



PRESIDENT AND CHIEF DEVELOPMENT OFFICER

VITALANT FOUNDATION

HYBRID LOCATION – SCOTTSDALE, AZ



Aspen Leadership Group is proud to partner with the Vitalant Foundation in the search for a President and Chief Development Officer.

The President and Chief Development Officer will play a pivotal role in shaping the future trajectory of Vitalant's philanthropic endeavors through the Vitalant Foundation. With a focus on strategic leadership, collaboration, and fostering meaningful relationships, the President and Chief Development Officer will spearhead the formulation and execution of philanthropic strategies for the Vitalant Foundation. Collaborating closely with Vitalant's Senior Leadership Team, the President and Chief Development Officer will assess and refine development programs, philanthropic endeavors, and grant solicitations to bolster Vitalant's mission. The President and Chief Development Officer will partner with the Foundation Board of Directors to cultivate sustained funding opportunities, prioritizing Vitalant's critical objectives and enhancing its community presence. Success in this role will be measured by the ability to secure substantial financial support, drive strategic initiatives such as planned giving campaigns, elevate Vitalant's profile in local communities, and cultivate meaningful relationships with potential sponsors and donors.

Founded in 1943, Vitalant is one of the nation's largest nonprofit blood and biotherapies healthcare organizations, providing hospitals and patients across the U.S. a safe blood supply. Vitalant has a network of approximately 115 donation centers across the U.S. and hosts approximately 60,000 blood drives annually. Vitalant provides blood and special services to patients in about 900 hospitals across the U.S.—millions of people depend on blood donations from its generous volunteer donors.

The dedicated team at Vitalant makes sure lifesaving blood is available when and wherever it is needed. But Vitalant is more than a blood center. It also provides specialized laboratory services, transfusion medicine expertise, and cutting-edge research. Vitalant Research Institute is world-renowned for scientific studies ranging from blood donor epidemiology to cellular therapy and virus discovery. Vitalant is a partner in the operation of Creative Testing Solutions, the largest independent blood donor testing organization in the U.S., which tests 70% of the nation's blood supply. Vitalant is also a founding member of AABB (a professional organization that provides standards development and accreditation for blood centers) and was a driving force in the creation of America's Blood Centers (a consortium of independent community blood centers throughout the U.S. and Canada, including Vitalant). Both organizations play a major role in communicating advances in transfusion medicine nationwide.

Vitalant is an internationally known and respected leader that continues to push the boundaries to advance the experience, practice, and application of transfusion medicine. Individuals generously donating blood, volunteering, and giving financially are essential to its lifesaving mission of uniting blood and biologic donors, talent, and innovation to save and improve lives.

Every day in the U.S., patients in hospitals, surgical centers, and emergency treatment facilities need approximately 29,000 units of red blood cells, 5,000 units of platelets, and 6,500 units of plasma. The impact of blood donations is lifesaving, but the nation's blood donor base continues to shrink. Financial gifts help address this challenge by funding critical donor recruitment initiatives and blood center operations. In addition to supporting the daily blood needs Vitalant meets, gifts also support research in donor and patient safety. Recent research includes Vitalant's involvement in work conducted at the onset of the COVID-19 pandemic to support patients with developing technology, as well as the ADVANCE study, which has led to additional changes in blood donor eligibility.

Vitalant Foundation is changing lives through financial contributions. Financial gifts to Vitalant Foundation help ensure blood is available for patients in need and enhance research opportunities to support blood donors and recipients of the future. Vitalant Foundation is the official fundraising arm of Vitalant. As one of the nation's largest nonprofit blood and biotherapies healthcare organizations, Vitalant is uniquely positioned to become the nation's most innovative and inclusive blood and biotherapies partner. Vitalant Foundation secures and stewards charitable gifts to support Vitalant's mission to unite blood and biologics donors, talent, and innovation to save and improve lives.

Vitalant Foundation, formerly known as Blood Science Foundation, was incorporated as a tax-exempt organization in 1987. The Institute for Transfusion Medicine (ITxM) was also the parent company of Central Blood Bank and Lifesource serving the Pittsburgh and Chicago regions respectively with blood collection, testing, and distribution services before ITxM merged into Vitalant in 2017. From 2008 to 2016, the Foundation granted contributions to tax-exempt organizations totaling approximately \$25 million. In 2017, Blood Science Foundation became an independent charity following the merger of ITxM with Blood Systems Inc. In 2018, Blood Systems, Inc. was renamed Vitalant.

