



## **PRESIDENT, FOUNDATION**

*We are with you every step of the way.*

### **ABOUT JOURNEycARE**

JourneyCare is the new combined organization of Horizon Hospice & Palliative Care, JourneyCare, and Midwest Palliative & Hospice CareCenter. The three organizations came together in 2015 to provide greater services to more patients and families across ten counties in the Chicago area and northern Illinois.

With over 100 years of combined expertise, JourneyCare provides palliative, supportive and end-of-life care, helping people facing serious illness live life to the fullest, with dignity and without pain, on their own terms. The organization serves nearly 3,000 patients of all ages each day across a variety of care settings, including five inpatient Hospice CareCenters located in Arlington Heights, Barrington, Chicago, Glenview and Woodstock.

Working for JourneyCare is more than a career choice. Many have said that it's a calling that changed their lives. Care Teams are committed to making each day the best it can be for patients and families.

JourneyCare's current annual revenues are \$95 million, with 900 staff and 1,500 volunteers serving a ten county area in Chicago and northern Illinois. The new organization is one of the largest in Illinois dedicated to providing hospice and palliative care.



### **ABOUT THE FOUNDATION PRESIDENT**

The JourneyCare Foundation was founded in 1992 to help JourneyCare keep one of its most important promises: never turn anyone away because of inability to pay. Palliative, supportive, and end-of-life care is available to all who can benefit. Donations help ensure that JourneyCare can continue advancing care and providing compassionate, exceptional care to patients and families throughout the ten county service area, and that everyone who is in need of services receives the support they need.

The JourneyCare Foundation supports covering costs related to uninsured or underinsured patients; developing innovative programs to advance care (such as JourneyCare's All About Kids pediatric programs to provide specialized, compassionate care and support for infants, children and families facing serious or life-limiting illness; integrative therapies programs to complement care; and expanded grief support services for families and the community); and

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supporting research and education for the community, healthcare providers across the nation and JourneyCare staff members.

Reporting to the Foundation Board of Trustees, and under the day-to-day leadership of the President & CEO, The Foundation President provides overall strategic and operations leadership to the Foundation and leads the Foundation team in all aspects of fundraising, prospect development, donor stewardship and donor relations. The Foundation President is a new role, created in response to JourneyCare's current size, needs and complexity.

The Foundation staff includes ten professionals, seven of whom are direct reports. The Foundation President's peers include the Chief People, Communications, Operations and Financial Officers,



the Senior Vice President of Medical Excellence & Innovation, and the Vice Presidents of Clinical Services, Medical Services, Information Technology, Human Resources, Business Development and Quality & Compliance. Currently, the Foundation is generating approximately \$5 million in philanthropic support annually, with the goal of doubling that amount in the next few years.

### **RESPONSIBILITIES**

The Foundation President has the following responsibilities:

- Manage a comprehensive development staff of ten in the areas of major gifts, planned gifts, grants, development operations and special events; serve as a mentor and capacity builder.
- Lead the development and execution of strategic and annual operating plans for all areas of the Foundation including budgeting and staff performance goals.
- Create a clear vision for the Foundation and its staff that will support the overall mission and strategic plan of the agency; implement policies and procedures that will unify staff from the three merged organizations.
- Manage a personal portfolio of high-level donors and prospects, including those in collaboration with the CEO, Executive team and Board members.
- Collaborate effectively with agency leadership to implement strategic initiatives.
- Design and implement performance metrics that will build capacity, inspire growth and empower staff to advance the mission of JourneyCare.
- Advise senior leadership and Boards (Foundation Board, agency board and the combined development committee) on industry trends, performance measurements and best practices in development.

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- Works with the Foundation Board to address strategic priorities, recruit and train new board members.
- Participate in agency Board meetings, joint development committee and other board committee meetings as they related to the work of the Foundation and development.
- Collaborate with other senior staff in the production of the agency's annual report.

**QUALIFICATIONS**

The successful candidate will be an accomplished fundraising professional adept at carrying a portfolio of high-level donors while also managing a comprehensive development staff and working collaboratively with senior staff and board members.

The ideal candidate will bring the following qualifications:

- Minimum of 10 to 15 years of progressively responsible fundraising experience, including prior recent experience as a top development executive.
- Previous experience in healthcare, hospice and/or palliative care is advantageous.
- Significant experience cultivating and soliciting major gifts, independently and in partnership with senior leadership (executive staff and/or board members).
- Demonstrated ability to develop and implement new strategies and processes, implement performance metrics and motivate a high-performing comprehensive development staff.
- Experience in strategic planning and change management for a development staff.
- Prior experience serving as a member of an organization's senior management team.
- Extensive experience in board governance and engaging board leaders in pursuit of strategic development initiatives.
- High energy level and the ability to create a compelling vision that will motivate both donors and staff in support of JourneyCare's mission.
- Intellectually agile and capable of navigating complex political situations effectively and quietly.
- Current experience in the metro Chicago philanthropic marketplace and a strong understanding of the nuances of relationships in the region is advantageous.
- Strong business acumen and current knowledge of best practices in the field of development, particularly in support of healthcare-related missions.



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- A bachelor's degree in a related discipline; an advanced degree is preferred.

**APPLICATION**

This search is being conducted by Marian Alexander DeBerry, Director, and Colleen Rogers, Associate Consultant, Executive Search. Please direct inquiries, applications and nominations to:

**Colleen Rogers**

Associate Consultant, Executive Search

[colleen.rogers@campbellcompany.com](mailto:colleen.rogers@campbellcompany.com)

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*It is the policy of JourneyCare to afford Equal Employment Opportunities regardless of race, sexual orientation, ancestry, military status, age, religion, color, marital status, national origin, gender, or any other legally protected status.*

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