



Boyden Executive Search Contact

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Position Summary

The Executive Director of Development is the Chief Development Officer for the West Virginia University Rockefeller Neuroscience Institute (WVURNI) and a key fundraiser for the WVU Foundation in the Medical Development Office on the Health Sciences Campus.

This position will lead fundraising efforts and represent the WVURNI in a range of venues and activities. Reporting directly to the Associate Vice President of Medical Development, Clinical Programs, the Executive Director will create a comprehensive, integrated development program, which is ready to perform at an unparalleled level of accomplishment in support of the WVURNI's mission of developing innovative solutions for West Virginians and those across the world with neurological and psychiatric conditions. The Executive Director must have a strong working partnership with the Executive Chair and leadership of the RNI, as well as members of WVU Medicine leadership.

As the Chief Development Officer, the Executive Director exerts strategic leadership related to the engagement of high-potential prospects (individuals, foundations, and corporations) in support of the WVURNI's funding priorities. This position requires a major and principal gift officer first and foremost, working with grateful patient prospects and those who are interested in supporting advanced neurological science/treatment. The successful candidate must possess demonstrated and successful leadership, management, operational, and communication skills combined with a track record of accomplishment in fundraising and relationship building. The WVURNI offers an energetic, highly complex working environment with many opportunities for the right person.

The WVURNI is led by Ali Rezai, MD, an internationally recognized neurosciences pioneer. Dr. Rezai is a board-certified neurosurgeon and leader whose clinical areas of expertise include the neurosurgical and neuromodulation management of patients with Parkinson's disease, dystonia, chronic pain, brain and spinal cord injuries, as well as severe mood and anxiety disorders. A renowned innovator, surgeon, and creator, Dr. Rezai serves as Executive Chair and Vice President of Neurosciences for WVU Medicine. He also serves as Associate Dean and the John D. Rockefeller IV Tenured Professor in Neuroscience at the WVU School of Medicine. Appointed in September 2017, Dr. Rezai brings a new vision and strategic thrust to neuroscience research at WVU, one that includes deployment of an array of initiatives and technologies to improve brain health. Examples include neuromodulation, robotics, brain-computer interface, and virtual reality. WVURNI is headquartered on WVU's main campus located in Morgantown, West Virginia.

The addition of Dr. Rezai to the WVU Medicine team exemplifies the commitment of WVU leadership to build West Virginia University's medical enterprise – academic, research, and clinical – to world-class status. WVU President E. Gordon Gee, President and CEO of West Virginia University Health System Albert Wright, and Clay Marsh, MD, Chancellor and Executive Dean for Health Sciences, continue to target rapid growth for WVU Medicine. In the past five years, more than 300 doctors from outside of West Virginia and from some of the most prestigious academic medical centers in the United States have been recruited to the University and its health system with the goal of expanding the number of healthcare services available to the people of West Virginia and further positioning WVU as a national leader in medical research.

Essential Duties and Responsibilities

- Lead prospect relationship-building efforts and solicitation of private philanthropic support for the WVURNI, with a focus on major (\$50K+) and principal gift (\$1M+) donors. Create and manage a portfolio of prospects and donors (including individuals, foundations, and corporations) on behalf of the faculty and leadership of the WVURNI.
- Work closely with strategic partners in the WVU Foundation to capitalize on resources in annual giving, leadership annual giving, planned giving, foundation/corporation relations, donor relations, and marketing to support the priorities of the WVURNI.
- Responsible for meeting annual key performance indicators for fundraising based on outreach, cultivation, solicitation, and philanthropic support received.
- Expand the base of support by building a comprehensive and strategic grateful patient program, in collaboration with colleagues at the WVURNI and WVU Foundation.
- Manage and direct WVURNI's participation in a University-wide comprehensive campaign, with a focus on health and wellness, student success, and solutions to real-world problems.
- Build strong working relationships with leadership and faculty at the WVURNI, to develop trust and promote fundraising as a priority.
- Identify, enlist, motivate, guide, and support volunteers, including faculty physicians, for participation in overall program accomplishment, especially principal and major gift solicitations.
- Utilize the WVU Foundation data system to record prospect and donor contact actions, planned cultivation and solicitation strategies, and as the basis for reporting on attainment of quantifiable key performance metrics.
- Provide comprehensive, timely, and innovative stewardship for gifts from donors while elevating the importance of this function to strengthen the interest, satisfaction, and commitment to the WVURNI.
- Coordinate fundraising activities and prospect management with Health Sciences, School of Medicine, and WVU Foundation development staff to strengthen the WVURNI development program, coordinate work on multiple-interest prospects, and enhance results.

Education and Experience

Candidates must have:

- A bachelor's degree from an accredited institution. (A master's degree is preferred.)
- A minimum of five years of progressive experience in development.
- A history of successful principal and major gift solicitations.

Preference will be given to candidates with:

- Greater experience in development and with grateful patients.
- Experience with neuroscience or medical programs in higher education fundraising.
- Experience at a comprehensive university.
- A demonstrated track record in major/planned giving and fundraising experience in an academic healthcare setting is highly desirable.

Travel

Travel, including overnight, is required as needed.

Boyden Team**Daniel C. Grassi**

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About Boyden

Founded in 1946, Boyden global executive search was the first firm to focus entirely on retained executive search. Others would soon follow, using many of the basic tenets and principles that Sidney Boyden put in place: maintaining a strict code of ethics and standards; establishing a global presence; creating uniform processes; and working with highly experienced business partners. These aspects of Sidney Boyden's vision are still in use today.

Boyden continues to be a leader in the executive search industry. Through the ever-expanding use of cutting-edge technology, while always adhering to strict ethical standards, we remain true to our rich heritage as the founders of retained executive search. We cover the globe with over 70 offices in more than 40 countries, led by resident professionals adept at working in a global economy. We are poised to help our clients find the people who will lead them today and into the future. In addition to retained executive search, Boyden works with clients seeking advice regarding their Boards. We also assist clients with interim management and leadership assessment.

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