

Senior Director of Development and Partnerships

Confidential Foundation for Cancer Research

New York, NY

Salary: \$165,000 - \$200,000

BACKGROUND

The Organization

Confidential Foundation drives innovative cancer research with the goal of transforming how the disease is prevented, diagnosed, and treated. By supporting groundbreaking science and fostering collaborations, we aim to close the gap between scientific discovery and practical solutions that improve patient outcomes. Our funding empowers researchers and teams to tackle some of the most challenging questions in cancer research. We invest in high-impact projects that span diverse cancer types and advance scientific understanding and technological innovation. Since our founding, we have awarded significant funding to researchers and institutions, ensuring that bold ideas receive the support needed to thrive. With a rigorous review process and diverse funding mechanisms, we identify and support initiatives that meet the highest standards of scientific excellence.

Through our commitment to advancing the frontiers of cancer research, we continue to drive progress toward meaningful breakthroughs that benefit patients.

The Position

Reporting to the Chief Executive Officer, the Senior Director of Development and Partnerships will have primary responsibility for identifying new revenue sources, developing partnerships with other cancer research-oriented organizations, and establishing sustainable fundraising strategies to cultivate and leverage existing funding to extend outreach and impact. You will collaborate with the foundation team and leadership to steward new prospects and top-level gifts, work in conjunction with existing and new grant programs while working alongside the communications and PR team. You will also be someone who has a willingness to be hands-on through a “player-coach” mentality. This position will be held by an individual who is energized about our programs, inspired by our mission, and has a strong desire to learn challenging topics.

ROLE OVERVIEW

- **Provide Strategic Leadership:** Spearhead all aspects of fund development, ensuring alignment with the Foundation's mission and ambitious goals.
- **Cultivate and Manage Relationships:** Build and deepen connections with foundations, ensuring robust and enduring institutional partnerships.
- **Grow Major Gifts Program:** Establish and expand an individual donor program focused on major gifts, fostering a culture of philanthropy.
- **Identify New Funding Opportunities:** Proactively research and cultivate new institutional and individual donor prospects to diversify the Foundation's funding base.
- **Oversee Donor Stewardship:** Design and implement comprehensive stewardship plans to engage and retain major donors effectively.
- **Engage Leadership:** Strategically guide and support the Foundation's leadership in donor outreach, cultivation, and solicitation efforts.
- **Develop Fundraising Collateral:** Oversee the creation of compelling materials to support development initiatives, ensuring consistency in messaging and impact.
- **Strengthen Board Engagement:** Partner with the Board of Directors to enhance its development-related contributions, guiding their efforts in outreach and cultivation.

THE IDEAL CANDIDATE

The ideal candidate for the Senior Director of Development and Partnerships role possesses the following competencies:

Strategic Mindset Seeing ahead to future possibilities and translating them into breakthrough strategies.	Action Oriented Taking on new opportunities and tough challenges with a sense of urgency, high energy and enthusiasm.	Ensures Accountability Holding self and others accountable to meet commitments.	Interpersonal Savvy Relating openly and comfortably with diverse groups of people.
Stakeholder Focus Building strong stakeholder relationships and delivering targeted solutions.	Collaborates Building partnerships and working collaboratively with others to meet shared objectives.	Persuades Using compelling arguments to gain the support and commitment of others.	Mission Alignment Expressing an eagerness, passion, and deep connection to the mission, vision, and values.

Additional Qualifications

- Bachelor's Degree or higher required (advanced degree preferred) with 10-15 years equivalent experience and a proven track record in donor relations and gift solicitation in a non-profit environment.
- Strategic thinker with an ability to envision the future and recognize, assess, and prioritize mission-aligned opportunities, potential partners, and potential donors
- Self-motivated and self-directed; able to prioritize, track, juggle and move forward a wide range of internal and external relationships and priorities
- Thrives in a "lean" environment, working with and leveraging the expertise of individuals throughout the organization while taking individual responsibility for driving all fund development activities
- Confident and comfortable working with high-profile individuals in both science and philanthropy
- Excellent interpersonal skills; energetic, positive, and curious
- Skilled at "managing up" and knowing when and how to update and engage the CEO and members of the board
- Experience fundraising in a health-or biomedical research- related (cancer-related experience a plus); comfortable with scientific concepts and leveraging the expertise of scientists for fund development purposes; while a scientific background is not required, it is a bonus

WHO WE ARE

Work Environment

The Foundation fosters a dynamic startup culture that seamlessly blends academic rigor with industry innovation. Operating as a small, highly matrixed team, the organization thrives on a mission-driven ethos fueled by intellectual curiosity. With a focus on high performance, the Foundation embraces ambitious goals and values team members who are self-motivated, self-directed, and collaborative, often taking on “many hats” in pursuit of excellence. This commitment to impact is matched by a dedication to employee well-being, offering exceptional compensation and benefits while maintaining a strong respect for work-life balance. The Foundation’s long-tenured team reflects its inclusive, supportive, and purpose-driven environment.

Our Commitment to Diversity, Equity, & Inclusion

The Foundation is an equal opportunity employer committed to hiring a diverse and comprehensive workforce based on merit and experience. We provide equal employment opportunities to all employees and employment applicants without regard to unlawful considerations of sex, sexual orientation, gender (including gender identity and/or expression), pregnancy, race, color, creed, national or ethnic origin, citizenship status, religion or similar philosophical beliefs, disability, marital and civil union status, age, genetic information, veteran status or any personal attribute or characteristic that is protected by applicable local, state or federal laws.

COMPENSATION AND BENEFITS

Salary

\$165,000 - \$200,000

Benefits

- **Generous PTO Policy:** This encompasses sick days, vacation, and personal days to ensure a well-rounded work-life balance.
- **Comprehensive Coverage:** We offer generous coverage for medical, dental, and vision benefits for you and your family.
- **401(k) Match:** To support your long-term financial planning, we provide a competitive 401(k) matching program.
- **Holidays:** We observe all major holidays, including Juneteenth, to ensure time for rest and celebration.

TIMELINE AND NEXT STEPS

If you are interested in this position, please [click here](#). All applicants will receive an email confirming receipt of their application.

We encourage candidates of all backgrounds to apply even if you do not meet all of the qualifications outlined above. If you are selected to move forward for an initial screening call, we expect you to hear from us by the end of January 2025.

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[Submit an application](#)