



SCLERODERMA RESEARCH FOUNDATION

Executive Search – Director of Philanthropy
Hybrid remote based – Bay Area or Los Angeles

Sterling Search Inc. has been exclusively retained to recruit for the **Director of Philanthropy (DOP)** for **Scleroderma Research Foundation (SRF)**.

The Scleroderma Research Foundation’s mission is to find, fund, and facilitate the most promising research that will result in improved therapies - and ultimately a cure - for scleroderma. A rare auto-immune disease, scleroderma is a complex, chronic, debilitating, and sometimes deadly rheumatic disorder. As the nation’s leading nonprofit investor in scleroderma research, the SRF is laser-focused on funding groundbreaking research and fostering collaboration among the world’s foremost scientists and clinicians to deepen our understanding of scleroderma and improve the lives of those living with the disease. Led by a [Scientific Advisory Board](#) comprised of some of the most highly regarded scientists in the U.S., the SRF’s [research program](#) actively seeks out and recruits experts from the fields of immunology, genetics, and fibrosis, to join the mission.



Since its inception in 1987, SRF has raised more than \$50M and gained recognition as a leader and catalyst for innovation and excellence. SRF raises funds primarily through individuals and corporations. Their signature Cool Comedy Hot Cuisine fundraising event is held annually in New York, Los Angeles, or San Francisco, and had been hosted for 30 years by former board member actor/comedian **Bob Saget** and founding board member chef/restaurateur **Susan Feniger**. It has raised more than \$27M to date to support scleroderma research and has increased global awareness about the disease. With Bob Saget’s recent passing, his long-time friends, musician **John Mayer** and comedian **Jeff Ross**, will join Susan Feniger

and Bob’s wife, **Kelly Rizzo**, to host this year’s event.

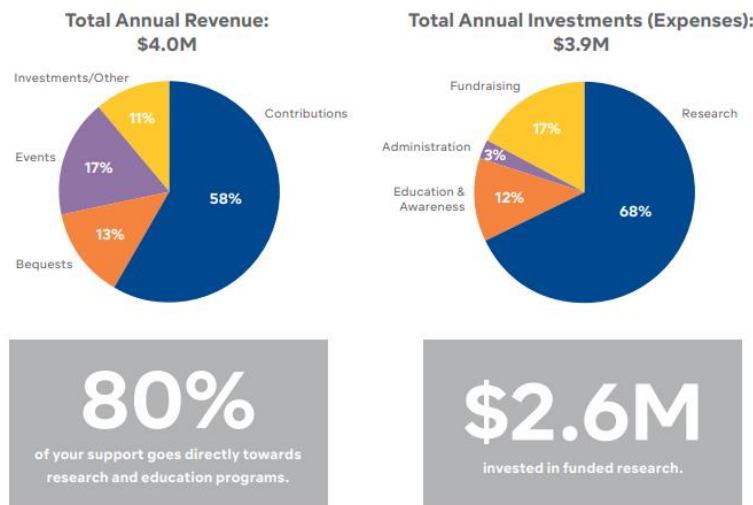
Headquartered in San Francisco’s Financial District, the SRF is poised for growth. In partnership with a well-respected and seasoned fundraising Executive Director, the Director of Philanthropy’s key responsibility is to manage and grow a multi-faceted fundraising program including an annual fund campaign and a major gift program.

The DOP will work closely with a dedicated, active, and impressive board of directors. The Board has a \$10,000 give/get expectation and boast 100% compliance with board members making significant gifts each year including several giving over \$100k. The Board is unified in its their vision of significantly increasing

revenue in support of research to eradicate this disease. While individual board members come from many different professional backgrounds and bring diverse talents to the SRF, they are united by their passion to improve the lives of people living with scleroderma. As a testament to the caliber of members and level of passion for the mission, The Board Chair led a ground-breaking effort to design, fund, launch and administer a first-of-its-kind longitudinal patient registry (CONQUER), in partnership with 17 major medical institutions. Nearly 600 enrolled patients to-date are contributing to the registry database which is enabling sophisticated studies to help transform the understanding of scleroderma.

Additionally, actress, producer and Oscars host Regina Hall, whose mother suffered from scleroderma, serves on the Board as a dedicated media spokesperson by helping to shine a spotlight on the SRF and its disease awareness initiatives.

2021 Total Annual Revenue and Investments



Website: <https://srfcure.org/>

Annual Report: https://srfcure.org/wp-content/uploads/2022/06/SRF_Annual_Report_2021_Online.pdf

Position

Position Summary

Under the supervision of the Executive Director, the Director of Philanthropy will join a small but experienced and highly accomplished team of professionals to lead all fundraising initiatives of the SRF. They will work closely with the Executive Director and Board members, serving as a thought partner in a highly collaborative environment where they are exposed to every part of a flourishing nonprofit organization. Additionally, they will benefit from a well-defined operations plan that identifies areas of focus and strategy for revenue and non-revenue goals.

