



Vice President of Development
Multiple Myeloma Research Foundation
Norwalk, CT
<https://www.themmrp.org/>

Send Nominations or Cover Letter and Resume to:

Lisa Vuona
Vice President
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The Opportunity:

"We remove obstacles, move faster, and extend lives."

The Multiple Myeloma Research Foundation (MMRF) was established in 1998 as a 501(c)(3) nonprofit organization by identical twin sisters Kathy Giusti and Karen Andrews soon after Kathy's diagnosis of multiple myeloma. Kathy's need was urgent. She was looking for a cure.



Finding that the current system was not optimized for speed, she changed it.

Multiple myeloma is the second most common blood cancer, and although it is considered incurable, it is very much a treatable disease thanks to recent advancements in cancer research. Historically, there was little hope for multiple myeloma patients, because multiple myeloma treatment options were incredibly limited. The MMRF, however, has revolutionized the way multiple myeloma is treated, substantially improving the life expectancy of multiple myeloma patients. Since its inception, the MMRF has helped introduce ten new

drugs (four of which were approved in 2015) through the power of new technology, genomics, and immunology, which is powered by an “end-to-end system” in precision medicine that generates, centralizes and analyzes large amounts of top quality clinical and molecular data and encourages the open sharing of data by pushing it into the public domain, and accelerates clinical trials to make treatments available faster

As the world's number one private funder of multiple myeloma research, the organization has raised over \$330M since its inception. The MMRF directs nearly 90% of its total budget to research and related programming.

Looking ahead, the MMRF is well-positioned to see new drug breakthroughs that will make a difference in patients' lives. And, in the process, it is changing the way cancer research is conducted. One can feel a sense of urgency that is threaded throughout the culture of the organization.

Client Overview

The Multiple Myeloma Research Foundation relentlessly pursues innovative means that accelerate the development of next-generation multiple myeloma treatments to extend the lives of patients and lead to a cure. The MMRF's urgent and revolutionary work with researchers, clinicians, and partners in the biotech and pharmaceutical industries has sparked new hope for patients and dramatically changed the treatment landscape.



The MMRF helps accelerate the development of next generation multiple myeloma treatments to extend patient's lives, and lead to a cure. MMRF brings treatment to multiple myeloma patients 60% faster than the average through collaboration with best in class partners in the U.S. and internationally. In the process, it is changing the way cancer research is conducted.

Multiple myeloma is a type of blood cancer that affects the plasma cells. In multiple myeloma, malignant plasma cells accumulate in the bone marrow, crowding out the normal plasma cells that help fight infections. These malignant plasma cells then produce abnormal proteins (m protein) which may cause tumors, damage the kidneys, and impair immune system function. In some cases, the malignant cells may

cause a single tumor, called a solitary plasmacytoma, but if multiple tumors are formed, then the disease is called multiple myeloma.

[WHAT IS MULTIPLE MYELOMA? LEARN MORE](#)

A New Research Model:



The medical research model has long been built upon a system of competition for funding (grants) and accolades (publishing). This wasn't working well for the MMRF founder Kathy Giusti and others affected by multiple myeloma. When she was diagnosed, no new treatment had been developed for the disease in decades, and what was available was not very effective.

The MMRF Founder Kathy Giusti realized that the old model was a barrier to success, and encouraged individuals and companies to share their data and discoveries. She and her sister created the MMRF to replace this system with a new patient-centered model of collaboration.

Because the organization's only motivation is to find a cure, it is unencumbered in its ability to identify the barriers to progress, develop models to overcome them, and help evolve the industry through technologies that foster collaboration and leverage the collective power of the entire community.

The powerful MMRF philosophy has been well-proven as the most efficient way to continually speed the development of more effective treatments for patients.

