

 PANCREATIC  
CANCER  
ACTION  
NETWORK<sup>®</sup>

## NATIONAL DIRECTOR OF LEADERSHIP GIVING

### ABOUT PANCAN

Pancreatic cancer is one of the world's deadliest cancer. This year alone, pancreatic cancer will kill more people than breast cancer. Survival rates among cancer patients are one of the lowest with only nine 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 2018, 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 mission to save lives, PanCAN attacks pancreatic cancer on all fronts: biomedical research, clinical initiatives, patient services, and government advocacy to increase federal research funding. Their effort is amplified by a nationwide network of grassroots support. PanCAN is determined to improve patient outcomes today and to increase survival rates. After seeing too little progress in pancreatic cancer survival for far too long – it is the only major cancer with a five-year survival rate in the single digits – PanCAN is putting a stake in the ground with a goal to double survival rates.

We invite you to learn more at [www.pancan.org](http://www.pancan.org)

### PANCAN KEY FACTS

#### BY THE NUMBERS

- \$36 million annual budget
- 152 staff
- 12 Development staff
- \$51 million raised in FY 2018

#### VISION

**DOUBLE PANCREATIC CANCER**

**SURVIVAL BY 2020**

#### EXPLORE

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## THE POSITION

The National Director of Leadership Giving will lead all major gifts fundraising in their U.S. region. This new position reports to the Vice President of Major Gifts. The National Director of Leadership Giving will be expected to build and manage a portfolio of donors and prospects with the potential to make six-figure and seven-figure gifts to support their biomedical research, clinical initiatives, patient services and advocacy efforts. The National Director of Leadership Giving will bring an accomplished track record of establishing and growing major giving programs and will contribute in part to PanCAN's overall fundraising goal. The National Director of Leadership Giving builds a portfolio of major gift prospects and donors from individuals and organizations exhibiting trust, confidence, sensitivity, and professionalism.

## RESPONSIBILITIES

The National Director of Leadership Giving will have the following primary responsibilities:

- Develop and implement an integrated strategic cultivation plan that will generate major gifts from high-level, sophisticated donors and prospects within assigned region.
- Identify, qualify, cultivate, solicit and steward major gift prospects that meet and exceed all activity metrics and revenue goals.
- Build a strong portfolio of new donors and prospects that generates six-figure gifts from a wide range of sources.
- Build and maintain a strong portfolio of 100-125 current and new donors and prospects, utilizing senior PanCAN executives, board members, and volunteers as natural partners in cultivating and soliciting gifts.
- Develop and maintain positive, collaborative working relationships with the development and community engagement teams.
- Cultivate planned giving relationships that also creates a pipeline of new and existing donors as part of the Micki Love Society, PanCAN's legacy program.
- Act as principal donor strategist for each prospect in the portfolio with specific responsibility to develop a written donor strategy and relationship record of all interactions.



PANCREATIC CANCER

**3<sup>RD</sup>** LEADING CAUSE OF CANCER DEATH

#PACAN2020

**\$200 MILLION**  
by 2020

PANCREATIC CANCER ACTION NETWORK

## MAJOR OBJECTIVES

Within the first 12 to 18 months, the National Director of Leadership Giving will achieve the following major objectives:

- Generate from the portfolio at least three to five major gifts at the six-figure level, with a goal of raising at least \$2 to \$3 million annually within the next three years.
- Build a broad base of support for long-term sustainable revenues through PanCAN's medical and scientific leadership.
- Work closely with the development and patient services teams to develop successful donor partnerships with patients and families.

## QUALIFICATIONS

The ideal candidate will possess most of the following qualifications:

- A deep, passionate commitment to the Pancreatic Cancer Action Network.
- A minimum of five to seven years of successful fundraising experience in managing high-level donor and prospect relationships with a proven record of soliciting major gifts at the six-figure level or seven-figure level. Experience with major gifts in a healthcare environment would be an advantage.
- A proactive, transparent leader with the maturity, discipline, and drive to build new and existing donor and prospect relationships.
- A strong listener with the tact and sensitivity to engage well with a diverse range of donors, volunteers, patients, and families.
- Capacity to acquire an understanding of pancreatic cancer, as well as issues of regarding biomedical research, clinical studies, and patient services.
- Strong interpersonal and motivational skills that convey trust, flexibility, and integrity.
- Outstanding organizational skills and ability to manage multiple tasks simultaneously and meet deadlines and goals.
- Excellent communication and verbal skills with a persuasive ability to generate support on behalf of PanCAN.



- Ability to partner closely with senior leaders across the organization, including the CEO and executive leadership.
- Strong research, planning, analytical, and problem-solving skills, and an ability to effectively screen prospective donors from information provided by PanCAN leaders and volunteers
- High degree of technological proficiency with top fundraising software such as The Raiser's Edge.
- Ability to travel as necessary and attend activities as needed, including evenings and weekends.
- A bachelor's degree from an accredited university or college is required.

## APPLICATION

Pancreatic Cancer Action Network has retained Campbell & Company to conduct this search. The team for this project includes: Dan Nevez, Senior Consultant and Daniel Fissinger, Consultant.

To be considered for this opportunity, please send a letter of interest and resume to:

### DANIEL FISSINGER

Consultant, Executive Search

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The Pancreatic Cancer Action Network is an equal opportunity employer and makes employment decisions on the basis of merit. We want to have the best available people in every job. Therefore, the Pancreatic Cancer Action Network does not discriminate, and does not permit its employees to discriminate against other employees or applicants because of race, color, religion, sex, sexual orientation, gender identity or expression, pregnancy, marital status, national origin, citizenship, veteran status, ancestry, age (over 40), physical or mental disability (an impairment that limits a major life activity), medical condition (cancer-related or genetic characteristic), or any other consideration made unlawful by applicable laws. Equal employment opportunity will be extended to all persons in all aspects of the employer-employee relationship, including recruitment, hiring, upgrading, training, promotion, transfer, compensation, benefits, discipline, layoff, recall and termination.