



Stony Brook University

**Senior Director of Development, Stony Brook Medicine
Position Prospectus | 2023**





Stony Brook University has partnered with AGB Search to identify its next Senior Director of Development at Stony Brook Medicine.

This document provides an overview of Stony Brook University, information and details about the opportunity, and desired candidate qualifications and characteristics.

Throughout the document, [red text passages](#) provide hyperlinks to document pages and online resources with more detailed information.

We invite you to join Stony Brook University as the university “goes beyond the expected.”

Table of Contents

- 03 | [Stony Brook University – History & Mission](#)
- 04 | [The Opportunity](#)
- 06 | [About Stony Brook Medicine](#)
- 07 | [University Advancement](#)
- 08 | [Organizational Leadership](#)
- 09 | [The Community](#)
- 10 | [How to Apply](#)

GOING BEYOND THE EXPECTED

Stony Brook is one of America’s most dynamic public universities. We are a center of academic excellence and an internationally recognized research institution that offers all students a world-class education.



HISTORY & MISSION

Stony Brook University, a SUNY flagship, was originally established in 1957 as a college for the preparation of secondary school teachers of mathematics and science. The first campus was in Oyster Bay, Long Island, on the grounds of a former Gold Coast estate. In 1962, a new campus was built near the historic village of Stony Brook on land donated by local philanthropist Ward Melville.

Part of the State University of New York system, the University has grown tremendously and is now recognized as one of the nation’s important centers of learning and scholarship — carrying out the mandate given by the State Board of Regents in 1960 to become a university that would “stand with the finest in the country.”

The University campus lies about 60 miles east of New York City and 60 miles west of Montauk Point. It is only a short distance to the Atlantic beaches of the South Shore and the vineyards of the East End. Situated on 1,039 acres on the North Shore of Long Island, Stony Brook University has a four-season climate, tempered by proximity to the Atlantic Ocean and Long Island Sound.

Stony Brook University has a five-part mission:

1. to provide comprehensive undergraduate, graduate, and professional education of the highest quality;
2. to carry out research and intellectual endeavors of the highest international standards that advance knowledge and have immediate- or long-range practical significance;
3. to provide leadership for economic growth, technology, and culture for neighboring communities and the wider geographic region;
4. to provide state-of-the-art innovative health care, while serving as a resource to a regional healthcare network and the traditionally underserved;
5. to fulfill these objectives while celebrating diversity and positioning the University in the global community.



HISTORY

1957 Founded

2001 Became member of Association of American Universities

LOCATION

60 miles East of New York City

3 miles From West Meadow Beach on the eastern seaboard

1,039 acres On the North Shore of Long Island

THE OPPORTUNITY

Reporting to the Associate Vice President of Medicine Advancement, the Senior Director of Development will play a key role in the fundraising efforts for Stony Brook Medicine. The successful candidate will work closely with the AVP of Medicine Advancement to match potential donors with strategic philanthropic priorities. They must be self-directed, able to work both independently and as a member of multiple teams within a highly complex academic or medical university environment. Excellent written and verbal communication is a must, as well as the ability to collaborate and manage multiple priorities in a professional and collegial manner. Fundraising and related efforts shall be in support of the mission, strategic objectives, and fundraising priorities as determined by the VP for Advancement, and under the direction of the AVP for Medicine Advancement.

Stony Brook University is one of the newest and youngest members of the Association of American Universities, a group comprised of the top 66 research universities in the United States and Canada, and is eager to continue its trajectory toward the top of higher education institutions in the world. As a young research institution with unlimited potential, the University enables both excellence and access in equal measure. The next Senior Director of Development will champion the vibrant community of Stony Brook and support the mission of being a national leader in generating social mobility for its students.

In fiscal year 2022-23, the University closed a record year, raising over \$184 million in gifts and pledges through the generous support of nearly 10,000 donors. This group comprised thousands of first-time donors, and supported research, endowed faculty positions, scholarships, fellowships, facilities, campus life, and other academic support. Stony Brook Medicine's Advancement team is in growth mode, expanding its team as well as nearly tripling dollars raised over the last three fiscal years.

Required Qualifications:

A bachelor's degree is required (foreign equivalent or higher). Six years of full-time fundraising experience in higher education, a complex healthcare system, or a large non-profit. Proven record of success in cultivating, soliciting, and closing major level (\$100,000+) gifts from individual donors. Experience managing numerous priorities and a broad portfolio of donor/client relationships. Experience with Raiser's Edge or comparable donor relationship applications.

