



Vice President, Principal and Major Gifts
City of Hope
Duarte, CA (Greater Pasadena/Los Angeles)
<http://www.cityofhope.org/homepage>

Send Nominations or Cover Letter and Resume to:

Megan Abbett
Search Director
617-262-1102
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City of Hope is a renowned, independent biomedical research institution and comprehensive cancer center committed to researching, treating, and preventing cancer, with an equal commitment to curing and preventing diabetes and other life-threatening diseases.

The rich history of City of Hope began in 1913, when a group of volunteers, spurred by compassion to help those afflicted with tuberculosis, raised money to start a free, nonsectarian sanatorium. Today, City of Hope is still powered by philanthropy, and is recognized worldwide for compassionate patient care, innovative science, and translational research.

Since its founding, City of Hope has been unwavering in its tackling of catastrophic diseases such as cancer, diabetes, and HIV/AIDS. Today, City of Hope is one of only 45 comprehensive cancer centers in the nation, the highest recognition bestowed by the National Cancer Institute. City of Hope is also a founding member of the National Comprehensive Cancer Network, with research and treatment protocols that advance care throughout the nation. City of Hope has been ranked as one of the nation's best Cancer Hospitals by *U.S. News & World Report* for over 10 years. With particular excellence in bone marrow and stem cell transplants, its program is one of the largest and most successful in the world, with unrivaled survival rates.

As City of Hope looks toward the next 100 years, it continues its mission and commitment to transform the future of medicine.

Click [here](#) to learn more about City of Hope's record of distinction and innovation.

Click [here](#) to view City of Hope's 2015 annual report.

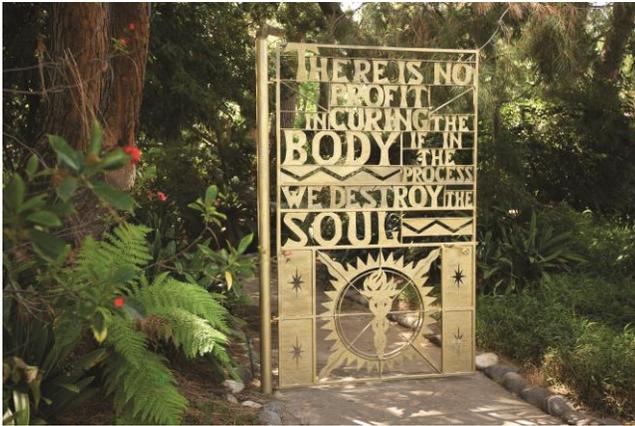


The Opportunity:

The Vice President, Principal and Major Gifts role is an ideal position for a seasoned fundraising professional drawn to transformational opportunities. Candidates must have experience soliciting and securing six- and seven-figure gifts in a collaborative environment, as well as experience working with metrics as a professional tool utilized for goal setting, accountability, and transparency. Experience working in healthcare is a top priority as the Vice President will work with institutional leadership to identify and prioritize funding opportunities. Strong strategic planning skills in addition to relevant leadership experience, campaign involvement, and a proven track record of successful collaboration within a complex institution are required as the City of Hope development team seeks to nearly double their revenue in the years ahead.

City of Hope Philanthropy – Transforming the Future of Health

The Office of Philanthropy's vision is to support the life-saving work of City of Hope by being known institutionally and nationally as a model of excellence among elite fundraising programs. Raising the philanthropic resources to fuel leading-edge research, exquisite and compassionate clinical care, and



advancement of biomedical education and training drives the City of Hope's Office of Philanthropy – and each member of the Office of Philanthropy is a stakeholder in this work.

An integral and respected team within the City of Hope community, the Office of Philanthropy is led by Chief Philanthropy Officer Kristin Bertell. A visionary and compelling leader, Bertell is committed to creating one of the premier philanthropy programs in the country. President and CEO Robert Stone is a trusted partner who is actively engaged in philanthropy and tireless in his work with donors. Buoyed by City of Hope's culture of collaboration and innovation; its compelling mission; its national and community outreach success; and its productive working relationships with physician-researchers, the Office of Philanthropy is poised to drive transformational impact.

