

LEADERSHIP PROFILE



Director of Development **CURE Childhood Cancer** Atlanta, Georgia

“CURE Childhood Cancer believes that childhood cancer can be cured in our lifetime”.

-- CURE Childhood Cancer's Vision

THE OPPORTUNITY



For almost five decades, CURE has positioned itself as a determined and strategic adversary in the fight to eradicate childhood cancer and confront specific issues that are unique to young patients and their families. Through its funding of precision medicine, progressive research, oncology fellowships and providing comprehensive wrap-around support to families navigating the difficult journey of cancer in a child, CURE has helped to change the outcomes

of thousands of children who courageously confront a cancer diagnosis. With care, competence and compassion, CURE is deeply committed to helping support those on the frontlines of the childhood cancer battle and achieving the bold aspiration of rendering its organizational mission obsolete.

The Director of Development has a compelling opportunity: to lead the philanthropic operation for a rapidly growing, innovative research and family support organization in order to enable CURE to advance its mission. Partnering with the Executive Director and an engaged board, the Director will oversee and

guide the development team - building on several strong programs and initiatives, developing long-term fundraising strategies, growing individual/major gifts and bringing a tireless spirit that will help CURE achieve sustainable increases in private support over the next several years. With experience, poise and determination, the new leader will build on CURE's development efforts and together with the Executive Director, build a comprehensive philanthropic program for CURE that is equal to its aspirations.

Financial resources are the engine that has driven CURE's notable growth, impact and stability. To reach its aspirations, CURE is seeking a strong, accomplished and dynamic development professional who will be a passionate advocate for CURE's mission and who can to help CURE raise the resources necessary to ensure that the organization will thrive in the years ahead. Mandates for the Director of Development will include:

- Assuming a strong, visible and proactive role in guiding/shepherding the development functions at CURE to ensure that they support the growing needs of the organization
- Enabling the Executive Director to play a more senior, strategic and external role
- Advancing CURE's ability to build deep personal relationships with donors, partners, families and supporters
- In tandem with the Executive Director, be a visible external face of the organization with funders, board and partners

THE ORGANIZATION



CURE is a remarkable organization whose work changes lives. Founded in 1975 by Dr. Abdel Ragab (the first and only pediatric oncologist in Atlanta at that time), CURE began its work as a grassroots organization with a simple mission – to save lives and respond to the desperate need for a specific focus on pediatric oncology research. Together, Dr. Ragab and a group of committed parents launched CURE and the organization began its work. The research lab on the Emory University campus that CURE helped to launch has now become one of the largest pediatric oncology programs in the nation.

Today, CURE has grown considerably since its early beginnings. The organization has an \$6.7M annual budget (representing growth of almost 150% over the last five years), 17 employees, an impressive list of [current research partners](#), and a roster of

19 current and former [research fellows](#). Further, the organization is [financially stable](#) and is well-positioned to remain intact in the months and years ahead, even in spite of the COVID-19 issues that are challenging even the most focused nonprofits. Further, the organization is transparent, responsible and accountable; more than eighty percent of donations to CURE go towards research or family support, and the organization has received the highest possible rating from Charity Navigator for 13 consecutive years.

Realizing the importance of connection and the role social media now plays in our world, CURE enjoys an active digital support community and digital media profile with more than 365,000 engaged Facebook followers, 20,000 followers on Twitter and Instagram, 9300 monthly website visits and a mailing list of over 60,000. [Special events](#) also play a major role in connecting CURE with its supporters and raising contributions; annual events of note include The Believe Ball, Lauren's Run and the CURE Annual Picnic, Spring Fever, Catie's Gathering and A Tribute to Our Quiet Heroes.

Cancer is the number one cause of death by disease in children. This devastating condition will impact nearly 16,000 children this year and, even more sadly, one of every five children who are diagnosed with cancer will not survive. More troubling, incidences of childhood cancer have increased 24% over the last forty years.



Precision Medicine is a Game Changer

(click to view video)

CURE is responding to these challenges with passion and determination - focusing on **innovative research** (more than \$25M over the last decade) which is likely to get to the bedside within five years. A key area of organizational focus is supporting [precision medicine, the most innovative form of treatment for children with cancer in decades](#).