Preferred Qualifications:

A master's degree is preferred. Additional years of fundraising experience in higher education, a large non-profit, or a healthcare institution. Experience at an academic or medical center. Experience managing volunteers or an advisory board. Comfort with high net-worth individuals, including the ability to maintain confidential information. Basic knowledge of planned giving vehicles and techniques. Experience developing a new donor constituency strongly preferred.

Key Responsibilities:

- **(60%)**
 - Identify, cultivate, and solicit top prospects - 7 figures or more. Manage a portfolio of 75-150 major gift prospects capable of making gifts of \$100,000 and above, with an emphasis on face-to-face donor cultivation/solicitation meetings. Develop short-term and long-term strategies and next steps for the cultivation and solicitation of all prospects. Assist with the implementation of a physician education model and donor referral program to identify grateful patients for cultivation. Fundraising dollar targets will be set in collaboration with the AVP annually based on the Senior Director's pipeline development and the current needs of the Unit(s). Facilitate opportunities for leadership to interact with prospects and donors. Work with deans, directors, department chairs, and/or University President (when appropriate), as well as key faculty and staff to cultivate donors, prospects, and volunteers. Prepare written and oral communications required for the persuasive and accurate articulation of priorities to individual, family, corporate, and foundation donor prospects.
- **(20%)**
 - Hires, trains and supervises staff; establishes and monitors goals, provides performance feedback and coaching, and supports professional development; directs team and manages workflow, prioritizing and delegating work; completes annual performance management procedures; manages performance issues; is responsible for using independent, consistent, and fair judgment in exercising authority; develops procedures, assigns and prioritizes work, and ensures that the resources needed to accomplish work are provided. Assists leadership with the development, implementation, and revision of strategies.
- **(10%)**
 - Serve as a member of the Leadership Team for the Unit and work in close partnership with the Stony Brook University Advancement Team. Act as the lead for the development of a robust philanthropic program in support of research and area goals. Collaborate with the AVP and leadership in support of the ongoing philanthropic priorities for Stony Brook.
- **(5%)**
 - Peer-to-peer communication and collaboration. Regularly prepare fundraising outreach/updates/communications on behalf of the director and other leadership to ensure robust donor engagement and community awareness of fundraising needs. Stay apprised of upcoming community fundraising and outreach events to secure new major gift leads. Communicate regularly and professionally with marketing/communications colleagues, development officers, alumni relations officers, Stony Brook Foundation colleagues, and other Advancement personnel. Attendance and participation in regular staff and frontline fundraiser meetings are expected to ensure that activities are coordinated with other development and alumni relations efforts. Serve on various committees as requested by the supervisor.
- **(5%)**
 - Other duties or projects as assigned as appropriate to rank and departmental mission.

ABOUT STONY BROOK MEDICINE

Stony Brook Medicine is comprised of Stony Brook University Hospital, Stony Brook University School of Dental Medicine, Stony Brook University School of Health Professions, Renaissance School of Medicine at Stony Brook University, Stony Brook University School of Nursing, Stony Brook University School of Social Welfare, Long Island State Veterans Home, as well as the Clinical Practice Management Plan and Outpatient Care sites.

- [Renaissance School of Medicine](#)
- [Stony Brook School of Dental Medicine](#)
- [Stony Brook School of Health Professions](#)
- [Stony Brook School of Nursing](#)
- [Stony Brook School of Social Welfare](#)
- [Program in Public Health](#)
- [Stony Brook University Hospital](#)
- [Stony Brook Children's Hospital](#)
- [Stony Brook Southampton Hospital](#)
- [Stony Brook Eastern Long Island Hospital](#)
- [Community-Based Ambulatory Healthcare](#)
- [Long Island State Veterans Home](#)
- [Stony Brook Cancer Center](#)
- [Stony Brook Heart Institute](#)
- [Stony Brook Neurosciences Institute](#)
- [Stony Brook Trauma Center](#)

Stony Brook Medicine integrates and elevates all of Stony Brook University's health-related initiatives: education, research and patient care. It includes our Health Sciences schools — Medicine, Dental, Health Professions, Nursing and Social Welfare — a Program in Public Health, as well as Stony Brook University Hospital, Stony Brook Children's Hospital, Stony Brook Southampton Hospital, Stony Brook Eastern Long Island Hospital, Long Island State Veterans Home, and more than 200 community-based healthcare settings throughout Suffolk County. Stony Brook Medicine is focused on bringing together innovative research, advanced education and extraordinary healthcare expertise to set the standards for how healthy communities thrive.

