



The Rippel Foundation Director

Position Specification

2022



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Position Specifications

Role Specifics	
Position	Director of Strategic Partnerships
Organization	The Rippel Foundation
Location	Morristown, NJ or Remote
Reporting Relationship	Chief Operating Officer, Alan Lieber
Website	https://www.rippelfoundation.org/

The Opportunity

The Director of Strategic Partnerships is a new role intended to enhance and accelerate The Rippel Foundation’s revenue generation efforts from private, public, and corporate foundation sources, as well as contracts from healthcare and other complementary sectors. The successful candidate will have significant experience in fundraising or grantmaking and outreach activities with a similar mission-driven organization.

The ideal Director of Strategic Partnerships will have proven business acumen, an understanding of the marketplace, and a desire to build on the institutional revenue generating activities of the Foundation. With a true commitment to equity, diversity, and inclusion, the Director of Strategic Partnerships will play a pivotal role in shaping The Rippel Foundation’s future direction and positioning for significant growth and increased influence, while propelling forward high-impact and transformational work.

The Rippel Foundation

The Rippel Foundation (Rippel) was established in 1953 to invest in initiatives addressing cancer, heart disease, the health of women and the elderly, and the maintenance of our nation’s hospitals. In 2007, they refocused their approach to these priorities, recognizing that a commitment to broader health system change is essential to achieve real, lasting impact. Today, Rippel is a nonprofit operating foundation with one primary strategic purpose: to be a catalyst for an equitable future for health and well-being. They believe that this goal is attainable if enough of us—individuals and organizations in all sectors—see ourselves and each other as interdependent stewards in a movement for well-being and equity. To accomplish this, Rippel focuses on creating equitable health and well-being for all in the US, beginning with those who are struggling and suffering. Rippel helps stewards adopt new mindsets and practices thereby enabling them to better assure the vital conditions and urgent services that all people need to thrive exist in communities across the country.

As an operating foundation with an \$85M portfolio and funding from a diverse pool of supporters, Rippel is a strategic think tank; a value-driven, field-based learning/consulting organization; and a boundary-spanning philanthropy. Rippel’s theory of change has been endorsed by some of the country’s most sophisticated philanthropies and respected leaders including Robert Wood Johnson Foundation, the US Surgeon General, the Centers for Disease Control and Prevention (CDC), Well Being in the Nation, and Blue Shield of California Foundation.

Working at the cutting edge of system transformation and building on its deep experience and expertise, Rippel focuses on those stewards best positioned to affect change in philanthropy,



health systems and corporations. Rippel also partners with peers in a growing field to shift commitments, relationships, actions and investments as well as create new norms – all grounded in what people need to thrive.

Rippel was one of the early pioneers championing the holistic definition of health and well-being and the need for systems change to address the social and structural determinants of health and health equity. Since its founding, Rippel has played a pivotal role at the forefront of innovation and thought leadership in the sector.

Building on its investment over the last decade in ReThink Health and FORESIGHT, Rippel's two major initiatives, Rippel is now poised for even greater impact. The organization's 2025 vision opens a window of opportunity to focus efforts in key sectors, advance critical stewardship practices and norms, and build the internal capacities to grow impact over time.

Position Summary

Reporting to the Chief Operating Officer, the Director of Strategic Partnerships will advance the goals of Rippel programs by enabling the organization to fund its initiatives. The Director will serve as a leader in the Foundation and will exhibit Rippel's organizational values, including working in collaboration with external partners serving diverse communities, and modeling norms and expectations for high performing, collegial teamwork, inclusion and equity. They will also contribute to building Rippel's reputation, capacities, and strengths.

The Director will lead revenue generation efforts at Rippel with a focus on gaining funding from large national foundations, regional and place-based philanthropies, healthcare systems, and government entities. Collaborating with the Executive Leadership Team and program staff, the Director will create and manage processes which articulate Rippel's initiatives and capabilities, clearly identify funders' priorities and needs, and facilitate appropriate matching of Rippel activities to funder desires. The ideal candidate will bring a creative approach to relationship development and the creation of new organizational revenue streams.