The MMRF's accomplishments include:

- Establishing a multi-center tissue bank with more than 4,000 samples.
- Spearheading an initiative to map the multiple myeloma genome with world-class leaders in genomics.
- Creating the collaborative Multiple Myeloma Research Consortium (MMRC) of 21 world-renowned institutions.
- Launching the groundbreaking CoMMpassSM Study (which is the single largest longitudinal genomic data set of all cancers) to collect and analyze multiple tissue samples from 1,000 patients over a multi-year course, so that patients will eventually be matched with the right clinical studies and treatments.



- Building the CoMMunity Gateway, a platform to connect patients sharing sub-types of myeloma with each other and experts.

The results are impressive. Ten drugs received FDA approval in the time it normally takes for one. More recently, the MMRF opened clinical trials for new drugs in three approved classes plus agents in many new classes.

The MMRF is the only organization that has built an end-to-end cancer research system to facilitate and accelerate the entire process. It unites many disparate entities: industry, academia, biotechs, clinics, researchers, the FDA, the NIH, caregivers, and patients - [the Cancer ArchipelagoSM](#). This unique, precise, medical model is being emulated for other disease research.

Position Overview – Vice President of Development

The Vice President of Development is responsible for providing leadership, strategy, planning, and guidance for the comprehensive fundraising efforts and day-to-day management for all development-related programs. The Vice President of Development will streamline all fundraising activities, including identification, qualification, and assignment of prospects, as well as cultivation, solicitation, closure, and stewardship. The Vice President of Development is responsible for identifying an optimal pool of high-capacity prospects, supporters, and donors and will represent the organization at key donor meetings, events, and fundraising conferences, articulating the organization's innovative business model, operational strategies, and successes.

Essential Functions:

- Provide the MMRF with strong, creative, energetic, strategic leadership on all fundraising initiatives and set new, ambitious, but attainable goals in order to increase annual operating funds.
- Provide vision and direction to build and manage a full-scale development program, including major gifts, planned giving, foundation relations, annual giving, gift processing and acknowledgement, and other support; convert fundraising results and programs into tangible accomplishments that MMRF investors care about and of which they can be proud.
- Identify new major gift sources; serve as the organization's primary knowledge source for funding opportunities and philanthropic outlets; lead the development team in efforts to significantly increase the numbers and size of major gifts; keep abreast of important developments within the local, regional, and national funding scene.

- In collaboration with the CEO, Leadership Team, and Board leadership, the Vice President of Development will identify development strategies and desired outcomes to facilitate the successful implementation and closure of future annual, endowment, and research campaigns.
- Identify, cultivate, solicit, and steward gifts and pledges from an active portfolio of key major gift prospects; maintain and manage a personal portfolio of prospects at all times.
- Develop, administer, and maintain the organization's master prospect list; conduct appropriate follow-up and stewardship on all gifts.
- Research potential institutional funding sources, and prepare and submit proposals for appropriate funds, grants, and gifts; maintain reporting schedule and lead the MMRF coordination to be in compliance with all reporting requirements of grantors; identify additional institutional targets and grant opportunities.
- Oversee and manage the current development team to achieve or exceed their revenue targets; manage margins, control costs, lead and guide volunteer participation, and capitalize on operational efficiencies; develop innovative event programs regionally and nationally, including expanding online opportunities to garner support.
- Oversee growth, maintenance, and enhancement of the organization's development database; manage internal fundraising and direct mail systems; foster innovation on the internet and social networking tools to optimize the use of technology in garnering contributed revenue.
- Establish, implement, and analyze fundraising activities and benchmark with peer organizations in the philanthropy marketplace, optimize innovation, maximize output, and communicate the value of the organization's mission.
- Drive organizational success with strategic planning, innovation, and implementation that leads to bottom line growth.
- Manage and nurture a strong team of development professionals; oversee recruitment, management, development, and retention of professional and support staff in the development organization; evaluate staff, develop a strong sense of teamwork, and establish an environment of mentoring and support; coach the team and bring strategic focus to the development department; foster a work ethic deeply rooted in innovation and a commitment to being the best at all times.
- Engage in networking opportunities with top university and hospital foundations, fundraising associations, and other leaders in the advancement field.
- Develop a strategic and comprehensive fundraising plan and execute against that plan; additional knowledge/experience working directly with organizational leaders and Board of Directors.
- Work collaboratively with all internal departments, including events, research, marketing, and patient education.
- Plan, organize, and oversee donor cultivation events (summits) across the country.