Renaissance School of Medicine at Stony Brook University is the #1 ranked public medical school in the state of New York and 57th in the nation among research medical schools (Source: *U.S. News & World Report*). The school conducts \$90 million in funded research annually, with National Institutes of Health (NIH) sponsored research programs in neurological diseases, cancer, cardiovascular disorders, biomedical imaging, regenerative medicine, and infectious diseases, among other topics. Stony Brook researchers developed the Nobel Prize-winning technology that led to the MRI, helped develop the technology for PET scans, created the technology for 3D virtual colonoscopies, and discovered the cause of Lyme disease.

UNIVERSITY ADVANCEMENT

It's an exciting time to be a part of Stony Brook University Advancement. The collective efforts of the advancement team directly support the mission of the University and Stony Brook Medicine by creating opportunities for students, researchers, clinicians, faculty, and others. All Advancement staff share a common goal, and that goal is driving what comes next for the University and supporting its impact in the community and around the world.

The Stony Brook University Advancement team helps make connections and build relationships with friends, foundations, corporations, and alumni to raise funds for the University, Stony Brook Medicine, the Long Island State Veterans Home, and related funding priorities that advance the University's mission. Every role, whether in alumni relations, donor experience, advancement services, marketing and communications, fundraising, or the Stony Brook Foundation, is critical to the university's success.

Advancement is composed of six major areas:

- **Advancement Services:** Responsible for Advancement-related operations, including technology management and prospect research.
- **Advancement Marketing and Communications:** Creates the tools and messaging that help persuade friends and alumni to invest in Stony Brook.
- **Advancement Operations:** Focused on HR, talent management, finance, and the development and execution of business strategies that maximize the flow of information and productivity.
- **Development:** Comprises all frontline fundraising activity throughout Stony Brook University and Stony Brook Medicine focusing on major and principal gifts.
- **Constituent Experience:** Manages alumni relations, donor experience, and Advancement-initiated events on and off campus that seek to engage, cultivate, and steward fundraising prospects and donors.
- **The Stony Brook Foundation:** A 501(c) (3) nonprofit organization and advancement partner, the Foundation ensures all gifts to the University are appropriately received, invested, and distributed consistent with each donor's expressed intent.

Awards and Recognition

Stony Brook University – New York's flagship and No. 1 public university – is one of America's most dynamic universities, a center of academic excellence, and an internationally recognized research institution changing the world. Stony Brook is ranked # 26 among public universities and ranked #58 overall. Stony Brook University Hospital was named one of America's 50 Best Hospitals in 2023 by Healthgrades, putting the hospital in the top one percent of the country.

In June 2023, the [Simons Foundation announced a historic \\$500 million endowment gift](#) to Stony Brook University – the largest unrestricted donation to an institution of higher education in U.S. history. In addition to this historic gift and previous gifts to Stony Brook University, following Stony Brook's successful bid to serve as the anchor institution of The New York Climate Exchange, the Simons Foundation committed \$100 million to the project's expected \$700 million budget.

The state of New York has pledged to support Stony Brook University as a flagship campus of the SUNY System, creating an endowment matching program that will help Stony Brook expand its philanthropic endeavors. The program provides authorization for four universities to receive up to \$200 million in a 1:2 state match to support their endowment funds. A total of \$500 million is allocated for the initiative, and universities may obtain more than \$200 million if all funds are not claimed at the end of three years.

ORGANIZATIONAL LEADERSHIP



Justin Fincher, Ph.D.

Vice President for Advancement
Executive Director of the Stony Brook Foundation

Justin Fincher, Ph.D., serves as the Vice President for Advancement at Stony Brook University and Executive Director of the Stony Brook Foundation. Reporting directly to President Maurie McInnis and serving as a member of her senior management team, Dr. Fincher provides leadership for the University's development and alumni relations operations. Prior to joining Stony Brook in August 2021, Dr. Fincher was the Vice President for Advancement Strategy and

Administration at The Ohio State University.

He completed his master's degree in college student personnel and his doctorate in higher education administration at the University of Maryland-College Park. He holds a bachelor's degree in biology, with a focus on human behavior, from Rutgers University.



Scott Barrett

Senior Associate Vice President for Advancement

Scott Barrett serves as the Senior Associate Vice President for Advancement at Stony Brook University. Reporting directly to the Vice President of Advancement Justin Fincher and serving as a founding member of his senior leadership team, Scott manages the day-to-day operation of all major gifts fundraising teams. This includes over 30 frontline fundraisers collectively managing just under 3,000 prospective donors, with significant investments planned in the coming years. Prior to joining Stony Brook in August 2022, Barrett was the Vice

President for Advancement at California State University – Dominguez Hills. Through major and annual giving, government and community advocacy, volunteer and alumni relations, and talent management, he led the Division of University Advancement in efforts to secure record resources and to help further improve CSUDH's image in local, state, and national arenas.