Vitalant Foundation is currently supporting a range of initiatives that include the Blood Bank Technologist Training Program, which fights the shortage of skilled laboratory professionals by expanding the workforce of certified blood bank technologists while also providing new opportunities for secondary education graduates to engage in meaningful careers. The Foundation also sponsors community blood drives to increase blood donations and raise awareness as well as supporting the costs of a bloodmobile—a mobile blood donation center that meets the blood donors where they are, helping to make donation easy, convenient, and comfortable. Financial support also helps the Foundation to grow the donors of African heritage through community-centric outreach in Black communities, which will ultimately save and improve the lives of sickle cell patients, 98% of whom are Black in the U.S.—while also advancing blood science research and racial equity in healthcare and overall, within American society. Vitalant Foundation also supports and celebrates high school students who attend schools that host blood drives by awarding them scholarship funding, which can promote increased community blood donation awareness and lifelong recurring blood donors.

Every two seconds someone in the U.S. requires a blood transfusion, equating to 4.5 million people needing a blood transfusion each year in the U.S. The work of the Vitalant Foundation ensures Vitalant can continue to provide these lifesaving measures.

REPORTING RELATIONSHIPS

The President and Chief Development Officer, Vitalant Foundation will report to the President and Chief Executive Officer of Vitalant, David R. Green and will serve as a member of the Vitalant Senior Management Team. The President and Chief Development Officer will oversee a team of five staff.

FROM THE PRESIDENT AND CHIEF EXECUTIVE OFFICER

Founded in 1943, Vitalant has become one of the nation's largest nonprofit blood and biotherapies healthcare organizations. We provide hospitals and patients across the U.S. with a safe blood supply, specialized laboratory services, transfusion medicine expertise, and world-renowned research. Helping to save and sustain lives is our mission.

As an internationally known and respected leader, Vitalant continues to push boundaries to advance blood and biotherapy services through research and innovation. As a member of Vitalant's Senior Leadership Team, the Vitalant Foundation President and Chief Development Officer is an essential partner for attracting and nurturing the financial resources that will fuel and accelerate our capabilities, helping to serve more patients with cutting-edge therapies.

Freshly rebranded, the Vitalant Foundation is supported by a cohort of subject matter experts within our Research Institute, newly launched Innovation Center, blood services division, and budding biotherapies team. Together, we can provide meaningful giving opportunities that will help save and sustain lives.

Over three decades ago, I embarked on a journey within this industry, captivated by the potential to make a transformational difference in people's lives. And now, I extend the invitation to you. If you share our passion for making a vital impact and are driven by the desire to leave a legacy of hope and healing, then I eagerly await your application.

Thank you for considering joining us on this incredible journey.

—David. R. Green, President and CEO, Vitalant

PRIMARY RESPONSIBILITIES

The President and Chief Development Officer will

- embody Vitalant's commitment to making a tangible difference in people's lives and through these efforts, reinforce the crucial role that philanthropy plays in advancing Vitalant's mission;
- provide strategic leadership to the Foundation team, fostering collaboration with the Board of Directors to drive forward the organization's philanthropic vision;
- collaborate with the Foundation Board of Directors to curate board meeting materials, presentations, and communications, ensuring the Board is well-informed and engaged in all relevant initiatives;
- work in tandem with the Foundation Board of Directors, Vitalant Board of Trustees, and the Senior Management Team to pinpoint significant opportunities for the Foundation to amplify and extend its mission in supporting operational needs;
- construct comprehensive fund development plans and compelling case statements to underpin Vitalant's operational and research endeavors;
- recruit and supervise Development Directors tasked with supporting various facets of Vitalant's operations including blood services, clinical services, biotherapies, and research;
- ensure the continuous renewal of fund development plans supported by updated case statements that advocate for operational and research activities;
- establish and nurture a robust philanthropy program for the Vitalant Research Institute, geared towards sustaining non-grant and contract research priorities in applicable areas including forging partnerships and fostering major gift opportunities to sustain long-term research activities;
- devise and implement strategies and tactics to identify relationships and business opportunities that align with the Foundation's goals and objectives, all while ensuring adherence to its mission;

- collaborate closely with the Vitalant Chief Financial Officer to maintain a robust control environment, resulting in the meticulous and accurate financial reporting of gifts received;
- support the completion of an annual external audit, with findings reported to the Vitalant Board of Trustees;
- ensure strict compliance with all federal and state charitable registration requirements; and
- cultivate strong relationships with prospective donors, community members, and business leaders to advance Vitalant's philanthropic mission.

