



DIRECTOR OF PHILANTHROPIC PARTNERSHIPS

ByalaSearch LLC is pleased to announce that our firm has been retained by the Broad Institute to identify candidates for the position of Director of Philanthropic Partnerships.

ABOUT THE BROAD INSTITUTE

The Broad Institute of MIT and Harvard is a research organization that convenes a community of researchers from across many disciplines and partner institutions—MIT, Harvard, and Harvard-affiliated hospitals.

Based in Cambridge, Massachusetts, the Broad Institute was founded in 2004 to fulfill the promise of genomic medicine—three years after completion of the Human Genome Project, which Broad scientists helped create and lead. Their origins are rooted in genomics, and as biomedical research and knowledge have expanded since 2004, so have they. Their researchers are deeply collaborative, nimbly launching innovative, high-risk projects at every scale, gaining insight into the biological mechanisms of disease, inventing new technologies, building and implementing computational tools, developing new therapeutics to advance into the clinic, mentoring and training the next generation of scientists, and sharing their data and tools openly to enable breakthroughs anywhere.

Accelerating biomedical research and improving human health require diversity of all kinds in the community—in education, training, background, perspectives, interests, and identity—because it expands creativity in how they approach problems and find solutions. Broad aims to ensure that the benefits of genomic medicine are shared by all.



PRIMARY FUNCTION

Reporting to the Director of Development and Advisor for Science and Partnerships at the Broad Institute, the Director of Philanthropic Partnerships is responsible for working collaboratively to support the cultivation, solicitation, closure and stewardship of high-level philanthropic gifts. Additional responsibilities include:

- Working closely with the Chief Development Officer and the Director of Development and Advisor for Science and Partnerships, and others across the Development team to develop and advance specific strategies to substantially increase giving in the 7-9 figure range.
- Working to secure high level support for the Stanley Center for Psychiatric Research; serving as the philanthropic node for the Stanley Center.
- Focusing on soliciting gifts of 7 and 8 figures and supporting the solicitation of 9-figure gifts for the Stanley Center. Developing a robust pipeline of potential donors for the Stanley Center.
- Planning and implementing major donor cultivation and solicitation strategies to secure funding for institutional priorities.
- Establishing strong collaboration with senior administration and scientists to achieve fundraising objectives including identifying new prospects, creating new avenues of cultivation and developing solicitation strategies.
- Working with a variety of prospects, and collaborating closely with faculty, senior administration, and colleagues across the institute to develop and nurture principal gift donor opportunities.
- Participating in overall strategic planning for cultivation and solicitation across the development team's prospect portfolio.



- Developing a deep understanding of the institute’s complex scientific fundraising priorities, and effectively translating them to donors.
- Serving as an effective spokesperson for the Institute.
- Serving as a resource to the Chief Development Officer, the Director of Development and Advisor for Science and Partnerships and the Development team. When needed, working collaboratively across the team on drafting, reviewing and editing gift proposal drafts, letters, reports, briefings etc.
- Maintaining advanced knowledge and understanding of development techniques and fundraising best practices to interact capably with donors and their advisors on charitable gifts.
- Additional duties as assigned.

POSITION DESCRIPTION

Ideal Skills and Experience:

- Bachelor’s degree required. Advanced degree preferred.
- Minimum 10 years of successful experience soliciting or supporting the solicitation of 7- and 8-figure gifts with the experience or desire to support giving at the 9-figure level; directly supporting volunteer leadership and other organizational leadership, such as boards, senior management, or physician leadership in a complex environment.
- Proven experience with appropriate assessment and discreet handling of situations and expectations characteristic of high and ultra-high net worth donor constituencies.

- History of high-end relationship management in an academic or biomedical setting with experience working with faculty and academic leaders to convey an institution's mission and academic priorities to a variety of audiences.
- Experience working effectively with leadership, staff, and volunteers providing quality support to inspire them to action and ensure that their experience is meaningful and productive.
- Excellent communication skills, organizational skills, and attention to detail.
- Ability to manage competing demands and changing pace of priorities; comfortable dealing with all levels of institute staff.
- Positive energy, enthusiasm, and drive to set and achieve ambitious goals as part of a team.
- Natural curiosity and ability to quickly absorb, comprehend, and articulate complex concepts.
- Mastery in the use of relational donor databases and tools for reporting.

Critical Competencies for Success:

- Track record of successfully closing 6-, 7-, and 8-figure gifts through individual or institutional philanthropy with the ability to forge new relationships with donors and steward long-term relationships; skill to move prospects along the giving continuum.
- Understanding of transformational philanthropy and application of this lens to prospect identification.
- History of collaborating with a high-performing team soliciting 8- and 9-figure gifts.
- Ability to articulate strategic needs and scientific research of an institute to a variety of audiences both internal and external; demonstrated curiosity and interest in basic and translational science research working closely and successfully with PIs, researchers and scientists.



- Sensitivity, emotional intelligence, and adaptability to operate in a matrixed, complex environment engaging members of a philanthropy team, scientists and administrators across an organization.

Other Characteristics:

The Director of Philanthropic Partnerships at the Broad is passionate about the Institute’s mission supporting groundbreaking basic and translational research. The placement brings superior communication skills with a clear and crisp yet warm presentation style and is a highly organized team player. The Director will have the maturity, wisdom, and collaborative skills to garner the trust and confidence of the Development team, Institutional and Administrative leadership, Board of Directors, donors, staff, and other constituents. The placement has superior interpersonal skills and the ability to communicate on multiple levels with a strong work ethic and commitment to institutional success. The successful candidate is a self-starter with the desire and ambition to work in an organization that is evolving at an accelerated pace and can mobilize a team to support this kind of growth. The Director is someone who relishes a dynamic environment and teamwork as well as hands-on collaboration. Unlike any other institution, the Broad is innovative in its philanthropy as much as in its research, and the individual should have a proven customer-service orientation and be a skilled translator of basic scientific research to donors. The successful candidate will be comfortable in this fast-paced setting and have the intellectual curiosity and personal motivation to achieve the goals of the Broad in support of its sophisticated scientific mission.

WORK ENVIRONMENT

The current expectation is staff will be in office at minimum two days a week, typically Tuesday and Wednesday.



KINDLY SEND NOMINATIONS OR EXPRESSIONS OF INTEREST TO:

Lisa Byala

Principal, ByalaSearch LLC

broaddopp@byalasearch.com

T: (646) 898–2093

www.byalasearch.com

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