Barrett holds a bachelor's degree in American government from Hamilton College.



Danielle Holton

Associate Vice President, Medicine Advancement

Danielle Holton serves as the Associate Vice President for Medicine Advancement at Stony Brook University. Reporting to the Chief Development Officer Scott Barrett and serving as a member of his senior leadership team, Danielle manages the fundraising team for Stony Brook Medicine. Danielle has supported Stony Brook Medicine for over 15 years, serving in a variety of roles from Director of Development to Executive Director of Development for Stony Brook Children's Hospital. Prior to joining Stony Brook in January 2008, Holton

was the Director of Development for North Shore LIJ Health System.

She holds a B.A. in speech communication from St. Joseph's University New York.



Peter Igarashi, MD
Dean, Renaissance School of Medicine

Peter Igarashi, MD, a nationally recognized nephrologist, physician-scientist, and medical-education innovator, was named Dean of the Renaissance School of Medicine (RSOM) at Stony Brook effective September 2022. Igarashi came to Stony Brook from the University of Minnesota Medical School, where he was the Nesbitt chair, professor, and head of the Department of Medicine, overseeing more than 600 full-time and affiliate faculty, 100 adjunct faculty, and 240 residents and fellows.

Prior to his University of Minnesota Medical School tenure, Igarashi served as chief of the Division of Nephrology and founding director of the NIH-funded O'Brien Kidney Research Core Center. Igarashi earned his MD from the UCLA School of Medicine and completed an internal medicine residency at the University of California Davis Medical Center. He then moved to Yale University where he completed a nephrology fellowship and began his academic career in medicine.

THE COMMUNITY

Stony Brook is a hamlet and census-designated place in the Town of Brookhaven in Suffolk County, New York, on the North Shore of Long Island. Stony Brook began in the colonial era as an agricultural enclave, and experienced growth first as a resort town and then to its current state as one of Long Island's major tourist towns and centers of education. In addition to Stony Brook University, the hamlet is also home to the Long Island Museum of American Art, History, and Carriages and the Stony Brook Village Center, a commercial center planned in the style of a traditional New England village. Stony Brook offers plenty of opportunities for recreational activities like fishing, diving, boating, and other water sports, as well as arts and cultural activities, including art openings and independent films. The entire hamlet is within the Three Village Central School District, a highly regarded system that is a prime attraction for families with school-age children.

Stony Brook University's campus is just miles from the renowned sailing waters of Long Island Sound and near the world-famous Atlantic Ocean beaches on Long Island's South Shore; the Hamptons and Fire Island, the quaint towns of Long Island's North Shore; and the numerous wineries on the island's East End. Stony Brook also is easily accessible to New York City and its world-famous museums, professional sporting and concert events, Broadway shows, and restaurants of every cuisine via an easy commute by car or mass transit. Similarly, Stony Brook is accessible via mass transit or car to the entire New York/New Jersey/Connecticut tri-state area.



WE ARE STONY BROOK

Driven by momentum to make a real difference, our students,
faculty and staff are paving the way to a brighter future.

HOW TO APPLY

Stony Brook University has retained AGB Search to manage the recruitment process. Interested candidates must submit a current resume and a letter of interest that addresses the leadership opportunities, key responsibilities, and qualifications outlined in this leadership profile.

Applications will be reviewed as they are received, and the position will remain open until filled. Application materials (PDF) should be sent electronically to: <http://bit.ly/46EDHG9>

Questions regarding the application process should be directed to:
StonyBrookSrDoDMed@agbsearch.com

Please direct all nominations and expressions of interest to one of AGB Search's consultants:

Andrew Bowen
Executive Search Consultant
Andrew.Bowen@agbsearch.com
802.345.1279

Joy Yablonsky
Executive Search Consultant
Joy.Yablonsky@agbsearch.com
215.934.1386

Howard Lipman
Executive Search Consultant
Howard.Lipman@agbsearch.com
954.980.3409

Lynn DellaPietra
Executive Search Associate
Lynn.DellaPietra@agbsearch.com
202.640.6723

**AGB
SEARCH**

Advancing Higher Education Leadership



**Stony Brook
University**

Stony Brook University prohibits discrimination on the basis of race, sex, sexual orientation, gender identity and expression, religion, age, color, creed, national or ethnic origin, disability, marital status, familial status, genetic predisposition, criminal conviction, domestic violence victim status, veteran status and/or military status and all other protected classes and groups under Federal and State Laws in the administration of its policies, programs, activities, or other Stony Brook University administered programs or employment. For additional information regarding Stony Brook University's Policy on non-discrimination, please review: [the Equal Opportunity/Affirmative Action Policy](#).