Competencies:

- Demonstrated track record of effective solicitation, including a proven record of accomplishment in individual, corporate, and foundation, relations; planning, implementation, management, and successful conclusion of a major campaign are highly desirable.
- Demonstrated ability to provide management oversight, leadership, and strategic direction; ability to develop trust and strong collaborative working relationships; must be a team builder who is willing to empower staff to get the job done through providing the needed support; must have a history of recruiting and developing exceptional people.
- A person with passion and charisma; superior communication skills to express, both orally and in writing, the mission and fundraising goals of the MMRF and its innovative model with clarity, passion, and persuasion; ability to credibly and compellingly present the MMRF and MMRC story to external and internal constituencies, building industry networks.
- Action-oriented, hard-working with an ability to make decisions in a fast-paced, changing, and interactive environment; self-starting, self-motivating and ability to show results on time and in a highly ethical and professional manner; customer focused, dedicated to meeting and exceeding the expectations and requirements of internal and external constituents.
- Strong competency in leading others to meet goals, establishing clear direction, setting objectives, and monitoring progress and results in a deadline driven environment.

Qualifications:

- Bachelor's Degree required, master's preferred with strong academic credentials is strongly preferred.
- Leadership experience within a sophisticated fundraising operation at an academic institution, a foundation dedicated to a disease state, or hospital/healthcare/academic medical foundation.
- Background in development, with at least eight years in leadership posts, including work in Oncology or Hematology.
- Direct experience in managing successful major gift programs (cultivation through solicitation and stewardship); knowledge of and experience in planned giving programs is required.
- History of successful fundraising in a major institution or an environment of similar complexity; deep experience with planning and management of significant fundraising goals and strategies is essential.
- Experience in blood cancers strongly referred.

Development Overview

The foundation overall raises \$35-40M annually and the office of development and staff of three secures \$13-15M of this goal. Support is generated from corporations, foundations, events, major and individual gifts, and planned giving. The incoming Vice President of Development will have a strong impact on major and planned giving and will help implement a strategic individual giving program for their donors.

Leadership



Paul A. Giusti
President and Chief Executive Officer

Paul Giusti was recently appointed as the President and Chief Executive Officer of the Multiple Myeloma Research Foundation. Prior to the MMRF, Mr. Giusti worked as a Chief Executive Officer, leader, executive, and entrepreneur for over 30 years; he has founded, managed, and led a variety of businesses throughout his career.

Most recently, Mr. Giusti served as the Chief Executive Officer of Structural Graphics, an integrated marketing firm. Mr. Giusti led the turnaround and repositioning of the firm, including the launching of a growing online product offering. Mr. Giusti now serves as Chairman of the Structural Graphics' Board of Directors.

Mr. Giusti is also a Co-Founder and Partner in Halen Homes, a privately held home building and real estate development company. He is also the Co-Founder and Managing Member of a real estate investment firm.

Early in his career, Mr. Giusti worked for several years as an executive for Fairfield, Connecticut-based GE where he held a number of management positions with a wide range of responsibilities.

Mr. Giusti has worked closely with the MMRF since its founding in 1998. In addition to chairing the current \$100M capital campaign, he has served as a consultant for a number of foundation projects, led several MMRF outreach efforts, and spoken on behalf of the MMRF.

Mr. Giusti holds a Bachelor of Science degree from the Colorado School of Mines and an MBA from Harvard University.

Background Checks:

Prior to submitting your resume for this position, please read it over for accuracy. LLLS does verify academic credentials for its candidates, and our clients frequently conduct background checks prior to finalizing an offer.

**To learn more, call
Lisa Vuona, Vice President at
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or send nominations or cover letter and resume to
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All inquiries will be held in confidence.**



Setting the Standard in Development Search

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