Bertell and her team of expert, seasoned fundraising leaders are committed to growing revenue from its current level of nearly \$135M raised last year to \$225M annually in four to five years. The senior team has implemented an innovative new organizational structure that features a new layer of leadership that will bring the team size to 140 in anticipation of a comprehensive campaign. While the precise shape and scope of upcoming campaign efforts will be determined in the next 18 months, City of Hope will engage in a historic campaign effort in the coming years, with an early goal estimated at \$1.5B.

Office of Philanthropy leaders at City of Hope share a commitment to recruiting top national talent, to maximizing team performance, and to developing and leveraging individual team members. The team's 140 person professional and support staff in Southern California and in field offices across the country work with 700 research and clinical colleagues and 45,000 volunteers nationwide. It is seeking professionals who place team before individual achievement, are creative and innovative, have mission passion and intellectual curiosity, are collaborative yet personally accountable, and can "connect the dots" between their work and the work of others on behalf of donors and philanthropy.



To learn more about City of Hope's perspectives on talent and culture, please view their new digital brochure starting on page 13, specifically designed for individuals considering a professional career move to advance philanthropy at City of Hope.

Vice President, Principal and Major Gifts

The Vice President, Principal and Major Gifts reports to the Senior Vice President, Advancement Operations and Giving Campaigns (SVP) and serves the Office of Philanthropy in developing, socializing, and executing strategies to build a robust pipeline of individual donors and prospects, focused primarily on the Principal (\$2.5 - \$10M), Major (\$100,000 to \$2.5M), and Special (\$5,000 to \$100,000) gifts levels.

Position will develop and execute annual and multi-year campaigns, and support the transitioning of the current philanthropic model to a greater focus on securing private support from individual donors at the annual (\$5,000+) levels and above. Position will carry a personal portfolio of approximately 25 donors and prospects capable of making principal gifts, and will serve as a mentor, leader, and role model for a team of front line fundraisers and assigned administrative staff. Position is responsible for building out an integrated grateful patient fundraising program that identifies new prospects through various screening and referral services, targets and assigns prospects to appropriate strategies and staff, and conducts coordinated solicitation approaches. Serves as the leadership liaison and key stakeholder with Guest Relations Services to ensure that high-touch service is provided to identified prospects, donors, volunteers, and community VIPs.

Overseeing the principal, major, and special gifts programs, this position will ensure that a continuum of relationship-building strategies is donor-centered and is highly collaborative within the entire Office of Philanthropy enterprise. Serves as an active participant on various campaign and leadership teams and task forces. Position will work with Senior Vice President and Vice President for Philanthropy and Campaign Strategies to identify funding priorities for clinical and research areas, and create, socialize, and execute fundraising strategies to reach financial targets. Drives critical pipeline building activity that results from partnerships within existing program areas, both within and external to the Office of Philanthropy, such as planned giving; corporate and industry programs; and various online giving campaign activities. Will support the design, implementation, and reinforcement of a leading-industry, metrics-based, moves management process to fully leverage the technology available and align staff performance and incentives with the overall objectives of the department.

Position serves as a senior leader of the SVP's team and shares responsibility for cultivating a culture of excellence, collaboration, accountability, and efficiency throughout the Office of Philanthropy and moves toward the vision of being known as model of excellence among elite fundraising programs.

Essential Functions:

To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

35%

- Develop annual and multi-year plans, with leading-industry evaluation tools to grow private support activity from the Principal, Major, and Special Gifts programs. Integrate these programs within the entire Office of Philanthropy structure to ensure a seamless and exceptional donor experience. Manage program teams (Principal, Major Gifts, Special Gifts) and staff assigned.

30%

- Portfolio management and execution of strategies related to approximately 25 high-level donor (gift capacity at \$250,000 and higher) prospects.

10%

- Design, monitor, and evaluate a fully-articulated prospective donor pipeline that incorporates faculty referrals, grateful patient identification, other program engagement/referrals, and assigns and triages prospects to the appropriate strategy for engagement and solicitation. Works with SVP, VP for Philanthropy and Campaign Initiatives, and interfaces with faculty and clinician leadership.

10%

- Enforce a metrics-based, moves-management model for calling officers that regularly evaluates performance and productivity and is aligned and incented with the overall objectives of the Office of Philanthropy.

