



**BINAYTARA
FOUNDATION**



Talent Solutions

Opportunity Profile
For the Position of:

DIRECTOR OF DEVELOPMENT

BINAYTARA FOUNDATION



OPPORTUNITY SUMMARY

The Binaytara Foundation (BTF) stands at the forefront of the fight against cancer disparities, propelled by a solid financial foundation and a steadfast commitment to global health equity.

BTF is seeking a visionary and dynamic Director of Development to join their growing team.

This is a unique opportunity to join BTF and play an integral role in leading a groundbreaking campaign to establish a state-of-the-art, 200-bed cancer hospital in Nepal. This ambitious project represents the largest NGO-funded initiative in Nepal's history and promises to be the most comprehensive cancer hospital in the country upon its completion in 2027. The hospital will serve over 6 million residents in the Madhesh province of Nepal and extend its reach to benefit over 100 million residents in the neighboring state of Bihar, India.

As Director of Development, you will play a pivotal role in spearheading fundraising efforts and partnerships critical to realizing this transformative vision. BTF is experiencing rapid growth and is transforming the accessibility and delivery of cancer care.

Reporting to the Chief Development Officer, the ideal candidate will be a passionate, strategic fundraising professional who shares the vision of BTF and is ready to contribute to shaping a future where cancer care knows no boundaries.



GETTING TO KNOW THE BINAYTARA FOUNDATION

Dr. Binay Shah is a hematologist oncologist and the co-founder of the Binaytara Foundation. He grew up in Nepal and came to the United States for residency training after completing medical school at the BP Koirala Institute of Health Sciences in Nepal. During his residency training in New York City, Dr. Shah and his wife Tara began working on their vision to improve access to healthcare in the United States and globally. After Dr. Shah's internal medicine residency training, the Shahs moved to Chicago for his fellowship training in Hematology-Oncology.

They registered the Binaytara Foundation (BTF) as a public charity in Illinois in October 2007 to improve health equity and minimize healthcare delivery disparities. As a community hematologist/oncologist who has practiced in various settings across the country, Dr. Shah understands how those disparities arise when the latest methodologies and technologies are not easily accessible to oncology clinicians. Therefore, BTF started annual hematology and oncology conferences in 2012. Today, BTF is the leading hematology and oncology medical education provider in the United States.

Under Dr. Shah's leadership, the Binaytara Foundation has established itself as the leader in promoting equitable access to cancer care through education, advocacy, and innovation.

MISSION

Binaytara Foundation's mission is to improve healthcare in resource-poor communities and improve cancer care worldwide by educating healthcare providers and community members, advocating for better access to care, and innovating program models and services that promote equitable access to healthcare.

DIVERSITY EQUITY & INCLUSION

Binaytara Foundation (BTF) is an impact-focused organization working to improve health equity and minimize disparities in cancer care. BTF collaborates with diverse employees, volunteers, partners, and supporters to realize its vision of creating a world where every human has access to evidence-based healthcare that improves their quality of life.

BINAYTARA VALUES

We believe in caring for everyone.

State-of-the-art is the only solution.

We pioneer transformation.

We harness technology & innovation.

We make decisions informed by evidence.

We believe in the power of partnerships & collaborations.

We are vigilant, curious, and agile.

We champion transparency and accountability.

We focus on sustainability through the empowerment of our constituents.

We learn from our failures and turn failure into opportunity.

BINAYTARA FOUNDATION

DOLLARS AT WORK

Hematology-Oncology Conferences

BTF is a premier provider of hematology and oncology continuing education (CME/CE) for healthcare professionals worldwide. Accredited by the Washington State Medical Association and approved by the California Board of Registered Nursing, our programs offer certification for physicians and nurses, among others. We tailor our CME activities to address evolving educational needs, delivering content through live conferences, webcasts, journal-based activities, and more. Our Education Academy hosts free oncology CME activities accessible remotely, enabling learners to earn credits and Maintenance of Certificate (MOC) Points. Additionally, researchers and clinicians can submit scientific abstracts for presentation at our organized conferences.

Cancer Center, Nepal

In December of 2018, Binaytara Foundation established a Cancer Center in Janakpur, Nepal. For cancer patients in Nepal's Madhesh Province, fighting cancer meant traveling 8 hours by bus to the nearest cancer hospital.

For them, it meant leaving their loved ones behind to fight cancer alone, in a place where they might not speak the local language, might not understand the culture, and might not know what is going on with their health.





CURRENT SERVICES

The Binaytara Foundation Cancer Center currently provides cancer prevention, diagnosis, treatment, and palliative care services.

The following list of services is among the growing list of healthcare services the BTFCC offers:

- [Chemotherapy](#)
- [Head & Neck Surgery](#)
- [24-Hour Emergency Services](#)
- [24-Hour In-Patient Care](#)
- [Histopathology & Other Lab Services](#)
- [Other Surgical Services](#)
- [Cancer Screening](#)
- [24-Hour ICU Care](#)
- [Gynecological Oncology](#)

To learn more about BTFCC, [click here](#).

The background of the slide is a photograph of a workshop. On the left, a bicycle is partially visible. In the center, there is a wooden door with a decorative white lace curtain hanging above it. To the right, there are large, teal-colored gears and mechanical parts. The overall scene is dimly lit, suggesting an indoor workshop environment.

