

PANCREATIC
CANCER
ACTION
NETWORK

SENIOR VICE PRESIDENT OF DEVELOPMENT

ABOUT PANCREATIC CANCER ACTION NETWORK

Pancreatic cancer is one of the world's deadliest cancers. This year alone, pancreatic cancer will kill more people than breast cancer. Survival rates among cancer patients are one of the lowest with only 10 percent of people surviving five years after diagnosis. According to the International Agency for Research on Cancer, of the 18 million cancer diagnoses predicted worldwide in 2021, nearly half a million will be pancreatic cancer. Founded in 1999, the Pancreatic Cancer Action Network (PanCAN) is dedicated to fighting the world's toughest cancer. In an urgent quest to save lives, PanCAN attacks pancreatic cancer on all fronts: biomedical research, clinical initiatives, patient services, and government advocacy to increase federal research funding.

PanCAN's newest initiative is Precision PromiseSM, an adaptive clinical trial platform approved by the FDA in 2019. Precision PromiseSM is open at 15 top institutions nationwide, with additional sites to come. It is what the pancreatic cancer field and the patient community have been waiting for, hailed for its ability to transform the way clinical research is done for pancreatic cancer.

PanCAN's effort is amplified by a nationwide network of grassroots support who collectively are determined to create a world in which all patients with pancreatic cancer will thrive. After seeing too little progress in pancreatic cancer survival for far too long – PanCAN is boldly taking action to improve the lives of everyone impacted by pancreatic cancer by advancing scientific research, building community, sharing knowledge, and advocating for patients.

PanCAN's work is critical, meaningful and it changes lives every day, and as such they are seeking team members who will stop at nothing to make progress for patients, and who will support PanCAN's core values: Deliver Excellence, Gratitude and Service, Accountability, Team and Sparkle Spirit. We invite you to learn more at www.pancan.org.

Key Facts

- \$40 million budget for FY21
- 150 full time staff
- 14-member Board of Directors
- 10 paid holidays; 17 PTO + 6 sick days in first year; Summer Fridays; Winter break; 401(K) match

Programs

[Research](#)
[Resources and Services](#)
[PurpleStride](#)
[Advocacy](#)
[Precision PromiseSM](#)
[Clinical Trial](#)

Visit



THE POSITION

Reporting to the Chief Development and Community Engagement Officer, the Senior Vice President of Development is responsible for integrating all individual giving channels and managing a comprehensive major and principal gift program to support the organization’s goal to raise \$80M annually. This position has direct responsibility for a significant percentage of the organization’s revenue portfolio and will lead and grow the Development team. In addition, the Senior Vice President, Development will have front-line fundraising responsibilities for transformational gifts in collaboration with the CEO and Major Gift team.

The Senior Vice President of Development directly manages a team of three, including the Vice President, Leadership Giving, the Senior Director of Development, and the Vice President, Stewardship. As a member of the PanCAN leadership team, the Senior Vice President of Development will collaborate with executives to support cross-departmental organizational initiatives.

While the preference is for this position to be in PanCAN’s Manhattan Beach, CA or Washington, DC, the Senior Vice President, Development, can reside in a city with a major airport.

MAJOR OBJECTIVES

Within the first 12 to 18 months, the Senior Vice President, Development will achieve the following major objectives:

- Monitor and execute the five-year growth plan for the major gifts team, including the appropriate staffing structure, mentoring of current staff, and hiring of additional major gift officers.
- Creating an annual plan and budgets for the development team.
- Inspiring the development staff through effective motivation and team building, fostering an atmosphere of high performance, focus and energy for organizational goals.

RESPONSIBILITIES

The Senior Vice President, Development will have the following primary responsibilities:

- Continue to develop, execute, and grow a comprehensive, multi-year strategy for all individual giving channels, including major and principal gifts.
- Oversee operating plans and metrics for all major gift frontline-fundraising staff.
- Oversee board giving strategy.
- Develop and implement strategies that promote long-term sustainable growth in all individual fundraising channels and deepen PanCAN’s relationships with its donors and community, including overseeing a comprehensive stewardship plan.



- Identify, cultivate, solicit, and steward any assigned major and principal gift prospects and donors to achieve individual fundraising goals.
- Oversee the process for working across the organization to identify funding needs, prospects, and strategies to successfully meet the organization’s funding needs and objectives.
- Oversee the strategies and development of five-year growth plans for all individual fundraising channels including Direct Response, mid-level giving, foundations, workplace giving and legacy giving.
- Expand and diversify donor base/pipeline including corporate giving strategy (preferred) and work closely with other leaders to secure funding for new initiatives.
- Oversee the strategy for the prospect research team for identifying prospects that models best practices.
- Collaborate with Community Engagement staff to best identify, cultivate, secure and steward donors giving through all affiliate channels.
- Work with the Chief Development and Community Engagement Officer to execute a cohesive development strategy that leverages the field fundraising abilities, nationwide network of donors and volunteers that drive acquisition, revenue, and retention.
- Inspire the development staff through effective motivation and team building, fostering an atmosphere of high performance, focus and energy for organizational goals.

QUALIFICATIONS

The ideal Senior Vice President, Development will bring most of the following qualifications:

- Four-year degree in business, non-profit management, marketing, or related field is required. An advanced degree would be an advantage.
- A minimum of 12 years progressive team management experience in non-profit organization fundraising including major gifts required; experience with corporate giving strategy and knowledge of peer-to-peer fundraising, preferred.
- A deep, broad knowledge of development and ability to successfully execute all aspects of fundraising.
- Track record of creating and implementing strategic fundraising initiatives, resulting in significant revenue growth and improved operations with a demonstrated understanding of fundraising activities associated with individuals and foundations.
- Experience working effectively and respectfully as part of a committed, integrated team.



- Considerable and demonstrated success in leading fundraising efforts including experience and understanding of the systems necessary to ensure a successful major gifts program.
- Solid business sense coupled with budgeting expertise and a propensity towards strategic thinking and planning.
- Excellent interpersonal skills and the ability to establish and maintain positive relations with staff, Board members, major donors, prospects, corporations, foundations, and other non-profit partners.
- Excellent communication skills, including the ability to converse effectively and concisely, both in writing and orally, listen as well as give advice, and respect the ability of others. Must communicate with authenticity and inspiration.
- Thorough understanding of prospecting, reporting, acknowledgment, and stewardship systems, as well as database management.
- Must be able to chart an impactful path forward for the organization despite ambiguity.
- Must be a transformational leader who can encourage, inspire, and motivate employees to innovate and create change that will help grow and shape the future success of PanCAN, with a thorough understanding of the change management aspects of driving innovation.
- Ensure organizational alignment with the needs of constituents and ensures the mission is executed with care and compassion.
- Understands the competitive landscape, the organization's place in it and where innovative thinking would be most impactful and transformative.

APPLICATION

The Pancreatic Cancer Action Network has retained Campbell & Company to conduct this search. The team for this project includes Marian DeBerry and Alexandra Catuara. To be considered for this opportunity, please send a letter of interest and resume to:

ALEXANDRA CATUARA

Associate Consultant, Executive Search

Alexandra.Catuara@campbellcompany.com

(312) 506.0060 direct

At the heart of our organization, we seek to inspire and nurture the human spirit – which we refer to as “sparkle spirit” – understanding that each person brings distinct, valuable life experiences to the table.

Our team members are diverse not only in gender, race, ethnicity, sexual orientation, disability, religion, and age, but also in cultural backgrounds and ideas. Embracing diversity enhances our work culture and drives the core of our success.



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