



**Major Gifts Officer  
Position Prospectus | 2026**



# About Cincinnati Children's Hospital Medical Center

Cincinnati Children's Hospital Medical Center (CCHMC) is an academic pediatric acute care children's hospital in Cincinnati, Ohio. Providing more than 670 registered beds and affiliated with the University of Cincinnati Health, the hospital provides comprehensive pediatric specialties and subspecialties to pediatric patients aged 0-21. CCHMC features a Level 1 Pediatric Trauma Center, and houses a large neonatology department that oversees nurseries at local hospitals across the state of Ohio. Cincinnati Children's ranked first among all Honor Roll hospitals in the 2024-25 U.S. News & World Report survey of the best children's hospitals in the United States, and their pediatric residency training program is among the largest in the country.

Established in 1883 as a full-service, non-profit, comprehensive pediatric health system consisting of more than 50 unique locations that comprise the Department of Pediatrics and the University of Cincinnati College of Medicine, CCHMC is nationally recognized as a leader in pediatric healthcare, with a reputation for excellence in patient care, research, and medical education. Between July 2024 and July 2025, the hospital received over 1.7 million total patient visits. CCHMC aims to be the leader in improving child health and is in the top three in the country in NIH grants and funding for pediatrics. It is among the top five largest children's hospitals by number of registered beds and treats patients from all 50 states and other countries around the world.

CCHMC is also affiliated with the University of Cincinnati's Department of Pediatrics, which consists entirely of staff members from Cincinnati Children's. The department includes Cincinnati Children's in-house physicians, researchers, and other individuals who hold academic appointments at the University of Cincinnati College of Medicine. Many of CCHMC's physicians and researchers are members of the UC Department of Pediatrics, though many hold either primary or secondary appointments in other university departments.

## Recent Expansions and Future Growth

CCHMC recently celebrated the opening of the new Cincinnati Children's Brandon and Kelly Janszen Union KY Building, which provides primary care and integrated behavioral health alongside labs, X-ray services, and specialty care. The Eden Park expansion project also includes a surgery center that provides same-day, outpatient surgery. Cincinnati Children's launched a new collaboration with Peyton Manning Children's Hospital to enhance pediatric cardiology services in the Indianapolis region, and expanded existing collaboration with Akron Children's to elevate pediatric cardiology and heart surgery in Northern Ohio. CCHMC has also embarked on the next phase of its collaboration with Abu Dhabi Health Services Company, the leading healthcare provider in the United Arab Emirates, to establish a world-class pediatric center of excellence.

United around a long-term aspirational plan, Pursuing Our Potential Together, to elevate and accelerate how CCHMC transforms child health by its 150<sup>th</sup> birthday in 2033. It will focus on four core aspirations: Care, Community, Cure, and Culture. Cincinnati Children's announced plans for a major expansion at the Liberty Campus, aimed at improving access to world-class care for kids and families in Butler County and surrounding areas. The expansion will more than double the number of inpatient hospital beds and add surgical operating rooms. CCHMC also recently acquired a newly constructed office building in the Cincinnati Innovation District, which will be home to over 200 current employees who focus on non-laboratory research.

For more information about Cincinnati Children's, please visit: <https://www.cincinnatichildrens.org/>

# The Opportunity

The Major Gifts Officer (MGO) is a highly independent role responsible for identifying, cultivating, and securing major and principal gifts from individual donors to support Cincinnati Children's. This position requires exceptional communication and interpersonal skills to build strong relationships with grateful patients, local and national philanthropists, and internal stakeholders. The MGO will collaborate closely with Development leadership to align fundraising efforts with institutional priorities and achieve fundraising goals.

## Key Responsibilities include:

- Developing and managing a portfolio of major gift and principal prospects
- Crafting and executing strategic donor cultivation and solicitation plans
- Closing major gifts and principal gifts
- Building and maintaining strong relationships with donors, volunteers, and internal partners

## Representative Responsibilities

### Strategic Goals

The MGO is responsible for developing relationships and executing strategies that result in major gift and principal gift income. In this role, a major gift is defined as \$100,000+ and a principal gift is defined as \$1,000,000+ to CCHMC. This position will maintain a portfolio of 100-125 prospects, and his/her work is expected to result in \$1.5 million to \$3 million annually with an emphasis on gifts of \$100,000+.

### Individual Giving Specific

Identify, cultivate, solicit, and close six- and seven-figure gifts from individuals and family foundations, including grateful patient families. Manage donors through the full development cycle using personalized strategies and face-to-face engagement, align donor interest with organizational priorities, track performance in RENXT and PowerBI, meet activity and revenue goals, and partner with Stewardship to ensure effective donor communication and reporting.

### External Communications

Represent Cincinnati Children's with donors, prospects, medical center leaders, volunteers, and foundations to build awareness and philanthropic support locally and nationally. Prepare and deliver donor presentations and proposals, participate in foundation and nonprofit board meetings, engage donors at meetings and events, and manage written donor communications including gift acknowledgements, agreements, stewardship reports, and coordination of donor visits with leadership.