LEADERSHIP

David R. Green

President and Chief Executive Officer, Vitalant

David Green has more than 30 years of experience in the blood services industry. As President and CEO, Green is responsible for Vitalant's overall organizational strategy and success in service to its mission. Before being named President and CEO in 2017, Green led Vitalant's blood services division, was President and CEO of Mississippi Valley Regional Blood Center and served in various leadership roles with the American Red Cross. He also served as Chairperson of Blood Centers of America, and President of America's Blood Centers and AABB. He is an Army veteran and received a bachelor's degree from Knox College and a master's degree from Central Michigan University.

PREFERRED COMPETENCIES AND QUALIFICATIONS

Vitalant Foundation seeks a President and Chief Development Officer with

- a commitment to the mission of the Vitalant Foundation—to secure and steward charitable gifts to support Vitalant's mission to unite blood and biologics donors, talent, and innovation to save and improve lives;
- leadership experience and an ability to drive philanthropic goals organization-wide;
- experience collaborating with and leveraging the talents of boards to increase engagement and further philanthropic and strategic goals;
- an ability to develop and implement strategic fundraising plans and cases for support that increase philanthropic engagement for short- and long-term goals;
- an ability to think strategically, synthesize complex business and financial data, and develop innovative solutions;
- an ability to recruit, lead, mentor, and retain a team of high-performing frontline fundraisers;
- experience across the breadth of development fundraising revenue streams with a focus on major and principal individual giving, planned giving, annual giving, and capital campaigns;
- superior relationship-building skills and an ability to develop meaningful and productive partnerships across the organization and externally with diverse stakeholders;
- knowledge of accounting and financial regulations and gift processing protocols including the tracking, recording, and stewarding of gifts;
- exemplary communication skills across platforms as well as public speaking skills and an ability to speak persuasively to audiences of all sizes and backgrounds; and
- healthcare philanthropy or foundation experience (strongly preferred).

A bachelor's degree or an equivalent combination of education and experience and at least ten years of progressively responsible management experience is required for this position, as is five years of foundation management experience. The Vitalant Foundation will consider candidates with a broad range of backgrounds. If you are excited about this role and feel that you can contribute to the Foundation, but your experience does not exactly align with every qualification listed above, we encourage you to apply.

SALARY, BENEFITS, AND CULTURE

The salary range for this position is \$250,000 to \$290,000 annually. Vitalant offers a comprehensive package of benefits including health insurance, health savings account, dental insurance, vision insurance, flexible spending accounts, basic life and AD&D insurance, supplemental life and AD&D insurance, short-term disability insurance, long-term disability insurance, accident insurance, critical illness insurance, hospital indemnity insurance, business travel accident insurance, paid time off, commuter benefits, 401(k) retirement savings plan, employee assistance program, Talkspace, and Gympass.

The vital work of the Vitalant team is purposeful, meaningful, and worthwhile. Vitalant staff are impact-inspired to provide vital clinical services to communities nationwide, vital products to those in need of a donor's generosity, or vital scientific research that advances blood safety worldwide. As a mission-led company, Vitalant unites donors, talent, and innovation to save and improve lives. Vitalant is business-minded, investing in transformation, modernization, new services, and diversely talented people who care. Its culture is values-driven with a commitment to diversity, equity, and inclusion and cultivating a sense of belonging. Vitalant is serious about finding solutions to tough challenges, but it also takes time to help and celebrate one another because teamwork and fun are vital. Vitalant's people-centered leaders support personal well-being and encourage professional development. Its employees are challenge-motivated, results-driven, and customer-focused, helping Vitalant become more vital than it ever imagined. Vitalant offers a career built on purpose, a company created to care, and a team committed to leading together.

LOCATION

This position is in Scottsdale, Arizona. Vitalant Foundation operates on a hybrid home/office standard with staff in the office three days a week, with Tuesday considered an "anchor" day. On office days, core hours are between 10:00 and 3:00.

APPLICATION INSTRUCTIONS

All applications must be accompanied by a cover letter and résumé. ***Cover letters should be responsive to the mission of the Vitalant Foundation as well as the responsibilities and qualifications stated in the prospectus.*** Review of applications will begin immediately and continue until the successful candidate has been selected.

To apply for this position, visit: [President and Chief Development Officer, Vitalant Foundation](#).

To nominate a candidate, please contact Don Hasseltine, donhasseltine@aspingleadershipgroup.com.

All inquiries will be held in confidence.