10%

- Leadership responsibilities and representation throughout the Office of Philanthropy and City of Hope.

5%

- Serve as a leadership liaison with the Guest Relations Services team to ensure high-touch service is provided to identified VIPs.

Follow established City of Hope and department policies, procedures, objectives, performance improvement, attendance, safety, environmental, and infection control guidelines, including adherence to the workplace Code of Conduct and Compliance Plan. Practice a high level of integrity and honesty in maintaining confidentiality.

Performs other related duties as assigned or requested.

The following shared, organization-wide competencies describe the desired behaviors that will facilitate success at City of Hope:

- **Communication** - Express ideas clearly and constructively (written and spoken, upward and downward, one-on-one and with groups).
- **Customer Service** - Seek to understand customer needs and work to exceed customer expectations (internal and external).
- **Initiative** - Look for opportunities to improve performance; manage time, work, and relationships effectively and efficiently.
- **Professionalism** - Treat others with respect; abide by the institutional values; display a positive and cooperative attitude; adhere to the workplace Code of Conduct and compliance policies.
- **Stewardship** - Identify efficiencies to reduce redundancy and/or eliminate tasks resulting in savings of cost, resources, and or/time.
- **Teamwork** - Work proactively and collaboratively with others to streamline work and achieve mutual goals.

Reporting Relationships:

The position directly supervises:

(2) AVP, Principal Gifts

(1) AVP, Major Gifts

(1) AVP, Annual Giving

(1) Executive Assistant

Position Qualifications:

Minimum Education: Bachelor's degree required.

Minimum Experience: A minimum of fifteen (15) years of fundraising or equivalent experience required, with a preference for a seasoned professional with background in an

academic medical center, or comparable academic/university setting, and/or a national healthcare organization.

Preferred Education: Master's Degree preferred in a related field; fundraising credentials (CFRE or similar) also highly desirable.

Pref. Certification /Licensure: CFRE, ACFRE

- Skills/Abilities:**
- Success in managing a portfolio of high-level prospects and donors capable of making six- and seven-figure gifts. A skilled, experienced, and motivational leader and manager with demonstrated ability to successfully supervise and lead varying levels of administrative and professional staff.
 - Experience in coaching and mentoring development officers in all aspects of solicitation cycle.
 - A seasoned, highly emotionally intelligent manager who can flex supervisory style to adjust to various staffing assignments with demonstrated success in using performance metrics to motivate intended behaviors and outcomes.
 - Must have strong interpersonal skills, customer-service and servant-leadership orientation, and good judgment, and be capable of communicating and working with a diverse range of individuals.
 - Demonstrated success in working in a complex, matrixed organization is a must.
 - Experience with designing and implementing fundraising programs.
 - Intellectual familiarity and comfort with using technological and analytical tools for decision-making and forecasting purposes.
 - Excellent oral and written communication skills.
 - A results-oriented leader, adept at planning, prioritizing, organizing, and executing.
 - Strong collaborator, individual contributor, and team player who can develop authentic partnerships within the department and throughout the organization.
 - An energetic, creative, dedicated, 'leads by example' professional who models the values of City of Hope and of the philanthropic industry.

- Passion and intellectual curiosity for the City of Hope mission and its various scientific, clinical, and educational platforms.

Software: Strong computer skills in MS Office (Word, Excel, Power Point, Outlook)

Advancement Operations and Giving Campaigns

The Vice President, Principal and Major Gifts reports directly to the Senior Vice President, Advancement Operations and Giving Campaigns. The larger unit includes annual, major, and principal gifts, as well as research, stewardship, and data management. This structure represents a holistic approach to data, research, portfolio development, and donor identification, engagement, cultivation, and stewardship. The Vice President, Principal and Major Gifts oversees the spectrum of annual, major, and principal gifts with the expectation of a fluid and multi-pronged approach to philanthropy. S/he will work closely with both the SVP and the Chief Philanthropy Officer to create a highly sophisticated program that involves maintaining and elevating their donor centered approach combined with a strategic use of data and analytics to inform portfolio management and donor engagement. The Vice President, Principal and Major Gifts oversees a team of nine fundraising professionals charged with raising approximately \$90M annually.