### Cross-functional Project Management

Serves as a leader and point person for major gift and grateful patient fundraising referrals and activities with priority clinical/research divisions with the hospital, developing funding opportunities and leading others with prospects interested in their areas of responsibility. Must remain current on legal and programmatic changes affecting development functions.

### Required Qualifications:

A bachelor's degree is required. Three to five (3-5) years of full-time fundraising experience in higher education, a complex healthcare system, or a large non-profit.

### Preferred Qualifications:

Proven record of success in cultivating, soliciting, and closing major-level (\$100,000+) gifts from individual donors or institutions. Experience managing numerous priorities and a broad portfolio of donor/client relationships.

## Cincinnati Children's Advancement Team

Cincinnati Children's is a not-for-profit hospital and research center that relies on the support of many generous donors. Together, CCHMC works with its community to improve treatments and find new cures to change the outcome for children and families. Cincinnati Children's will not turn away any sick or injured child based on a family's ability to pay. During these challenging economic times, CCHMC gave more than \$270 million of uncompensated care last year. Cincinnati Children's is a leading recipient of research funding from the National Institutes of Health (NIH). However, the NIH does not cover all of the research costs for the hospital. Charitable support makes up more than \$170 million of its research funding.

The Development Team is comprised of roughly 65 employees. In the last year, the team collectively raised \$97.3 million in philanthropic support. The community of friends had more than 200 events and collectively raised \$1.62 million.

CCHMC's Advancement Division is composed of these major areas:

- **Major and Principal Gifts**
- **Corporate and Community Giving**
- **Events**
- **Development Communications**
- **Donor Relations and Stewardship**
- **Foundation Giving**
- **Auxiliary Giving**
- **Data and Gift Processing**
- **Prospect Development and Research**

Cincinnati Children's is in the early planning stages of a major comprehensive campaign, which includes a staffing growth plan. The team is partnering with hospital leadership to identify priority areas and establish an overall campaign goal.



## Organizational Leadership



**Sharon Marine**

Senior Vice President of Development & Chief Philanthropy Officer

Sharon Marine was named the Chief Philanthropy Officer for Cincinnati Children's in October 2023 and provides leadership for all development-related operations and donor relations.

Marine brings more than 30 years of experience in philanthropy and donor relations, including her most recent service as senior vice president at Grenzebach Glier and Associates. Prior to that, Marine was vice president for alumni relations and development at the University of Chicago. During her tenure at the University of Chicago, Marine raised more than \$2.7 billion in new gifts and commitments. She also developed, led, and implemented programs that contributed to a historic \$5.4 billion capital campaign that engaged more than 130,000 alumni.

Prior to Cincinnati Children's, Marine has also held leadership roles in development at Cornell University, the Stanford Graduate School of Business and the University of Pennsylvania's Wharton School. A graduate of Brown University, Marine enjoys volunteering with an animal rescue organization and has been involved in a number of industry organizations.



**Angela Young**

Assistant Vice President of Development

Angela Young was named the Assistant Vice President of Development for Cincinnati Children's in November of 2024. In her role, Angela develops fundraising strategies and leads initiatives across major, planned, foundation, auxiliary giving, prospect development, and research. She works closely with the senior leadership team, implementing systems and best practices to elevate and expand the impact of Cincinnati Children's fundraising efforts.

An accomplished and strategic advancement leader, Angela previously served as the associate dean for development at the School of Engineering at Stanford University. There she led a staff of 20 and partnered closely with the dean of the school to develop and execute a fundraising strategy. Prior to Stanford, Angela served as a vice president with Grenzebach Glier and Associates, where she specialized in consulting partnerships with leading higher education and academic medical institutions. She also had an impactful tenure at Rice University and held roles in healthcare fundraising at MD Anderson and Baylor College of Medicine.

Young holds a B.S. in Psychology from the University of Houston and an MLA from the University of St. Thomas.

## How to Apply

Cincinnati Children's Hospital has retained AGB Search to manage the recruitment process. Interested candidates must submit a letter of interest that addresses the leadership opportunities, key responsibilities, and qualifications outlined in this leadership profile as well as a current resume.

**Application materials will be reviewed on a rolling basis.** The search committee will continue its work until an appointment is made. Application materials should be sent electronically to: [CCH-MajorGifts@agbsearch.com](mailto:CCH-MajorGifts@agbsearch.com)

The compensation range for this position is \$74,297.60 - \$115,169.60

Please direct all nominations and inquiries to AGB Search's consultants:

**Andrew Bowen**  
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*Cincinnati Children's is proud to be an Equal Opportunity Employer committed to creating an environment of dignity and respect for all our employees, patients and families. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, age, genetic information, national origin, sexual orientation, gender identity, disability or protected veteran status.*