



Vice President, Individual Giving  
TGen Foundation

Phoenix, AZ

<https://www.tgen.org/giving/tgen-foundation/>

*Send Nominations or Cover Letter and Resume to:*

Maureen Huminik

Vice President

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### ***The Opportunity:***

TGen, the Translational Genomics Research Institute, is an affiliate of City of Hope. The institute is dedicated to conducting groundbreaking research with life-changing results and works to unravel the genetic components of common and complex diseases, including cancer, diabetes, neurological disorders, infectious disease, and rare childhood disorders. By identifying treatment options in this manner, TGen believes medicine becomes more rational, more precise, and more personal.

Advancement work at TGen is similarly personal, and the organization and related foundation are poised for significant fundraising success. Under the leadership of Chief Development Officer, Ms. Erin Massey, and in close partnership with City of Hope Chief Philanthropy Officer Kristin Bertell and the whole of the City of Hope Office of Philanthropy (OOP), the TGen Foundation is committed to supporting TGen's and City of Hope's missions to develop and deploy treatments as quickly as possible.

The Vice President, Individual Giving is a new role for the Foundation and is ideal for a curious, thoughtful, bright, and experienced advancement professional. The Vice President will partner closely with Ms. Massey, as well as with the whole of TGen including the exceptional members of the Institute and Foundation boards and close City of Hope colleagues and will manage a team of 1-2 fellow fundraisers.





They will lead by example in the strategic, thoughtful engagement of donors and donor prospects and will bring intelligence and enthusiasm to their cultivation, solicitation, and stewardship. This individual will engage both current donors and build relationships with prospective donors. This is a role for individuals with demonstrated experience closing six-, seven-, and eight-figure gifts, and this successful incumbent will raise \$3–\$5 million annually after two to three years of service.

Successful candidates will have an intellectual curiosity about and a passion for healthcare and for major and principal gifts fundraising and a successful track record of fundraising successes working in support of institutions of academic medicine, basic science research, and/or any grateful patient model. Belief in the mission and vision of TGen and City of Hope is essential. They will be expert in creating a portfolio from scratch, managing a portfolio of at least 75 donors, and executing a strategic development plan for soliciting, securing, and stewarding major and principal gifts. They will partner seamlessly with senior administrators, medical partners, faculty, and fellow gift officers. They will be a roll-up-the-sleeves team player who works collaboratively, has a demonstrated ability to think strategically and creatively and to prepare thoroughly, works well under pressure, and possesses outstanding written and verbal communications skills. The successful candidate will possess personal and professional confidence and have a sense of humor and empathy toward others.

## Overview

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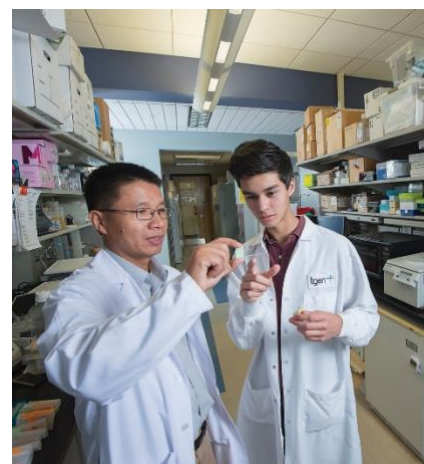
Based in Phoenix, Arizona, [Translational Genomics Research Institute \(TGen\)](#) is a leader in genomic analysis and bioinformatic research for personalized cancer drug development. In addition to this research, TGen studies neurological disorders, diabetes, and infectious diseases with the goal of uncovering the genetic base of each to offer more effective treatments and cures. The organization was [founded in 2002](#) in an effort to establish Arizona as a major player in the biotechnology industry and officially launched after a \$90 million fundraising initiative.



*Video: What Is TGen?*

TGen is located on a 15-acre biomedical campus that features best-in-class research and education facilities and serves as an integral piece of the statewide bioscience ecosystem. Its [shared resources and services](#) provide the medical community with access to equipment for [sequencing experiments](#), [translational mass spectrometry](#), and [biospecimen banking and management](#). The organization's [Technology Transfer Office](#) works to commercialize TGen's scientific discoveries and seek new partnerships for the advancement of research.

In 2016, TGen announced a new [partnership with City of Hope](#), a renowned cancer treatment and research hospital, with the goal of advancing cancer research through the hospital's state-of-the-art clinical research facilities. The TGen Foundation, as a part of City of Hope's OOP, raises the philanthropic resources that will lead to breakthroughs in medical treatment and patient care.



To ensure that fundraising efforts meet ambitious goals, staff undergo Team Activation Program training to help them become more effective in their work through transparency and accountability, development, celebrating innovation and risk taking, enhancing team communication, and removing roadblocks to maximize activation. This program ensures that Foundation staff are able to move quickly, effectively, and efficiently to maximize philanthropic opportunities that will help advance TGen and City of Hope's research.

## The Role

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The Vice President, Individual Giving will serve as a leader in implementing TGen's and City of Hope's philanthropic vision by bringing an institution-wide perspective in contributing to the creation of programs and strategies to drive institutional success. In this primarily self-driven role, the Vice President will cultivate and instill a culture of excellence throughout the TGen Foundation and the OOP while overseeing key processes and programs that support an office-wide focus on collaboration, efficiencies, and metrics-based performance outcomes.