Office Leadership



Nathan Chappell
Senior Vice President, Advancement Operations and Giving Campaigns

Nathan serves as Senior Vice President of Advancement Operations and Giving Campaigns at City of Hope. His scope of responsibilities includes direct oversight of the Principal Gifts, Major Gifts, Annual Giving and Digital Philanthropy teams as well as Finance, Donor Engagement and Communications, and Prospect Development.

Formerly, Nathan served as Assistant Vice Chancellor of Advancement Operations and Campaign at UC San Diego with direct management responsibility for Campaign Management, Prospect Development, Principal Gifts, Donor Relations, Gift Planning, Corporate and Foundation Relations, Talent Management, and Resource Management.

During his time at UC San Diego, Nathan supported efforts to help raise a university record of \$280 million in 2014 and provided strategic leadership on a wide variety of projects ranging from a \$130 million medical center campaign, a \$25 million matching gift initiative, and the university's first \$100 million gift.

Nathan holds a Master in Nonprofit Administration from University of Notre Dame, a Master in Business Administration from University of Redlands, and a certificate in International Economics from University of Cambridge.

A certified fundraising executive with the National Society of Fund Raising Executives, Nathan is also a member of the Association of Fundraising Professionals, the Association of Healthcare Philanthropy, and the Association of American Medical Colleges.

City of Hope Leadership

Led by President and Chief Executive Officer Robert Stone and Chief Philanthropy Officer Kristin Bertell, City of Hope's philanthropy efforts are embraced and championed by executive, medical, research, and care team colleagues across the community.



Robert W. Stone
President and Chief Executive Officer

As President and CEO of City of Hope, [Robert W. Stone](#) sets the strategic vision for City of Hope, driving business development and maximizing potential growth. He leads a diverse team of talented high-level individuals committed to humanitarian service and to ensuring access to the institution's breakthrough discoveries and specialized therapies.

In his career at City of Hope, Stone has served in roles of increasing responsibility. He joined City of Hope in 1996 as associate general counsel and was promoted to general counsel for the medical center in 2000. In 2003, he was named City of Hope's general counsel and corporate secretary. He became City of Hope's chief strategy and administrative officer in 2009, leading the creation and development of the organization's 10-year strategic plan.

Stone also served as president and executive officer of the City of Hope Medical Foundation, an entity launched in June 2011 to increase collaboration between physicians and staff and to enable more coordinated care for patients. In this role, Stone worked with the foundation board to plan, design, and implement the foundation strategy. He was also responsible for the day-to-day management of the

foundation, including overseeing the foundation-operated clinics, the management services staff of the foundation, and managed-care contracting for City of Hope.

As president of City of Hope, a role he assumed in August 2012, Stone was responsible for executing the strategy for the larger institution, guiding business development, and overseeing all operational, financial, human capital, and strategic functions. He assumed the dual role of chief executive officer in January 2014.

Prior to City of Hope, Stone was a practicing attorney at the firms of Christa & Jackson and Hanna and Morton. He earned his law degree at the University of Chicago Law School.

To read about President Stone and Dr. Stephen Forman's interview with Charlie Rose, please click [here](#).



Kristin Bertell
Chief Philanthropy Officer

[Kristin Bertell](#) is Chief Philanthropy Officer at City of Hope and a member of City of Hope's Executive Team. In this role, Bertell provides strategic leadership for all aspects of City of Hope's philanthropic efforts as the cancer treatment center and biomedical research institution enter a new era of growth and development.

Bertell is an accomplished leader with more than 26 years of expertise in nonprofit fundraising, including comprehensive campaigns for research and academic medical centers.

Prior to joining City of Hope, Bertell served as associate vice chancellor, health sciences development, for University of California, San Diego, where she was responsible for donations to support their clinical, research, and academic priorities.

Prior to UC San Diego, Bertell served as senior vice president of The Greenwood Company, a San Francisco-based nonprofit fundraising consulting firm, and as vice president of institute relations for the Salk Institute for Biological Studies in La Jolla.

She has also held development leadership roles at University of Southern California's Keck School of Medicine, California Lutheran University, Greater Southeast Healthcare System, and the Autism Society of America.