Since 2017, CURE has invested more than \$6.8M in precision medicine; \$6M of this investment has gone to launch the precision medicine program at the Aflac Cancer and Blood Disorders Center at Children's Healthcare of Atlanta, making Atlanta only the third city in the country where this gene-based approach to therapy is available to children with cancer. Including the partnership with the Aflac Cancer Center, CURE invests more than \$4.3M annually to help fund research at top pediatric institutions nationwide; representative examples include Texas Children's Hospital, the Lurie Children's Hospital of Chicago, the Memorial Sloan Kettering Cancer Center, Stanford University and the Children's Hospital of Philadelphia.

CURE's work also supports the **training of pediatric oncology fellows** at Emory University. Over the last twenty years, CURE has funded the training of nineteen pediatric oncology fellowships – helping further the education of future oncologists and helping advance their careers as clinicians and researchers. [Sixteen past CURE fellows](#) are now established, treating patients and pursuing research for cures in top institutions around the U.S.

In addition to funding research and supporting the training of pediatric oncology fellows, **CURE's patient and family services** are a critical part of CURE's mission. Essential to the successful treatment and well-being of patients and their families, these programs help provide the human support that lends strength and comfort to families at critical junctures in the treatment process. Initiatives include:

- [Early Outreach Program](#) - connecting with families at diagnosis and providing important resources, helping them move from a place of isolation into a community of support
- [Professional Counseling](#) – providing professional counseling for childhood cancer patients and their immediate family members at little or no cost
- [Open Arms Meal Program](#) – serving meals to hospitalized children and their caregivers 3-4 times each week, providing food, fellowship and emotional support
- [Family Emergency Fund](#) – providing emergency assistance to families in need to ease some of the financial burdens caused by the cost of ongoing treatment
- [Bereavement Care](#) – CURE offers ongoing bereavement support - from counseling to the Annual Weekend of Hope and Healing and Legacy of Love retreats



CURE's organizational culture is unique. It is defined by values that include accountability, passion, reliability, partnership and constant focus on fulfillment of organizational mission. Thanks to an engaged Board, a strong, committed staff and an army of loyal donors and volunteers, CURE has compelling clarity of purpose and is comprised of and supported by people who view the battle to beat childhood cancer as a calling.

THE RESPONSIBILITIES

CURE's new Director of Development will bring a mature fundraising perspective and demonstrated success in resource cultivation, particularly in annual campaign planning, major gifts and donor relations. She or he will be experienced in working as a partner with a diverse group of organizational leadership, staff and stakeholders and leading organizational efforts to reach goals.

Specifically, the Director of Development will:

- 1. Be a visionary, proven fundraising leader.** The Director will be a dynamic, bold, big-picture professional with a record of fundraising success and partnership with a strong Executive Director and Board. This individual will be strategic, innovative and inspiring. She or he will excel at telling the CURE story and building relationships. The Director will advance CURE's development capacity and will set, lead and achieve clearly defined objectives consistent with organizational goals.
- 2. Guide the department and staff.** The Director will enjoy growing the capacity of CURE's development efforts and a team and building on and advancing a culture of collaboration and high standards. She or he will be both an outstanding strategist and a hands-on player-coach. The Director will advance systems, collaboration and accountability. He or she will manage the department with skill and poise, combining business acumen, planning and forecasting ability with strong execution skills. By being someone others want to work with, and an authentic leader of philanthropy, the Director will help transform the organization in ways that elevate and prioritize resource development.
- 3. Lead CURE's efforts to grow private support.** The Director will have led growth in contexts relevant to CURE. She or he will bring expertise in all areas of fundraising, with special strengths in relational major and planned giving solicitation, annual campaigns, and individual giving. The Director will understand and communicate passionately about the research CURE supports and will be nimble at matching organizational aspirations and needs with the interests and passions of donors.
- 4. Be a compelling external representative for the organization, joining the Executive Director as a key face of CURE with the board, donors and the community.** The Director will be a credible and compelling representative of CURE and its initiatives. The Director will expand CURE's base of support through frontline fundraising, presentations, written communications and social media. He or she will be a persuasive and effective presenter and communicator



with comfort in a wide range of forums, inspiring confidence in CURE's mission as a part of their regular interactions with a diverse spectrum of audiences.