Specific responsibilities include, but are not limited to, the following:

Leadership

- Participate as a key contributor to the organization as a member of the Senior Leadership Team, modeling effective communication, team building, innovation, and advancing strategic thinking and planning across the organization.
- Lead the construction of sustainable, long-term relationships with diverse external organizations, including philanthropies, healthcare systems, government agencies, and selected associations and organizations, with attention to our commitment to equity and creating systems where all people thrive
- Serve on the Business Development Table and Board/Staff Strategic partnership Committee and directly interface with senior and executive management regarding projects, processes, learning opportunities, and other relevant and appropriate areas.
- Represent Rippel's work to the broader field at workshops, conferences, advisory panels, and other networking opportunities; develop new relationships through networking opportunities, particularly with historically marginalized groups.

Revenue Generation/External Engagement

- Direct ongoing efforts to communicate Rippel's current and evolving capabilities to target sectors of philanthropy, healthcare, government, and corporations.



- Lead efforts to research targeted philanthropic funders (national, regional, and place-based) to clarify their strategic funding goals and funding processes, and to develop relationship development plans as appropriate.
- Head efforts to research targeted healthcare organizations, determine funding potential, and build relationships leading to revenue-producing project collaborations.
- In collaboration with the Director, Communications & Influence, develop and provide ongoing support of a grant and proposal writing function that results in a high success rate, optimizes program and communication resources across Rippel, and elevates Rippel brands in the field.
- Effectively manage relationships with external partners, contractors, and funders, including, but not limited to, ensuring evaluation and reporting obligations are meaningful and met.
- In partnership with the Leadership Team, identify ongoing revenue streams from tools and services developed to promote health equity.

Administration

- Conduct regular internal reviews of work process and project management to further Rippel Foundation's commitment to innovation and organizational effectiveness.
- Implement key performance indicators and other revenue generating structures to ensure best in class processes.
- Gather revenue generation data on performance metrics and other measures of success; prepare analyses and reports related to growth efforts and donor engagement.
- Demonstrate sound problem solving and decision making to ensure fiscal responsibility, guide organizational effectiveness, and demonstrate industry knowledge/regulatory compliance.
- Ensure that all fundraising messaging and publications are compelling and consistent with Rippel's brand, mission, and vision.
- Manage the Senior Project Associate who is assigned at the 0.5 FTE level to support the Strategic Partnership function.

Qualifications

The successful candidate will bring a demonstrated passion for The Rippel Foundation's mission and theory of change. This individual will have the ability to function in a fast-paced and dynamic environment, manage complex projects simultaneously, and facilitate relationship development for executives and senior leaders.

Specific qualifications include:

- 10+ years of resource development, fundraising, or philanthropic experience for a mission-driven organization.
- Established relationships with decision makers at some of the largest, most influential granting organizations and collaborative networks.
- Demonstrable track record of relevant grant and contract receipt of at least \$250K per annum.
- Proven ability to successfully collaborate strategically with individuals and teams at all levels of the organization.
- Demonstrated professional verbal and written communication skills, specifically the ability to communicate organizational value-add in a clear and inspiring manner and inter-/cross-cultural communication.



- Ability to plan work in multicultural teams in a way that achieves project objectives, supports the professional development of team members, and contributes to a collegial working environment.
- Demonstrated excellence in critical thinking and analytic skills.
- Experience working effectively with diverse colleagues and clients and a broad appreciation for and sensitivity to Rippel’s culture and workplace environment, including its commitment to equity, diversity, and inclusion across racial, cultural, political, and ideological differences.
- Demonstrated ability to exercise independent judgement, prioritize and accurately complete multiple tasks, and to work under deadlines and changing priorities.

Education

- Bachelor’s degree is required.
- Master’s degree in public health, business, public policy, or social sciences preferred but not required.

Application

- Interested and qualified candidates are welcome to submit a resume via the application portal on the Korn Ferry website. Inquiries and nominations may be directed to: DirectorSPRippel@KornFerry.com.

Korn Ferry Contacts

Jodi Weiss

Senior Client Partner, Nonprofit & Education
(202) 955-5943

Jodi.Weiss@KornFerry.com

Jordan Williams

Managing Consultant, Nonprofit & Education
(262) 415-5321

Jordan.Williams@KornFerry.com

Michael Marden

Senior Associate, Nonprofit & Education
Practice
(202) 955-0944

Michael.Marden@KornFerry.com

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