The Vice President will serve as a role model for TGen Foundation and OOP team members, participating in the creation of a forward-thinking culture and its associated change management, as well as providing strategic insight and guidance regarding joint fundraising programs and priorities. They will also work collaboratively to instill high-quality donor experience as a cultural value within the Foundation and OOP. The Vice President will be a key partner in creating and realizing the Foundation's vision of being known institutionally and nationally as a model of excellence among elite fundraising programs.

Specifically, this position is responsible for building, leading, growing, and stewarding individual giving efforts for TGen and building a sustainable, national individual donor pipeline by building on City of Hope's rich, 100-plus year history of national outreach to donors. TGen's individual giving programs will be highly integrated with City of Hope's overall donor pipeline efforts, which are focused on identifying individuals who are interested in financially contributing to TGen's and City of Hope's critical work in cancer, diabetes, neurological disorders, infectious disease, and rare childhood disorders as well as and a model of compassionate care that can inform institutions worldwide. This role reports to the Chief Development Officer.

## ***Key Responsibilities:***

- Collaborate with TGen and City of Hope leaders and fundraisers across OOP to respond to emerging organizational priorities, matching strategic initiatives with the appropriate individuals.
- Conceptualize, lead, and execute creative, innovative, and customized donor strategies for a portfolio of individual donors and prospects, primarily at the \$1 million to \$5 million gift capacity with a growth goal of gift about \$5 million.
- Identify, cultivate, and solicit prospects capable of making major gifts to TGen and City of Hope.
- Build and manage an active portfolio of approximately 75 prospect and donor relationships.
- Utilize data to define strategic plans for the solicitation of prospects.
- In collaboration with Foundation and OOP leadership, navigate paradigm shifts in the philanthropic community to prepare TGen and City of Hope for strategic conversations and partnership opportunities.
- Interpret the evolving philanthropic environment and bring a broad organizational and global perspective to engage with corporations in an evolved capacity.
- Partner with Foundation, OOP, TGen, and City of Hope leadership to present formal fundraising proposals to donors and prospects and to thoughtfully prepare senior leadership for the presentation of proposals.
- Serve as a proactive, team-oriented leader to ensure philanthropic results are optimized through leveraging collaborative OOP efforts.
- Oversee and participate in donor strategy and proposal development in response to opportunities identified by OOP and Foundation leadership and/or in partnership with colleagues.
- Lead and manage TGen fundraising staff and serve as an inspirational role model and mentor.
- Proactively lead a work team that is highly integrated into the larger fundraising and pipeline development effort.
- Provide high-level guidance and oversight of issues relating to TGen and City of Hope policies and procedures, development policy, budgetary resources, management controls, accountability, risk management, performance standards, and strategic planning.
- Contribute to and oversee development of new policies and procedures as well as revisions to existing protocol, as required, and ensure that all of the above are in compliance with associated regulations and policies.

## ***Required Qualifications:***

- Bachelor's degree or Master's degree in business, philanthropy, or a related field, or a degree with work experience in related fields.
- At least 12 years of experience in fundraising, development, marketing, and communications or related fields in a nonprofit environment.
- Proven experience in securing principal gifts from individuals, possessing a thorough understanding of donor identification, cultivation, solicitation, stewardship, donor recognition, and gift administration and demonstrated success closing gifts of at least \$1 million.

- Exceptional organizational, analytical, writing, and editing skills, as well as the ability to work in a collaborative and consultative manner with faculty, administrators, and staff.
- Expert ability to represent TGen and City of Hope to a wide variety of individuals and groups, both internally and externally.
- A driving passion, possibly through direct experience with different kinds of disease conditions, to reduce the time required to discover major improvements to specific medical treatments.
- A commitment to an attitude of gratitude.
- A curiosity about philanthropy and dedication to inspiring curiosity in others.
- Advanced knowledge and experience with local and national corporations and individual donors.
- Demonstrated ability to hire, plan, train, manage, and mentor staff, as well as set priorities to direct and inspire others in maintaining established high standards of work production and ethics.
- Proven ability to work with investigators and physicians, as well as foundations that engage in peer-review funding.
- Expert organizational, analytical, and project/program management skills, including skills in setting and meeting goals and objectives within budget and time constraints.
- Exceptional written and interpersonal communication skills, including political acumen, to establish and maintain good working relationships throughout the organization and with outside constituencies.
- Experience in a complex medical, scientific, or academic development setting.
- Advanced knowledge and familiarity with national trends in philanthropy, biomedical research, and healthcare practice and policy.
- Demonstrated mastery of advancement and fundraising best practices.
- Expert skill and experience in working with prominent executives, leaders, and volunteers.
- Advanced experience in developing and executing highly personalized individual-giving strategies for medical research, health sciences, or major universities or other nonprofit organizations.
- Demonstrated ability to oversee development of and present persuasive and complex presentations to donors, volunteers, leadership, and staff.
- Outstanding work ethic and a high energy level with ability to serve as an inspirational role model in developing and executing a variety of development and advancement activities.
- Proven ability to engage, gain respect from, and lead a broad constituency that includes scientists, physicians, researchers, colleagues, and patients.
- Commitment to the values of communication, customer service, initiative, professionalism, stewardship, and teamwork.
- Comfort with travel, irregular hours, and communication with donors, internal leadership, and volunteers outside of regular business hours.
- Proven ability to work well with high-level executive and corporate leadership, donors, and volunteers
- Ability to thrive in team-oriented atmosphere and to lead/motivate internal and external constituencies.
- Ability to effectively lead and manage teams, engage internal and external constituencies, and work with faculty and donors.

