

## KULPER & COMPANY, LLC

### Executive Search

#### **Chief Development Officer (CDO) Health Care Fund**

This is a unique opportunity for an experienced Non-Profit (NP) professional fund raiser with a strong background/track record consistently raising \$1MM+ /year in support of NP healthcare fund initiatives. Marketing and brand development awareness experience is necessary. The client's health care fund is a non-profit 501 (C) (3) Public Charity. The primary source of donations are foundations of multi-national health care/medical device corporations as well as foundations and individuals with a key goal to expand that base.

The mission of the NP fund is to bring low cost/advanced medical device solutions to the world's poor. Initial focus will be on assisting populations in Sub-Saharan Africa and India at risk for non-communicable diseases such as diabetes, heart disease, glaucoma and others that can be readily diagnosed and/or treated through the application of innovative, low-cost medical device technologies currently available from established and early stage medical device companies worldwide.

The new CDO will work directly with the co-founders of the fund and a team of world-renowned professionals with deep experience in the field and commitment to the mission. One of the co-founders is the recently retired CEO of a multinational medical device company. The key objectives will be for the CDO to work closely with the co-founders and team members to reach high level executives of multinational corporations in the medical device field, charitable foundations, individuals to raise **\$1.5 to 2.0 million per year** in total for the NP entity while creating/added value to its branding and by working successfully/collaboratively with fellow members of the team.

There is a for profit element to the health care fund as well which can be further described to qualified candidates but the focus for the new CDO will be on the NP fund.

#### **QUALIFICATIONS**

- 5+ years' experience leading or working at a senior operating level in a Non-Profit (NP) organization, preferably in the global health arena.
- Undergraduate degree required; **[Graduate degree preferred]**.
- Global Health experience desired. Specific experience in India and/or Sub-Saharan Africa is a "Plus".
- Proven fundraising experience with a demonstrated track record of success commensurate with NP Annual Development goals. **CFRE Certification** is a plus.
- Ability to create/accelerate brand awareness through social media, website and public speaking desired.
- Understanding of the broad legal framework for NP compliance, including as it relates to fundraising and program related investments made by foundations to support their charitable activities.
- A strong record of organizational leadership, budgetary responsibility and working with a Board of Directors.
- Understanding of broad global health landscape.
- Multinational industry experience (particularly in the medical technology industry) desired.
- Self-starter, passion, high intellect, and outstanding communication skills required.

#### **COMPENSATION**

The hired candidate will be very well compensated and receive health care benefits. Preferably the hired candidate will be able to work "virtually" out of either Washington, DC or New York City.

**Interested candidates** please send brief cover letter of interest and resume in confidence to:

[CDOSearch@Kulpercompany.com](mailto:CDOSearch@Kulpercompany.com)

*This is an Equal Employment Opportunity subject to change at the sole discretion of the hiring organization*