

Dr. Susan Love Research Foundation Chief Executive Officer

The Board of Directors seeks an experienced executive to: double contributed revenue, expand the organization's public profile as a leader in breast cancer prevention and research and collaborate with the organization's Founder, Board and staff to drive innovative programs and new initiatives.

Dr. Susan Love Research Foundation challenges us all to invest in achieving a future without breast cancer. The Foundation pursues this goal through:

- science that traces the sources and causes of breast cancer;
- research on ways to eliminate breast cancer, particularly before the disease takes hold;
- education programs about breast cancer, breast cancer treatment and collateral damage of treatment;
- advocacy for metastatic breast cancer patients to advance treatment options and improve lives.

By mobilizing the public, encouraging risk-taking and innovation and promoting cross-disciplinary collaborations among scientists and medical professionals the Foundation pursues the goal of eradicating breast cancer in our lifetime.

BACKGROUND:

The Foundation was established in 1983 as The Santa Barbara Breast Cancer Institute by famed breast cancer researcher Otto Satorius. Dr. Susan Love joined as the Foundation's medical director in 1995. The Institute's name was changed to The Susan Love MD Breast Cancer Research Foundation in 2000 to honor Dr. Love and her visionary work as an author, teacher, surgeon, entrepreneur, researcher and activist. Since then, Dr. Love has expanded the Foundation nationally and increased its funding base. In 2004 the Foundation was renamed Dr. Susan Love Research Foundation and relocated to the Los Angeles area where it continues to make its home.

Dr. Love is the organization's Chief Visionary Officer and is known worldwide as one of the founding mothers of the breast cancer advocacy movement. The Foundation's research focus over the last decade has reflected Dr. Love's innate desire to continually challenge the way we think about breast disease and how we conduct research into its causes. Dr. Susan Love Research Foundation has partnered with traditional investigators, aerospace engineers, geneticists and microbiologists among others; and the Foundation's research has explored a broad range of topics that include understanding breast anatomy and physiology, developing a self-reading breast ultrasound, and pursuing new diagnosis and treatment methods.

Dr. Susan Love Research Foundation's focus on eradication and on tracing the origins of the disease has informed program decisions and determined ongoing priorities and the Foundation's innovative and human centered research partnerships have significantly altered the overall landscape of breast research.

The Foundation currently oversees the following initiatives:

- Dr. Susan Love Research Foundation was awarded a \$3-million three-year Phase II grant from National Institutes of Health in 2016 to support work on a portable, self-

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reading ultrasound that can be used by local health aides in low and middle income countries (where women have little to no access to screening) to triage palpable breast lumps. Testing is currently underway in Guadalajara, Mexico. This Phase II award comes after a successful \$1 million Phase I for an award total of \$4 million.

- Dr. Susan Love Research Foundation is involved in several additional early stage research initiatives focused on understanding the anatomy of the breast ducts and the role of the microbiome in the development of breast cancer. Many of the research projects the Foundation undertakes are designed to increase our understanding of the human breast and what enables malignancy to occur, with the ultimate goal of developing methods to prevent it in the first place.
- Dr. Susan Love Research Foundation drives the Army of Women program, a powerful online initiative launched in 2008 that connects women and men of all ages and ethnicities to researchers committed to solving some of the most pressing breast cancer questions. With close to 400,000 volunteers in its database, the Army of Women has supported more than 120 studies, connecting over 102,000 volunteers with innovative research around the world.
- Dr. Susan Love Research Foundation's biennial International Symposium on the Breast draws attention and funding to trailblazing proposals by scientists, clinicians, epidemiologists and advocates in a peer-review setting. The Foundation also encourages unique multi-disciplinary consortia to advance promising research, and has awarded over \$600,000 in grants to investigators throughout the world. Support for such initiatives and risk-taking have contributed significantly to the field's understanding of breast cancer causes and prevention.