Financial Growth

2019 - \$338,000

2020 - \$878,000

2021 - \$1,673,000

2022 - \$1,733,400

2023 - \$4,700,000

2024 (forecast) - \$9,500,000

THE OPPORTUNITY:

Position Summary

Binaytara Foundation is seeking a passionate and dynamic individual to join our team as the Director of Development. This role will play a pivotal part in driving the foundation's fundraising efforts by cultivating and stewarding relationships with potential donors, managing a dynamic portfolio of 100+ prospects, and implementing effective moves management strategies. The role calls for a true development generalist who can run with multiple opportunities while leading the charge on major gift development within the assigned portfolio.

Key Responsibilities:

- **Prospect Management:** Manage a portfolio of 100+ prospects, including individuals, corporations, and foundations, to identify their affinity and capacity for giving to the foundation.
- **Moves Management:** Develop and implement a strategic moves management process to move prospects through the donor pipeline, from cultivation to solicitation and stewardship.
- **Relationship Building:** Build and nurture relationships with donors and prospects through personalized communication, meetings, events, and other engagement opportunities.
- **Conference Fundraising:** Leverage foundation-hosted conferences and events as opportunities to cultivate relationships, acquire new donors, and enhance existing donor engagement. The Director of Development will be expected to travel between 10-15% to represent BTF at identified conferences and events.
- **Fundraising Strategy:** Collaborate with the executive team to develop and execute comprehensive fundraising strategies aligned with the foundation's mission and goals.
- **Donor Stewardship:** Ensure timely and meaningful stewardship of donors, including acknowledgment of contributions, regular updates on the impact of their support, and recognition opportunities.
- **Reporting and Metrics:** Maintain accurate records of donor interactions, track fundraising progress, and prepare regular reports for the executive team and board of directors.
- **Mission Alignment:** Demonstrate a deep understanding and commitment to the mission and work of Binaytara Foundation, embodying the organization's values in all interactions.

Qualifications:

- Bachelor's degree in a relevant field (Master's degree preferred).
- Minimum of 5 years of experience in fundraising, development, or related field.
- Proven track record of success in donor cultivation, solicitation, and stewardship.
- Experience managing a portfolio of major donors and prospects.
- Strong communication, interpersonal, and relationship-building skills.
- Entrepreneurial spirit, with the ability to think creatively and seize opportunities.
- High level of initiative, self-motivation, and ability to work independently.
- Passion for the work and mission of Binaytara Foundation, with a genuine desire to make a positive impact on global healthcare.
- Experience in using CRM databases with a strong preference for experience with Salesforce.
- Experience working in local or global healthcare and/or with doctors or grateful patient programs a plus.
- Strong presentation and public speaking skills a plus.

COMPENSATION, BENEFITS, AND LOCATION:

Compensation for this role ranges from \$125,000-\$150,000 based on skills and experience.

Benefits for this position are highly competitive with comparable opportunities.

This position is based at the Binaytara Foundation's office in Bellevue, Washington. This is a national search and relocation will be provided if necessary.

Bellevue, Washington Profile

Bellevue is the fifth largest city in Washington, with an estimated population of 154,600 (2023). Bellevue is the high-tech and retail center of the Eastside, with more than 160,000 jobs and a downtown skyline of gleaming high-rises.

With beautiful parks, top schools and a vibrant economy, Bellevue is routinely ranked among the best mid-sized cities in the country.

While business booms downtown, much of Bellevue retains a small-town feel, with thriving, woodsy neighborhoods and a vast network of trails. With nearly 100 parks, Bellevue is known as "a city in a park." The city's crime rates are consistently low.

Retail options abound in Bellevue, and an arts community is taking off in BelRed. Bellevue's agrarian traditions are celebrated in the spring and fall at popular fairs at the Kelsey Creek Farm Park. More than 300,000 people visit the downtown area the last weekend in July each year for arts and crafts fairs.

The city spans more than 33 square miles between Lake Washington and Lake Sammamish and is a short drive from the Cascade Mountains. People can kayak within sight of downtown in the Mercer Slough Nature Park, a 320-acre wetland preserve.

The population is growing and becoming more diverse. In 2015, according to the U.S. Census, Bellevue's population became evenly split between non-Hispanic whites and people of color, making the city one of the most diverse in Washington.



THE SEARCH AND SELECTION PROCESS

DickersonBakker Talent Solutions has been retained by the Binaytara Foundation (BTF) to conduct this search for its new Director of Development. Candidates will be identified through a number of sources; DickersonBakker consultants will review and evaluate all interested parties in the process of determining a final group for consideration. The search will be coordinated by members of the Binaytara Foundation's selection committee who will be involved in all aspects of the process, including interviewing finalists and participating in the decision-making process. The search will be conducted in a professional, consistent manner with a commitment to all potential candidates being afforded the same considerations by the search firm and the Client. The Binaytara Foundation is an equal opportunity employer. All reasonable efforts will be made to protect the confidentiality of candidates. Additional information may be obtained by visiting dickersonbakker.com



Kat Landa, CFRE, CSD
Senior Vice President, Talent Solutions

Email: resumes@dickersonbakker.com



Amber Christoferson
Group Vice President, Talent Solutions

Email: resumes@dickersonbakker.com