She is a graduate of University of California, Los Angeles, and holds a Master's degree in communications

management from the Annenberg School for Communication and Journalism at the University of Southern California.

Bertell is a certified fundraising executive with the National Society of Fund Raising Executives and was named the 2014 Outstanding Fundraising Professional by the Association of Fundraising Professionals, San Diego Chapter.

Location

Southern California and Duarte (Greater Pasadena/Los Angeles):



As the Office of Philanthropy notes in its recruitment brochure, Southern California is an ideal location to create the ultimate work-life balance, with trend-setting metropolitan cities, urban and natural landscapes, sprawling beaches, and eclectic entertainment options.

Located 21 miles northeast of Los Angeles and 10 miles from Pasadena, City of Hope's leading-edge medical and research facilities in Duarte, CA, are surrounded by lushly landscaped gardens and open spaces. Its community practices bring premier care to local communities in Los Angeles and Riverside Counties.

Duarte is known as the City of Health, a small progressive community located in Los Angeles County at the base of the picturesque San Gabriel Mountains. At 6.8 square miles and a population of 21,486, Duarte is a richly diverse community of stable neighborhoods and friendly neighbors, surrounded by other similar communities such as Monrovia and Arcadia. Green foothills, parks, hiking and bike trails, and beautiful new social and recreational gathering places enhance the livability of the community. The Duarte Unified School District serves students from Duarte, Bradbury, and unincorporated communities to the south of Duarte and Monrovia. Within Duarte, there are also five licensed private schools. To view a brief video about Duarte, please click [here](#).

Background Checks:

Prior to submitting your resume for this position, please read it over for accuracy. LLLS does verify academic credentials for its candidates, and our clients frequently conduct background checks prior to finalizing an offer.

To learn more, call
Megan Abbett, Search Director at
617-262-1102
or send nominations or cover letter and resume to
mabbett@LLLSearches.com.
All inquiries will be held in confidence.



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**ADVANCE YOUR
PASSION.
CHANGE THE
WORLD.**

JOIN CITY OF HOPE'S
PHILANTHROPY TEAM

the **MIRACLE** of **SCIENCE** with **SOUL**



City of Hope®

OFFICE OF PHILANTHROPY



“ I CAME HERE AND I WAS GIVEN HOPE AGAIN.

City of Hope offers options that other hospitals don't. That is because this is a place of progress, where researchers are working every single day developing new ways to fight cancer. City of Hope has a sense of humanity. There are little pockets of joy, pockets of life, pockets of hope everywhere. This is the place that saved my life.”

CHRISTINE PECHERA
Survivor, non-Hodgkin lymphoma

EVERY DAY IN THE **OFFICE OF PHILANTHROPY,** WE SEE THE IMPACT OF OUR WORK THROUGH THE PATIENTS WE SERVE, BOTH HERE AT CITY OF HOPE AND AROUND THE WORLD.

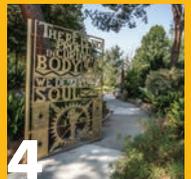
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■ CHANGING THE WORLD THROUGH SCIENCE

At City of Hope, we advance science to make lives whole again. As a world leader in the research and treatment of cancer, diabetes and other serious diseases, our scientists partner with doctors to transform laboratory breakthroughs into treatments that save lives. We call it “bench to bedside science.” Our patients call it miraculous.

In the global pursuit of scientific breakthroughs in the fight against deadly diseases, City of Hope is among those leading the charge. As an independent research facility, our world-renowned scientists have made advances that have fundamentally expanded the world’s understanding of how biology influences diseases such as cancer, HIV/AIDS and diabetes.

And, we live our commitment to scientific innovation. We are the only non-academic medical and research center in the nation with three FDA-approved manufacturing facilities for small scale therapeutics production for use in clinical trials. Made possible by philanthropy, the goal is singular: to speed treatments to patients so they receive healing now, not years from now. One of only 47 medical centers designated a comprehensive cancer center by the National Cancer Institute – the highest level of recognition the agency bestows – in any given year, City of Hope conducts more than 400 clinical trials enrolling over 6,000 patients. Our discoveries impact 100 million people a year.

