

Paschal • Murray

EXECUTIVE SEARCH

Position Announcement

President

The Christ Hospital Foundation

Cincinnati, Ohio



Reports To

President/Chief Executive Officer

Organization Profile

The Christ Hospital Health Network

For more than 130 years, The Christ Hospital (TCH) has been dedicated to providing the best, most compassionate care for the Cincinnati community. By continually reimagining what healthcare can be, they have become more than just a hospital. Today, TCH is an extensive network of 6,500 employees, 1,200 physicians and 600 volunteers, serving patients in more than 100 locations throughout Greater Cincinnati.

The Christ Hospital Health Network (TCHHN) includes the main hospital campus in Mt. Auburn and The Christ Hospital Medical Center in Liberty Township, as well as centers and physician practices across the Tristate – all focused on providing the highest quality care in a convenient and affordable way.

The Christ Hospital is driving innovative research and giving patients new hope. With innovation, creativity and technical expertise, the priority is making sure that The Christ Hospital remains at the forefront of medical advances across the Tristate, the nation and the world for years to come.

Vision

Be a national leader in clinical excellence, patient experience and affordable care.

Mission

Improve the health of our community and create patient value by providing exceptional outcomes and the finest experiences, all in an affordable way.

Awards and Recognition

The Christ Hospital Health Network's commitment to excellent outcomes, affordable care and the patient experience continuously garners awards from leading healthcare organizations and publications.

- Ranked the #1 hospital in Greater Cincinnati for eight consecutive years by U.S. News & World Report and #5 in the State of Ohio.
- Named "Most Preferred Hospital" by the Greater Cincinnati community for 21 consecutive years (National Research Corporation).
- Magnet recognized for providing the highest-quality patient care, nursing excellence and innovations in professional nursing practice.

**The Christ Hospital Foundation**

The Christ Hospital Foundation takes great pride in carefully pairing the interests of donors with immediate and emerging needs. Gifts from donors support critical investments in patient assistance, innovative treatments, clinical research, healthcare facilities, education, and more to ensure exceptional care and experiences.

Position Summary

Reporting to and working closely with the President and CEO of The Christ Hospital Health Network and serving on the Executive Team, the Foundation President is responsible for the design and implementation of comprehensive fundraising programs to support the mission and strategic goals of TCHHN. This position carries a personal portfolio of principal gift prospects (\$1 million and greater) and is expected to secure several principal gifts each year. This position generates philanthropic support and manages the allocation of donated funds meant to improve patient care. While accountable to the TCH Foundation Board, the Foundation President also works closely with trustees, administrators, and physicians to achieve fundraising goals. This position provides leadership and direction to the entirety of the Foundation staff. The Foundation President is responsible for maintaining strong external relationships with community and business leaders as well as cultivating and stewarding the institution's most prominent donors.



Specific Responsibilities

Operations

- Design, develop, and implement a Foundation strategic plan with specific objectives and timeframes to support the goals and mission of TCHHN.
- Develop and integrate short-term and long-term fundraising tactics based on TCHHN service line requirements.
- Secure significant philanthropic support. Serve as the lead principal gift fundraiser and personally manage a portfolio of high-wealth (\$1 million+) donor prospects.
- Lead, manage, inspire and motivate the staff to raise major, annual, planned, and event-based donations in order to achieve financial projections and goals.
- Actively engage the Boards to participate in the full spectrum of fundraising activities.
- Consistently achieve fundraising goals and grow philanthropic revenues annually.
- Manage key internal relationships. Serve as the primary liaison to Hospital Board, Foundation Board (of which this position is a member), College Board, Administration at the VP and Exec Director levels, and medical staff leadership.

- Build/strengthen an internal and external culture of philanthropy; always highlight the importance and impact of philanthropic support.
- Serve as the primary point of contact to the organization's highest-level donors: corporate CEOs, foundation trustees, and high-wealth individuals, on local, regional, and national levels. Develop and manage long-term relationships to ensure continued financial support and sustaining relationships.
- Represents TCHHN at public and private events; share institutional priorities and fundraising goals.

Finance

- Manage the deposits to, and distributions from, the Foundation's assets of \$32 million, held in more than 90 accounts including unrestricted, temporarily restricted and permanently restricted funds.
- Oversee and approve the Foundation's annual IRS documentation and submissions.
- Develop financial projections, metrics, measurements and benchmarks to be monitored on a regular basis.
- Develop annual budgets and maximize operational efficiency.
- Strives for EBIDA margins of 80% or greater.
- Regularly report comprehensive data to the President/CEO, Finance and Foundation Board to illustrate current state of fundraising efforts.



Qualifications

Qualities and experiences that ideal candidates should display include:

- Bachelor's degree required.
- Minimum of ten years of successful development, fundraising, managing teams, and achieving goals in large, complex environments. Minimum five of those years in healthcare.
- An intense drive for success; highly energetic, can-do attitude with a relentless focus on delivering results, and a passion for improving the health of patients throughout the regional community.
- Successful background leading a team and providing oversight to the entirety of a development program.
- Deep knowledge of all components needed for a comprehensive development enterprise. Complete understanding in all stages of the donor cycle and a demonstrated track record of personally securing 7-figure gifts.
- Proficient in best practices for all specialty areas: planned, principal, major, annual, events, marketing, data analytics, etc.
- Knowledge of tax law as it relates to charitable giving and HIPAA law as it relates to physicians, patients, and fundraising.
- Commitment to always upholding AFP and CFRE ethical fundraising standards.
- Experience in financial planning, fiscal management, and budgeting. Background in setting and meeting appropriate financial and operational metrics.
- Ability to think strategically and creatively to develop effective plans to achieve desired results; operational and financial.
- Strong communication skills particularly as it relates to translating complex medical and funding concepts.
- Ability to think quickly and decisively and able to manage in a rapidly changing healthcare environment.
- Polished public speaking skills are mandatory, as well as professional writing skills for crafting communications to donors.
- Willing and able to effectively engage with The Christ Hospital governing boards. Have a track record of volunteer service on other non-profit boards; ideally having served as a board chair.

Preferred

Preference will be given to candidates that also display one or more of the following:

- CFRE Credential - Certified Fund Raising Executive certification – strongly preferred.
- FAHP Designation - Fellow of the Association for Healthcare Philanthropy.

- ACFRE credential - Advanced Certified Fundraising Executive
- Advanced academic degree.

Memorandum

The salary and benefits are competitive and commensurate with experience and qualifications. Paschal • Murray supports the commitment of our client in encouraging applicants from diverse backgrounds and cultures. As a condition of employment, our client reserves the right to conduct background verification including academic, work, driving, credit, and criminal histories.

This position announcement is not intended to be an exhaustive list of all responsibilities and requirements. It is presented as a fair reflection of the principal job elements.

Nominations and applications are welcome. Please send résumé and letter of application as separate documents attached to an e-mail message to:

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