



## CHIEF ADVANCEMENT OFFICER

### ABOUT PNRI

Humans are highly complex creatures. Astonishingly unique in many ways, yet there is so much that we have in common. Genomics, an ever-evolving area of biomedical science, is giving us a deeper appreciation of our complexity, transforming our understanding of human health and providing life-saving solutions. The Pacific Northwest Research Institute (PNRI) is an independent, nonprofit, biomedical research institute based in Seattle with a distinguished history of contributing numerous scientific advances to improve human health. Their scientists and staff believe genetic research holds the greatest untapped potential to improve human life and health. Originally called the Pacific Northwest Research Foundation, PNRI was founded in 1956 by Dr. William Hutchinson as an independent research facility where practicing physicians and medical researchers could enjoy complete freedom to pursue basic, translational, and clinical research. Over the decades, PNRI's researchers have explored a wide range of illnesses, including heart disease, cancer, and diabetes. As progress in their cancer research accelerated, a new division spun off from the Institute in 1967, which eventually became the Fred Hutchinson Cancer Research Center.

Pacific Northwest Research Institute maintains their founder's original vision: investigators fearlessly pursuing game-changing scientific and medical discoveries. PNRI is home to a multidisciplinary team of world-class scientists who share an unconventional perspective on genetics. Their award-winning research uses innovative applications of genetics, genomics, mathematical methods, and evolutionary biology in their quest to improve human health.

#### Key Facts

- \$9.5M annual operating budget (2021)
- 54 staff (2021)
- 12-member Board of Trustees (2021)
- 2,200 donors overall (78 Lifetime Givers at \$50K and greater; 48 Discovery Society members)

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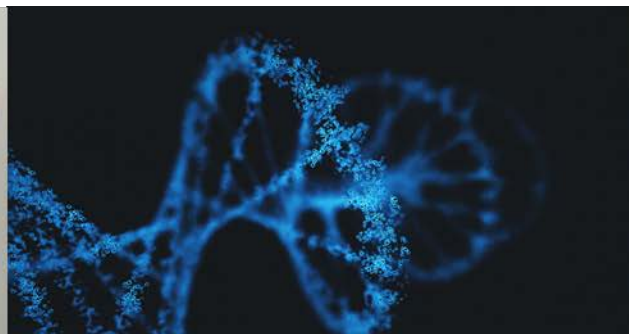


Their scientists work together across seven labs and multiple disciplines, exploring problems from different angles. They approach complex scientific challenges collaboratively, driving toward real-world solutions to improving human health. Instead of asking *what causes disease*, PNRI's genetic researchers ask *what keeps us healthy*. This [approach](#) allows them to diagnose, treat, and prevent disease, while exploring innovative solutions in the fight against major diseases ranging from Alzheimer's to type 1 diabetes. PNRI's scientific work continues to be groundbreaking and transformative. As a recent example, PNRI scientist David Galas, who was responsible for overseeing the Human Genome Project, discovered a technology that was used by Abbott Laboratories last year to develop a rapid test for COVID-19. This test was the first COVID-19 test approved by the FDA and led the way in technology innovations that have helped physicians, hospitals, medical providers, and communities during the global pandemic. Recently, PNRI launched the [Decoding Stress](#) study that aims to understand how our brain's genetics controls our body's response to chronic stress and to find ways to mitigate the devastating impact of diseases such as heart disease, Type II diabetes, gestational diabetes, anxiety disorder, among others.

PNRI's structure is lean, nimble, and flexible by design, so they are always poised to explore the most promising discoveries. PNRI scientists are collaborators on projects that often span the globe. Examples of their strategic partnerships include Boston University, Institute for Systems Biology, Harvard University, Novartis, Scripps Research Institute, University of Alberta, University of California, Université du Luxembourg, and the University of Washington. At PNRI, they are proud to engage the next generation of genetic scientists and the broader Seattle community through a variety of educational opportunities that help foster the next generation of researchers. PNRI also offers exciting and stimulating scientific lectures, seminar series, and Science Matters events, and are currently expanding their labs with new scientists who will focus on addressing significant societal impacts.

## THE POSITION

The Chief Advancement Officer, an energetic, data-driven fundraising strategist, will have an exciting and rewarding opportunity to build PNRI's next phase of transformative growth. PNRI has a track record of receiving significant gifts over the past years, including a recent \$17.5 million estate gift. Despite its relative success, PNRI seeks a new leader to focus on building and strengthening their individual giving programs, particularly in growing their annual, major, and planned gifts. Reporting to the President & CEO, the Chief Advancement Officer will be responsible for planning and leading all aspects of PNRI's integrated advancement programs. The Chief Advancement Officer, an accomplished closer of major gifts, will lead a talented team



of advancement professionals, including a Director of Communications and an Assistant Director of Development. The Chief Advancement Officer will be expected to realign the team and hire additional staff as necessary to support PNRI's future funding growth. The Chief Advancement Officer will work closely with an engaged Board of Trustees and act as the primary board liaison for the Development Committee, whose role is to support development, communications, and stewardship efforts. Of prime importance will be the development of a cohesive advancement system that operates from an achievement-oriented environment built on aspirational goals and performance metrics that advance donor-centric fundraising excellence. This position is based in Seattle with flexibility to work remotely as necessary.