Upholding the mantra that “There is no profit in curing the body if, in the process, we destroy the soul,” patients and loved ones benefit from a City of Hope clinical tradition that treats and heals through integrated physical, emotional and spiritual approaches. By offering exquisite care, conducting innovative research and championing vital education, our experts draw practical benefits from the mysteries of science and work to save and change lives. In short, we turn hope into reality – and change medicine for people around the world.



“ AT CITY OF HOPE OUR MISSION

is to transform scientific research into new drugs and treatments that will improve as many lives as possible – as soon as possible. We are an agile, inventive and growing research and medical enterprise focused on next generation medicine.



This is a truly inspiring place to work, where you see the impact of your effort in discoveries made and lives saved.”

ROBERT W. STONE
President and Chief Executive Officer

Shown from left: Sumanta Pal, M.D., Jeremy Jones, Ph.D., Marcin Kortylewski, Ph.D.

■ A MISSION YOU CAN BE PASSIONATE ABOUT.

A VISION TO GET YOUR HEART PUMPING.

COMPASSION

Founded in 1913 to provide free care to tuberculosis patients, our mission has remained steadfast. We have spent over a century bringing compassion, healing and hope to people facing difficult diseases.

GENEROUS

Philanthropy is in our DNA. Since our founding, donors from across the country have supported and influenced our vision to give people dignity and help them live longer, better lives.

AGILE

City of Hope has a flexibility that larger institutions typically lack. Innovative concepts move quickly from the laboratory to patient trials – and then to market, where they benefit people around the world.

ENTREPRENEURIAL

Not satisfied with the typical lengthy process involved in manufacturing drugs for testing, we built our own facilities. This demonstrates our entrepreneurial and agile spirit, which permeates our entire enterprise, including our approach to philanthropy.

INGENUITY

The power and promise of medical science drives our work and provides a tremendous sense of purpose. Discoveries made in our labs kicked off the biotech industry, which we continue to lead with seminal discoveries and developments saving the lives of millions around the world. We hold over 300 patents and have almost 30 drugs in the pipeline at any given time.

POWERFUL

A pioneer in cell transplantation, our program has been recognized for its excellence and innovation, and boasts more than 13,000 lifesaving transplants over the past four decades. Raising support for this kind of work provides the opportunity to have a demonstrable impact on the lives of so many people facing cancer and other difficult illnesses.

CONNECTED

Situated in one of our nation's most diverse and influential regions, City of Hope's work inspires prominent individuals and families, as well as key foundations and corporations, to be involved with our mission.

ROBUST

Our fundraising program is diverse and evolving, with a unique national support network of corporate partners and business leaders, as well as deep relationships with individuals in communities both locally and across the country.

ADVANCEMENT

With a unique focus on engagement and innovation, leaders in our Office of Philanthropy and throughout City of Hope put an emphasis on career advancement and skill growth. We are aggressively recruiting dynamic and committed people to join our team and help lead our efforts to build a program that is a national model of excellence.

OFFICE OF PHILANTHROPY VISION STATEMENT:

We will be known institutionally and nationally as a model of excellence among elite fundraising programs. Success will be achieved by building exceptional, long-term donor partnerships and demonstrating that all levels of philanthropic support are leveraged to realize maximum impact for City of Hope's mission. Holding to the highest standards of professional performance and conduct, our committed staff will function as a highly collaborative, efficient and creative team.



“ I JOINED THE OFFICE OF PHILANTHROPY

because I believe in the strategic vision of the leadership team, and want to be a part of the amazing transformation that is currently taking place. Given my background and skill set in data analytics and research, I build systems that support staff, increase revenue and efficiencies, and move the organization closer to achieving its goal of becoming the “model of excellence among the most elite fundraising programs.”

NATHAN FAY

Associate Vice President, Prospect Development

JOIN OUR PHILANTHROPY TEAM

The Office of Philanthropy is building a premier fundraising team with highly creative, committed and talented innovators. Our goal is to set the pace for excellence in the field of advancement and inspire philanthropists to champion our lifesaving mission.

Colleagues in the Office of Philanthropy work in a fast moving and dynamic team environment, collaborating closely with medical and scientific faculty and philanthropic partners across the country. Together we connect vision, leadership and philanthropic passion to help solve some of the world's biggest challenges.