5. Actively build relationships that will support CURE's fundraising, advocacy and overall profile in the community – further establishing it as an organization that is highly effective and deeply credible. The Director will cultivate, deepen and steward current and new relationships and play a significant role in enhancing CURE's ability to connect with supporters and grow its network of influence. Through proactive and deliberate efforts to connect with key individuals and organizational audiences, the Director will position CURE to more fully engage people in the organization and its work.

THE CANDIDATE



The ideal candidate is an experienced development professional who brings significant experience, a passion for CURE's mission and an authentic excitement about growth and cultivating support.

Knowledge of healthcare, research organizations or similar fundraising environments is highly valued. Personal assets will include humility, a collaborative spirit, high emotional intelligence, listening and communication skills and confidence born of authentic ability.

Assets being sought include:

- Superior intellect, presence, gravitas and credibility
- A team builder and team player
- A charismatic, high-energy relationship builder—someone people want to work with
- A strong sense of humility; someone who understands working in service of a mission
- A senior leader who will be a trusted partner to the Executive Director
- Strategic, organizational and prioritization abilities; a good multi-tasker and time/resource manager
- High emotional intelligence, listening and relational skills
- An independent self-starter, innovator and entrepreneur; a high degree of intellectual curiosity and an appetite for continuous learning
- The ability to work towards goals without being easily discouraged
- A penchant to drive progress, own the work and be accountable
- Exceptional ability to communicate and connect people with the mission

- A person who rolls up the sleeves to get things done
- Someone who is comfortable working in a collaborative, shared leadership structure with dotted line relationships and joint accountabilities
- Tenacity, grit and persuasion skills
- A sense of humor
- A minimum of 7-10 years of progressive experience in a fundraising role/environment of comparable size and scale; 5 or more years of experience directly managing people (preferably development staff)

THE RELATIONSHIPS

The Director of Development will report to the Executive Director and help lead the development staff through a functional, matrix structure as well as manage relationships with the Board, high-level volunteers and donors. The Director of Development will be the senior development officer of the organization, an integral partner and trusted advisor to the Executive Director, part of CURE’s senior leadership team and a collaborative member of a loyal and dedicated team of 17 employees.

Reports to:	Executive Director
Oversees the work and outcomes of CURE’s development efforts through relationships that include:	<ul style="list-style-type: none"> • Special Events Manager (Atlanta) • Special Events Manager (Savannah) • Special Events Assistant (Atlanta) • Assistant Director of Development (Savannah) • CURE’s Board of Directors, Young Professional Leadership Council • Senior Director of Operations and Strategic Partnerships • Senior Manager, Analytics • Database Manager • CURE’s Director of Patient and Family Services • Director, Savannah • Director of Communications • Director of Marketing • CURE’s patient families • Current and prospective donors • Leaders and partners in the Healthcare and Cancer communities • Corporate, foundation and program partners of CURE

THE LOCATION

CURE is located in Atlanta, home to over six million residents and considered among the most dynamic metro areas in the U.S. Regularly cited for its livability, Atlanta ranks in the top five cities nationally for Fortune 500 headquarters. It is home to the world's busiest airport and major educational institutions including Emory University, Georgia Tech, Georgia State University and the country's largest consortium of historically black colleges and universities.

Nationally prominent public-benefit and nonprofit health care and research organizations based in Atlanta include the CDC, the Task Force for Global Health, CURE Childhood Cancer, the American Cancer Society, Grady Memorial Hospital, Children's Healthcare of Atlanta (which includes the AFLAC Cancer and Blood Disorders Center, Hughes Spalding, Egleston and Scottish Rite hospitals) and Emory University and Hospital.

For more information please visit <https://www.atlanta.net/>

For more information regarding this opportunity, please email
CURE@boardwalkconsulting.com

or call

John Sparrow or Diane Westmore at
404-BoardWalk (404-262-7392).

For the current status of this and other searches, please visit
www.BoardWalkConsulting.com