Dr. Susan Love Research Foundation has a \$2.7 million budget with an 8-member Board of Directors and 10 full-time staff. The new CEO will build upon 35 years of work to roughly double the annual budget in support of breast cancer research, and will work with Dr. Love, the Board and staff to evolve the organization's science-based programs.

RESPONSIBILITIES:

Reporting to the Board of Directors, the CEO will work closely with the Board and the Chief Visionary Officer to chart the future direction of the organization. S/he will lead serve as a primary institutional spokesperson and fundraiser, manage day-to-day operations and activities, orchestrate strategic planning and guide Dr. Susan Love Research Foundation into its next phase of growth and innovation. Specific responsibilities include:

- **Fundraising:** Maximize contributed income from foundations, businesses and individuals; assist in maximizing support from NIH and other government grants; align revenue strategy with overall organizational mission and goals; serve as an active fundraiser for Dr. Susan Love Research Foundation by meeting with donors and working with staff, board members and advisors to develop and implement fundraising strategies.
- **Vision & Culture:** Partner with the Chief Visionary Officer to articulate the vision and strategic direction of the Foundation, and work with Board of Directors, staff and other stakeholders to execute on that vision; model and embed the Foundation's values throughout the organization and in all aspects of day-to-day operations; inspire

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excellence at all levels of the organization.

- **Marketing & Communications:** Represent the Foundation externally as one of the primary spokesperson for the Foundation, clearly articulating the Foundation's mission, vision, programs and impact on the public and the research community; work with Dr. Love, Board and staff members, research partners, and key community members to strengthen the Foundation's advocacy and profile both locally and nationally; champion the organization's brand in person and across digital platforms.
- **General Management:** Lead and positively motivate a strong and committed professional staff to ensure a collegial and team-oriented working environment with open lines of communication; manage day-to-day operations and programs so that they are professionally and efficiently organized, scaled and mission-aligned.
- **Financial Management:** Maintain Dr. Susan Love Research Foundation's fiscal health, ensuring that the organization adheres to a sustainable financial plan based on an annual budget; verify that financial budgets and spending on operations and grants are aligned; foster an atmosphere of transparency and accountability, particularly when evaluating the result of Dr. Susan Love Research Foundation's investments.
- **Board Relations:** Keep the Chair, Executive Committee and Board informed of Dr. Susan Love Research Foundation's finances and activities; provide timely and concise "state of the organization" assessments; work with the Board to develop a strategic roadmap for the organization's continued evolution; encourage Board members' appropriate involvement in Dr. Susan Love Research Foundation's full range of activities; assist in identifying and recruiting new board members.

EXPERIENCE AND CHARACTERISTICS:

The CEO will be an entrepreneurial leader, roll-up-your-sleeves manager and a big-picture thinker whose work ideally includes the following experience and qualifications:

- Senior-level managerial, operational and financial experience in areas that intersect with the mission of the Dr. Susan Love Research Foundation; ability to understand issues – medical, scientific, financial and political – surrounding breast cancer research and education.
- Passion for the Foundation's vision, mission and values; commitment to modeling the Foundation's core values of respect, integrity, accountability, equity, stewardship, excellence, learning and trust.
- Ability to work comfortably alongside a charismatic, visionary and entrepreneurial thinker and to be strategic, resourceful, collaborative and analytical in executing the appropriate path for the organization.
- Experience with effectively managing similarly sized budgets and staff; a competent and confident team builder with strong skills in management and leadership who understands the subtleties of recruiting, motivating, directing and retaining a diverse group of personalities with different work styles.
- Highly accomplished fundraiser who is comfortable in the role of seeking and asking for individual and major gifts and grants; adept at developing institutional partnerships to advance the mission.

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- Experience leveraging existing technologies to maximize online presence and optimize innovation, magnify impact and improve fundraising efforts. A working knowledge of search engine optimization best practices and donor relationship management systems is desired.
- Exceptional written, oral, interpersonal and presentation skills and the ability to effectively partner with the Chief Visionary Officer, Board of Directors, staff and other stakeholders.

For more information please contact:

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