The Office of Philanthropy at City of Hope is led by Chief Philanthropy Officer Kristin Bertell, M.A., C.F.R.E. At full capacity, the team is composed of more than 140 professional and support staff at our main office in Southern California and field offices across the country.

The Office of Philanthropy is a comprehensive and robust fundraising program that encourages personal and professional performance at the highest individual and team levels, with exceptional opportunities for growth, learning and advancement. We are committed to maximizing team performance while fully leveraging individual strengths and giving everyone the opportunity to excel.



“ WE ARE BUILDING SOMETHING INCREDIBLE. The same culture that drives our research and care, that special combination of urgency, excellence and collaboration, forms the foundation for our philanthropic efforts. I always tell our team that I don't believe in following best practices – I believe in creating them. Our vision is to create something exceptional and impact more lives.”



KRISTIN BERTELL
Chief Philanthropy Officer

■ ADVANCE YOUR PASSION IN **SOUTHERN CALIFORNIA**

With its trend-setting metropolitan cities, urban and natural landscapes, sprawling beaches, fast growing economy and eclectic entertainment options, Southern California is an ideal location to create the ultimate work-life balance.

Southern California offers endless summers and some of the most beautiful natural playgrounds, with the ocean and mountain ranges right on your doorstep, offering outdoor opportunities to bike, hike and surf. In Los Angeles, the Entertainment Capital of the World, you can enjoy fine dining, glamorous nightclubs and all the big names in music and comedy. You can also tour the set of your favorite television show, explore the Hollywood Walk of Fame and have your very own celebrity sighting. Sports enthusiasts can root for the hometown favorite in baseball, basketball, football and hockey. If shopping is what you desire, there are stores that appeal to all types of shoppers and interests.

Whether you are starting your career or are a seasoned professional looking to relocate, SoCal offers a variety of housing options, from upscale townhomes to quaint communities with their own personalities. Your options are limitless.

Join our philanthropy team. Advance your passion in Southern California and change the world at City of Hope.

MOST NOTABLE ATTRACTIONS

- Beach communities like Malibu, Venice Beach and Santa Monica
- Disneyland and Disneyland California Adventure
- Knott's Berry Farm
- Universal Studios Hollywood
- Aquarium of the Pacific
- Griffith Park and Observatory
- J. Paul Getty Museum
- Museum of Television and Radio
- Museum of Contemporary Art
- Los Angeles County Museum of Art
- Walt Disney Concert Hall
- Dorothy Chandler Pavilion
- Ahmanson Theatre and Mark Taper Forum
- Page Museum and La Brea Tar Pits
- El Pueblo de Los Angeles Historical Monument
- Beverly Hills and Rodeo Drive
- The Hollywood sign and the Hollywood Walk of Fame
- Big Bear Mountain
- Baseball with the Los Angeles Dodgers and Anaheim Angels
- Los Angeles Rams football
- Basketball with the Los Angeles Lakers and Clippers
- Hockey with the Los Angeles Kings and Anaheim Ducks

“**IT IS TRULY A PLEASURE** to be a part of an organization that is home to high-caliber scientific and medical research that is changing the landscape of medicine. I am inspired by this work, the culture of innovation, compassion, integrity and service, to be thoughtful in the execution of my tasks and collaboration with colleagues.”

SUZANNE LAWRENCE

Senior Director of Development, Foundations





“ **SINCE THE TIME
I FIRST BECAME
A PATIENT OF
CITY OF HOPE,**

I knew it was where I was meant to be. Not only to save my life and receive the best treatment possible, but a calling. I've always been in awe of the staff at City of Hope. The way they go above and beyond for their patients inspired me. I am alive today because of groundbreaking research performed at City of Hope, and now as a member of the Office of Philanthropy working to support that research and being able to give back brings everything full circle. I am so thankful to be able to live, and so thankful to City of Hope.”

NICOLE SCHULZ

Office of Philanthropy intern
and leukemia survivor

Christina Sermak
Human Resources Manager, Philanthropy Strategic Partner
626-218-2521 • advanceyourpassion@coh.org

Darlene Blount
Manager, Talent Acquisition
626-218-0343 • dblount@coh.org

CityofHope.org/jobs



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