hospital’s convenient location as well as its affiliation with Yale New Haven, are reasons patients and families choose to be treated here.

The state-of-the-art main campus at 5 Perryridge Road encompasses the Helmsley Medical Building and the Thomas and Olive C. Watson Pavilion. Located across the street from the hospital at 77 Lafayette Place, the Sherman and Gloria H. Cohen Pavilion houses the Smilow Cancer Hospital Greenwich Hospital Campus, home to the Bendheim Cancer Center and the Breast Center. Greenwich Hospital also has an Endoscopy Center at 500 W. Putnam Avenue, the Greenwich Fertility Center, Helmsley Ambulatory Surgery Center, the Center for Behavioral and Nutritional Health at 55 Holly Hill Lane, and the Yale New Haven Health’s Women’s Cardiovascular Center at 15 Valley Drive. The two Stamford locations include a facility for diagnostic imaging and physical therapy at 2015 W. Main Street and the Long Ridge Medical
Center at 260 Long Ridge Road, a collaboration with Yale Medicine, Northeast Medical Group and Yale New Haven Hospital’s Center for Musculoskeletal Care.

GREENWICH, CT

Sitting along the Long Island Sound, the quiet community of Greenwich, Connecticut is just a short commuter line ride from Wall Street, making Greenwich a popular home for Manhattanites. Composed of seven small hamlets, the historic homes and beautifully manicured gardens of Greenwich have made it a popular film location for movies about small town America.

THE VICE PRESIDENT OF DEVELOPMENT

The Vice President of Development will first and foremost be a development executive of exceptional skill, impeccable ethics, extraordinary experience and will be responsible for all of the Hospital’s development and fund-raising activities. Reporting to the President of Greenwich Hospital and Executive Vice President of Yale New Haven Health, the Vice President will oversee direct response fund-raising, corporate and foundation giving, government grants, special fund-raising events, major and planned giving, donor relations, and all special fund-raising campaigns. Leadership and management of the foundation is an important component of the position, as is the ability to be an active community member who will personally cultivate and solicit a portfolio of major and principal gift prospects.

The Vice President must have excellent interpersonal skills, especially the ability to build relationships internally and externally. Exceptionally strong communications skills, including the ability to listen well, are required. The Vice President must therefore have a proven record of successful presentations to groups large and small, as well as the ability to interact effectively with the most educated and sophisticated business people and philanthropists.

Because so many of Greenwich’s donors and prospects are engaged in business and finance, a candidate who is facile with data and facts to build the case for philanthropy will be highly advantaged. A passion for the cause combined with an optimistic approach to challenges will resonate well with both the external community and the Vice President’s internal partners and constituents.
As a member of the President’s senior management team, the Vice President will be called upon to think broadly about the entire enterprise. An interest in and aptitude for thinking about issues beyond development and external relations, and the ability to bring the external perspective to those discussions, is required.

**AREAS OF EMPHASIS FOR THE VICE PRESIDENT**

1. In partnership with the President, senior staff, and the board, develop and implement a comprehensive development strategy to include individual, corporate and foundation giving.

2. Develop and build strong relationships with trustees and other volunteers.

3. Develop and engage the management team in fundraising—especially in building a best practice, metrics-driven and donor-centered moves management program.

4. Oversee all aspects of physician engagement and Service Line Model initiatives.

5. Collaborate with the Chief Financial Officer (CFO) to develop and implement a budget for Foundation operations.

6. Manage the development and execution of all major proposals.

7. Oversee funding sources and trends, with foresight, to help position Greenwich Hospital Foundation ahead of major funding changes or trends.

8. Monitor all donor information; provide and present statistical analysis to board and senior leaders.

9. Develop and implement a stewardship program aimed at cultivating deeper ties with donors.

10. Monitor and report regularly on the progress of the development program.

11. Identify, develop, and mentor the Foundation team.

12. Manage an increasingly successful HIPAA compliant grateful patient program.

**QUALIFICATIONS & PREFERENCES**

- Bachelor’s degree, with an advanced degree preferred.
- CFRE preferred.
• Ten or more years of development experience in increasingly responsible roles in a complex development program; significant experience in the context of a major campaign, especially in the planning or direction of such an effort.
• Experience with physician engagement and grateful patient programs.
• A track record as a successful leader and manager of people and systems with an empowering leadership style that optimizes the contributions of everyone around him or her.
• An understanding of and commitment to working across organizational lines.
• Success in recruiting, motivating, and managing volunteers at the highest level.
• A sound grasp of development fundamentals across the profession, including organizational giving, direct response, special events, and especially, major and planned giving.
• Superior strategic skills at the prospect, departmental, and organizational levels.
• Current knowledge of best practices in development generally and in healthcare philanthropy specifically; passion, energy, enthusiasm, superior diplomatic skills; routine utilization of outreach to an active network of development professionals.
• Ability to take initiative in organizing and planning activities, delegating responsibilities, systematizing processes and promoting a team approach.
• Competent in utilizing and communicating performance metrics and the use of information technology fundraising systems (e.g. Raiser’s Edge).

APPLICATION PROCEDURE

Applications will be accepted until position is filled. To be considered, candidates should submit a resume and cover letter including a statement of interest to susie@theangelettigroup.com.

Nominations and confidential inquiries made to:

Susie Delaporte
The Angeletti Group
Harrison House
17 Village Road - PO Box 188
New Vernon, NJ 07976
(973) 540-1400