



Michelle Whiting & Associates  
Executive Search, Development Strategies, Foundation Relations,  
And Organizational Advancement for the Nonprofit Sector



Patient Safety  
MOVEMENT

**Director of Development  
Irvine, CA**

Patient Safety Movement (PSM) is a non-profit organization committed to eliminating the more than 4,800,000 preventable deaths that occur in hospitals across the world every year. PSM works by encouraging hospitals to implement Actionable Patient Safety Solutions (APSS) that are demonstrating success in eliminating preventable deaths as well as by securing pledges from medical technology companies to share their data.

PSM is a commitment-based organization that connects the dots between people, ideas, and technologies that are traditionally siloed in our healthcare system. PSM developed organically out of a collective desire among providers and healthcare technology companies to set aside the status quo and make the elimination of preventable harm a central tenet of their pursuits. Together we share the mission of:

1. Unifying the healthcare ecosystem (hospitals, healthcare technology companies, government agencies, policy makers, patient advocates, clinicians, engineers, payers, etc.);
2. Identifying the challenges that are killing patients in order to create actionable solutions (Actionable Patient Safety Solutions);
3. Asking hospitals to implement Actionable Patient Safety Solutions;
4. Asking healthcare technology companies to share the data their devices are purchased for in order to create a Patient Data Super Highway to help identify at-risk patients;
5. Promoting transparency and aligned incentives;
6. Promoting patient dignity & love; and
7. Educating providers, health professionals in training, patients, and families about patient safety.

A significant component of the PSM annual calendar is the World Patient Safety, Science & Technology Summit. The Summit gathers international hospital leaders, medical and information technology companies, patient advocates, public policy makers and government officials, to discuss solutions to the leading challenges that cause preventable patient deaths in hospitals worldwide. Past participants include former President Bill Clinton and Vice President Joe Biden. The 7<sup>th</sup> Annual Summit in 2019 will again host President Clinton along with industry leaders and advocates, as well as representatives from the World Health Organization.

#### **DIRECTOR OF DEVELOPMENT PROFILE**

PSM is seeking an entrepreneurial Director of Development to build and expand a robust fundraising program initially focused on institutional giving. This professional will lead the efforts to secure philanthropic grants, engage corporate sponsors and build a portfolio of institutional donors regionally and nationally. Externally, the Director will work with the Executive Director, the Founder/Chairman and the



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Board of Directors to build and manage relationships across a vast area of stakeholder networks. Internally, the Director will collaborate with staff across the organization to build and lead strategies to increase contributed income and meet set targets.

This is a tremendous opportunity for a goal-oriented development professional with a desire to focus on philanthropy and advance his or her career alongside PSM's growth. The successful Director of Development will be motivated by the opportunity to participate in building and maintaining foundation, corporate and donor relationships as well as managing internal development operations within a fast-paced organization working at the highest level of national and international healthcare issues.

### **KEY RESPONSIBILITIES**

The Director will strategize and lead all institutional fundraising activities related to corporate and foundation grants, major gifts, and the cultivation events associated with these markets. Working with the board and the Founder/Chairman, the Director of Development will build and manage institutional philanthropic relationships to build an extensive foundation donor pipeline. Additionally, the Director of Development will:

- Lead PSM's development strategy to identify, build and maximize philanthropic foundation funding opportunities and corporate financial partnerships and sponsorships.
- Implement the highest standards of donor stewardship to effectively manage prospective and existing philanthropists to maintain and grow a multi-million-dollar funding portfolio.
- Continue to build existing foundational relationships and manage current philanthropic funding streams.
- Ensure that internal systems and processes are in place to support external development activities.
- Work both independently and collaboratively with the PSM staff to lead robust proposal development processes.
- Develop the knowledge to be a strong advocate of PSM's work and be able to present it in a compelling way to senior external audiences.
- Support and partner with programmatic teams for key funding opportunities.

### **FINANCIAL TARGETS**

Patient Safety Movement's budget for the current 2018/19 Fiscal Year is approximately \$3.3M. Foundation seed money currently comprises close to 2/3 of the budget. Pursuant to the goals set forth in the strategic plan, funding from regional and national institutional sources will increase by \$1.1M over the next two years.

### **REPORTING RELATIONSHIPS**

This position reports directly to the Executive Director and works closely with the Founder/Chairman and Board of Directors.



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## **REQUIREMENTS, CAREER PATH AND EDUCATION BACKGROUND**

The ideal candidate has a creative, entrepreneurial and innovative approach to work. The ability to represent PSM with the utmost professionalism, and strong and engaging communication skills (both written and spoken) are essential. Foundation relations and grants development experience with a national and/or international NGO is beneficial. A background in healthcare delivery and/or policy is a bonus, but not critical.

At a minimum, this position requires:

- A Bachelor's Degree, a Master's Degree is preferred.
- Seven to 10 years of experience in general non-profit development with a focus on foundation and corporate fundraising.
- Proven ability to build and manage a philanthropic income stream, maximizing the value of existing and prospective supporters.
- Significant knowledge of the US institutional philanthropic landscape with initial emphasis on Greater Southern California.
- Proven track record of relationship building to secure grants at the five and six-figure level.
- Ability to understand diverse donor motivations and deliver a bespoke relationship to meet these.
- Demonstrable skill in adapting written and verbal communications for a philanthropic audience.
- Confidence in working with senior stakeholders, internally and externally, using tact and diplomacy.
- Extensive experience of tailored proposals incorporating input from staff, board and foundation and corporate partners.
- Organized and methodical approach to plan and deliver against deadlines and a varied workload.
- Willingness to work beyond traditional hours when needed.
- A commitment to PSM's stated values and a working style that reflects these values.
- Proficiency in the use of Microsoft Office Suite: Excel, Word, PowerPoint
- Ability and willingness to travel nationally and internationally.

In addition to possessing these qualifications, the ideal candidate should be organized, strategic and collegial. She/he must be a self-starter with a bias toward execution and possess the ability to be flexible and open to new ideas, as well as the ability to function at peak in a fast-paced environment.

## **COMPENSATION**

PSM offers an industry competitive compensation package based on the candidate's significant qualifications and experience. PSM also provides health, vision, dental and short/long term disability insurance, a flexible spending account option, 15 days of PTO and paid holidays.



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## **APPLICATION PROCESS**

Please submit the following to [Megan@MichelleWhitingandAssociates.com](mailto:Megan@MichelleWhitingandAssociates.com).

- 1.) Cover letter: All candidates are strongly encouraged to develop a cover letter which provides qualifications, experiences and past successes in spearheading an entrepreneurial development program with a focus on comprehensive institutional giving. Please provide examples of how your background and qualifications fully intersect with PSM's needs for this position.
- 2.) Resume/CV
- 3.) Compensation requirements

Please forward with "Director of Development" as the subject line. All three attachments must be received. Incomplete applications will be returned. Due to the anticipated volume of applications only principal,

qualified candidates will receive a response. We ask that no phone calls be placed to Patient Safety Movement.

To learn more about Patient Safety Movement please visit [www.patientsafetymovement.org](http://www.patientsafetymovement.org)

*Patient Safety Movement is an Equal Employment Opportunity Employer and actively seeks a diverse pool of candidates.*