- Excellent written and verbal communication, leadership and relationship management, organizational and multitasking, decision making, and confidentiality skills.
- Effective facilitator in complex settings.

## Leadership

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**Jeffrey Trent Ph.D., F.A.C.M.G**  
***President and Research Director***

Dr. Jeffrey M. Trent is President and Research Director of the Translational Genomics Research Institute (TGen) in Phoenix, Arizona.

Prior to forming TGen in 2002, Dr. Trent served for 10 years as the Scientific Director of the National Human Genome Research Institute (NHGRI) at the National Institutes of Health in Bethesda, MD. Under his guidance, NHGRI's Division of Intramural Research became an internationally recognized research center in human genetics.

Dr. Trent's research has provided important insights into the genetic basis of cancer. He is the author of more than 400 manuscripts in the scientific literature, numerous book chapters, and invited reviews, and has given hundreds of invited lectures. He has received numerous honors and awards and has sat on the editorial boards of a dozen scientific publications. He specializes in developing and integrating novel "omic" technologies, supporting studies of molecular changes related to cancer risk and progression. He continues to participate in studies of other complex diseases in humans, and alongside Drs. Will Hendricks and Matt Huentelman is a leader of TGen's canine hereditary cancer program.

Dr. Trent's previous faculty positions included posts at The University of Arizona, where he was Deputy Director and Director for Basic Science of the Arizona Comprehensive Cancer Center; the University of Michigan, where he held the E. Maisel Endowed Professorship in Cancer Genetics, and served as Professor of Human Genetics and Radiation Oncology, Head of the Cancer Biology Division of the Department of Radiation Oncology, and Deputy Director and Director of Basic Research for the Michigan Comprehensive Cancer Center. He also is a Diplomat of the American College of Medical Genetics.

Learn about Dr. Trent's laboratory focuses [here](#).



**Kristin Bertell**  
**Chief Philanthropy Officer**

Kristin Bertell is chief philanthropy officer at City of Hope and a member of City of Hope's Enterprise Leadership Team. In this role, Ms. Bertell provides strategic leadership for all aspects of City of Hope's philanthropic efforts as the cancer treatment center and biomedical research institution enters a new era of growth and development.

Ms. Bertell joined City of Hope in 2015 and oversees a team of nearly 160 staff in executing a diverse portfolio of fundraising programs and activities. Under her direction, City of Hope is evolving its 100-plus-year fundraising platform into an industry-leading, mission-driven philanthropic enterprise, all while maintaining its status as a Charity Navigator 4-star-rated charity.

With more than 30 years of expertise in nonprofit fundraising, Ms. Bertell has received multiple awards recognizing her work, including being named the 2014 AFP San Diego Chapter's Outstanding Fundraising Professional. She is also a regular speaker at local and national professional association and industry conferences and is a certified fundraising executive.

Previously, Ms. Bertell served in leadership and fundraising positions for UC San Diego Health, the Salk Institute for Biological Studies, Keck School of Medicine of USC, the Greenwood Company and UCLA Health Sciences Development.

She is a graduate of UCLA and holds a master's degree in communications management from the Annenberg School for Communication and Journalism at USC.



**Erin Massey**  
**Chief Development Officer**

Erin Massey brings more than 17 years of leadership and experience to the TGen Foundation, where she is responsible for driving the establishment and growth of its philanthropic strategies and partnerships, with particular emphasis on major gifts from philanthropic minded corporations, foundations, businesses, and individuals.

Ms. Massey previously served as Vice President for Cancer Programs at TGen and co-developed many of TGen's most successful fundraising programs, including its National Advisory Council, a group of leading business executives nationwide with the single pursuit of raising funds to cure pancreatic cancer.

Ms. Massey joined TGen after spending nearly four years at Phoenix Children's Hospital, where she participated in all areas of special event fundraising and was instrumental in the effort to establish Arizona's first freestanding children's hospital.

A native of Hillsborough, North Carolina, Ms. Massey received her Bachelor's degree in communications from the University of Arizona, Tucson.

### ***Background Checks:***

Prior to submitting your resume for this position, please read it over for accuracy. Lindauer does verify academic credentials for its candidates, and our clients frequently conduct background checks prior to finalizing an offer.

**To learn more, call  
Maureen Huminik, Vice President  
617-262-1102  
or send nominations or cover letter and resume to  
[mhuminik@LindauerGlobal.com](mailto:mhuminik@LindauerGlobal.com)  
All inquiries will be held in confidence.**



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