The ideal candidate will be a development generalist with expertise in Major Gift moves management including a) prospect identification and qualification, b) personalized cultivation and solicitation of donors, c) meaningful individualized donor stewardship. They will lead the production of all fundraising collateral including an Annual Report, and collaborate with the SRF colleagues to tell stories of impact that drive bi-annual appeal campaigns, currently supported by a very loyal following from the scleroderma community.

The Director of Philanthropy will also manage and grow the newly established Bob Saget Memorial Scleroderma Research Fund and Planned Giving Program, as well as partner with Board members in the cultivation and

solicitation of various corporate partnerships – including partnerships connected to Cool Comedy • Hot Cuisine, as well as other patient education and disease awareness initiatives. The Director of Philanthropy will report to the Executive Director, supervise one direct report (Raiser’s Edge Donor Database Manager) and partner with external consultants to achieve long-term goals, while also balancing the day-to-day needs of the organization.

Job Summary

What you will do:

- Serve as a thought partner for the ED to develop annual fundraising strategies. Oversee the execution of strategic development deliverables to meet established fundraising goals (\$3.7M in FY22)
- Positively represent the organization in all engagement efforts. Manage and grow a portfolio of annual and major donors/prospects and develop strategies to move donors through the giving pipeline.
- Personally identify, qualify, cultivate, solicit, and steward a portfolio of donors and prospects to meet defined fundraising goals.
- Staff the ED and BOD members with the management of their donor portfolios and provide support for solicitation efforts.
- Collaborate with program experts to define Major Donor funding opportunities and ensure funded deliverables are met.
- Manage and grow membership in SRF’s Legacy Society through active planned giving outreach, cultivation, and stewardship; identify new planned giving prospects.
- Lead and implement twice-yearly direct mail/social media appeal campaigns; a) analyze donor data to define segmented outreach strategy, b) draft appeal copy and oversee staff in the design & production of mailed & emailed appeals and, c) collaborate with SRF Communications Manager to develop a social media strategy and posts to support appeal campaign
- Lead production of the Annual Report; write copy drafts, proofread, work with Marketing team to direct thematic design, manage approval process with reviewers.
- In collaboration with ED and BOD Committees, solicit individual and corporate event sponsors for an annual Patient Forum and signature Cool Comedy Hot Cuisine fundraising event.
- Prepare high touch donor updates delivered via email, phone calls and donor visits. Produce copy for email messaging and PPT decks for presentations.
- Supervise and collaborate with the donor database manager to ensure high-quality reporting, timely gift processing, pledge management and tax acknowledgements.
- Participate in multi-city travel several times per year where there is a critical mass of donors and prospects.

Qualifications & Skills

- 8+ years of experience developing and executing fundraising strategies and programs, demonstrated expertise in fundraising best practices and standards.
- Broad-based knowledge and proven track record managing a wide range of development initiatives including annual campaigns, major donor relations, corporate partnerships, planned-giving, event fundraising, direct appeal solicitations and stewardship.
- Proven success and enthusiasm in cultivating and securing major gifts, ability to personally solicit and close a gift.
- Outstanding verbal and written communication skills; a confident public speaker and copywriter.
- Demonstrated experience using CRM/donor database systems - preferably Raiser’s Edge; ability to use tools to analyze donor data and personally record moves management.
- Knowledge of prospect research best practices, experience with Donor Search preferred.
- A good listener and strategist; comfortable receiving input from many sources; able to analyze and distill disparate information to formulate a sound, well-organized plan.
- Collaborative and team-oriented; demonstrated skills in coordinating and supporting the fundraising activities of staff, board, and volunteers.

- Exceptional organizational skills; can manage and facilitate competing priorities; excellent follow-through and attention to detail.
- Energetic, creative, and resourceful with a positive attitude; a driven problem solver, and strategic thinker.
- Experience in a health-related organization preferable.
- Proficient with Microsoft Office suite, video conferencing software (e.g., Zoom, Microsoft Teams), Raiser's Edge or other CRM platforms. Experience with Online Donation Platforms (Classy or similar) Wealth Screening tools (Donor Search) a plus.

About the opportunity:

This is a **hybrid work from home opportunity** – our office is located in San Francisco (Financial District, 1 block from BART). The SRF will consider a **fully remote opportunity for candidates based in Los Angeles**, who will be expected to meet regularly with BOD members in that region.

A competitive compensation and benefits package including affordable health care (medical, dental, and vision); life and disability insurance, 403b plan, flex spending account, and a healthy work-life balance with very generous holiday and vacation benefits will be offered to attract an outstanding candidate.

To be confidentially considered, or to make a recommendation, please contact:



Julie Lugo (310) 909-4897, or Nicole Seipel (310) 948-2535
julie@sterlingsearchinc.com or nicole@sterlingsearchinc.com
or apply directly at XXXXXX INSERT LINK

The SRF is an equal opportunity employer, committed to a diverse and inclusive workplace. SRF employees are proud of their colleagues, proud of where they work, and proud of the Foundation's research-focused mission.

Direct all correspondence emails and telephone calls to Sterling Search, Inc. Any resumes sent or telephone calls made to the SRF will be redirected to Sterling Search, Inc.