## RESPONSIBILITIES

The Chief Advancement Officer will have the following primary responsibilities:

- Develop and implement an integrated strategic cultivation, fund development, stewardship, and communications plan that will generate significant gifts from high-net-worth individuals, donors, and prospects.
- Identify, qualify, cultivate, solicit, and steward major and planned gift prospects that meet and exceed all activity metrics and revenue goals.
- Build a strong portfolio of new donors and prospects that generate five- and six-figure gifts from a wide range of sources.
- Support the identification and recruitment for new Board of Trustees prospects that will actively support the Institute's advancement efforts.
- Work in partnership with the President & CEO in setting robust but achievable goals with metrics that promote greater accountability.
- Proactively create and design attractive, compelling donor communications materials that enhance the brand and visibility as a strong, viable philanthropic entity.
- Establish performance measures, monitor results, and evaluate the effectiveness of the advancement program, making changes as appropriate.
- Oversee the writing and editing of all fundraising and donor marketing communications.
- Act as principal donor strategist for each prospect in the portfolio with specific responsibility to ensure a well-documented record of donor strategy and relationship interactions in the Raiser's Edge database.
- Cultivate planned giving relationships through PNRI's Discovery Society that also creates a pipeline for new donors and prospects.



- Build strong and mutually beneficial relationships among the Board of Trustees, the President & CEO, and all external stakeholders, including donors, funders, community, business, and academic leaders.
- Represent PNRI at public functions and events to raise the visibility of the organization.

## MAJOR OBJECTIVES

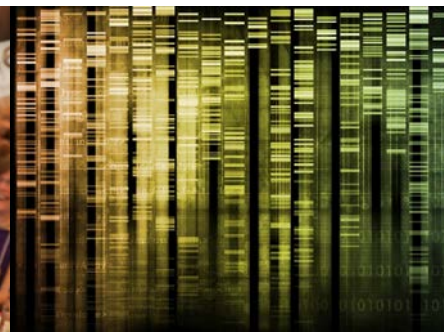
Within the first 12 to 18 months, the Chief Advancement Officer will achieve the following major objectives:

- Plan, develop, and implement a strategic advancement plan to advance PNRI's visibility with annual, major, and planned giving donors and prospects, to increase unrestricted funding, and to cultivate lifelong donors through compelling, timely, and authentic communications.
- Generate a portfolio of at least three to five major gifts at the six-figure level, with a goal of raising at least \$2 to \$3 million annually within the next three years.
- Help to identify and recruit at least one or two new Trustees to the Board that will actively support PNRI's advancement efforts.
- Build strong, mutually beneficial relationships among the leadership, scientists, researchers, staff, and external stakeholders, by being open, curious, and conversant in translating science into compelling reasons to give.
- Explore avenues for new and expanded donor engagements as PNRI begins to increase its institutional research focus on addressing significant societal impact.

## QUALIFICATIONS

The ideal candidate will possess most of the following qualifications:

- A passionate, enthusiastic commitment to PNRI's mission and work.
- A minimum of seven to ten years of building successful advancement programs with a proven record of soliciting significant annual, major, principal, and planned gifts and developing compelling donor communications and stewardship strategies.
- Proven achievement in the successful solicitation of five- and six-figure major gifts, with the drive to build new and existing donor and prospect relationships.
- A confident, innovative, self-starter with a proven ability to recruit, supervise, motivate, and retain a team that strives to achieve and exceed goals.





- A capacity to acquire an understanding of PNRI's work in science and research with ability to translate this work into attractive reasons to give funding support.
- A patient, strong listener with integrity, tact, and sensitivity to engage well with a diverse range of donors, volunteers, scientists, and stakeholders.
- Excellent interpersonal, written, and verbal communication skills, with the ability to persuade and move people to action.
- High degree of technological proficiency, including experience with donor management and arts enterprise applications, particularly The Raiser's Edge.
- Ability to travel as necessary and attend program and fundraising activities as needed, including evenings and weekends.
- A bachelor's degree from an accredited college or university.

## APPLICATION

PNRI has retained Campbell & Company to conduct this search. PNRI offers a highly competitive salary and a generous benefits package. Benefits include medical, dental, vision, and life insurance, retirement, an employer-funded Health Reimbursement Arrangement, Health Savings Account, Employee Assistance Program, Health and Depending Flexible Spending Accounts, Life Insurance, Short-Term and Long-Term Disability, a traveler's support program, paid vacation and sick time, and paid holidays. As an active player in Seattle's science community, PNRI also offers a nimble, supportive, and inclusive work environment.

The team for this project includes Dan Nevez, Senior Consultant, and Alex Catuara, Associate Consultant. To be considered for this opportunity, please send a letter of interest and resume to:

### ALEXANDRA CATUARA

Consultant, Executive Search

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PNRI is an equal opportunity employer.



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