



Mission: *"To find a cure and find it fast."*

<https://www.theflf.org/>

Remote Employment (Eastern Time)

SENIOR DIRECTOR OF MAJOR GIFTS

THE OPPORTUNITY



Founded in 2019, Follicular Lymphoma Foundation (FLF) is at the forefront of vital research, driving innovation and accelerating development of breakthrough therapies, with a clear and urgent mission of securing a cure. FLF's focus is to transform treatments and outcomes by identifying, investing in, and driving cutting-edge research, fully and actively informed by the patient voice. FLF partners with leading researchers in over 40 countries to harness expertise, resources, and diverse perspectives to magnify its impact on Follicular Lymphoma.

FLF is at a pivotal stage in its trajectory. Building on its international successes, the organization is enhancing its commitment to philanthropic growth in the United States to achieve its goal of finding a cure for Follicular Lymphoma while informing, championing, and supporting those with the disease.

FLF seeks an enthusiastic and entrepreneurial Senior Director of Major Gifts (Senior Director) to foster the growth of the organization's United States-based fundraising program. The ideal candidate will embody the organization's mission to the United States philanthropic community and carry a portfolio of major gifts prospects and donors, with responsibility for creating constituency and growth in FLF's United States donor pipeline. The candidate will be accountable for mobilizing prospects to action by leading cultivation, solicitation, and stewardship of individuals and national and family foundations. The successful candidate will support FLF's Co-Founders and Chief Executive Officer in major gifts and support their engagement and stewardship of top prospects and donors in the United States. The Senior Director will report to the Chief Development Officer.

Follicular Lymphoma Foundation has retained [Freeman Philanthropic Services, LLC](#) to assist with this crucial recruitment.

ABOUT FOLLICULAR LYMPHOMA FOUNDATION



No one deserves to live with incurable cancer. Follicular Lymphoma Foundation (FLF) serves as the first charity dedicated to finding a cure for Follicular Lymphoma (FL), the second most common Non-Hodgkin Lymphoma that affects hundreds of thousands of people across the world.

FLF was founded by Nicola Mendelsohn in 2019 after receiving her own diagnosis in 2016. Despite the prevalence of the disease, FL is seldom discussed or understood, causing Nicola to join online communities to better understand the disease. She built relationships with leading clinicians and investigators in the field who convinced her that, by raising awareness and funds, so much more could be done to transform the lives of FL patients and find a cure.

Driven by the passion to make a difference and find a cure, FLF was established in 2019 in both the UK and United States with a clear mission to find a cure and find it fast. The Foundation is now run by a small and yet highly impactful global team, supporting and driving leading research in FL, and has since expanded its operations to become truly global, with a third legal entity FLF Israel. Since 2019, FLF has built strong programmatic offerings for donors, alongside leading global seminars, summits, and events, to build and drive awareness of the disease, and to drive a program of scientific

innovation. The Foundation informs, champions, and supports both patients and the scientific field, with a comprehensive program of patient and scientific events and webinars.

FLF's core scientific program currently focuses on routes to accelerate research into finding a cure, including immunotherapy; biomarkers to better inform prioritization and patient care; and patient insights to strengthen research prioritization. Looking forward, FLF is developing a Precision Medicine Programme which will use patient data to drive a step-change in scientific research and BioPharma innovation, to transform the standard of patient care and outcomes.

To learn more about FLF and Follicular Lymphoma, visit [FLF's website](#).

LEADERSHIP



Nicola Mendelsohn, Co-Founder and Chair, UK and US Board

Nicola Mendelsohn is the Head of Global Business Group at Meta. She also serves on The Mayor of London's Business Advisory Board, the UK government's Industrial Strategy Council, and is a non-executive director of Diageo. Alongside her husband, she is co-president of the charity Norwood.

In 2015, Nicola was awarded a Commander of the British Empire (CBE) for services to the creative industries in the UK. Prior to joining Meta, she spent over 20 years in advertising, holding prominent roles such as Industry Chair of the UK Creative Industries Council, first female President of the IPA, Trustee of The White Ribbon Alliance, Chairman of Women's Aid Development Board, and President of

WACL. She was also a Director of the Women's Prize for Fiction.

Her greatest joy in life comes from her husband, Jon, and their four children: Gabi, Danny, Sam, and Zac.



Lord Jon Mendelsohn, Co-Founder and Member, UK and US Board

Lord Mendelsohn brings a wealth of experience and a profound commitment to improving the lives of those affected by this challenging form of cancer.

With a background in politics and business, Lord Mendelsohn has held numerous leadership roles, leveraging his expertise to drive impactful initiatives and foster innovative solutions. His strategic vision and dedication have been instrumental in advancing the foundation's mission to support research, provide patient resources, and advocate for better treatments.

Beyond his work with the Follicular Lymphoma Foundation, Lord Mendelsohn is an active member of the House of Lords, where he contributes to a wide array of policy discussions, particularly those related to healthcare and social justice. His passion for making a difference is evident in all his endeavors, making him a pivotal force in the fight against follicular lymphoma.



Emma France, Global Chief Executive Officer

Emma France is FLF's Global CEO. With over 20 years of experience in nonprofit leadership, global advocacy, and fundraising, Emma has dedicated her career to ensuring that preventable suffering is prevented through bold action, powerful partnerships, and the relentless pursuit for change.

Before joining the FLF, Emma served as Chief Growth Officer at mothers2mothers, where she scaled global impact, increased funding, and led major advocacy efforts. Emma also brings extensive governance experience, having served as the Vice-Chair of Amnesty International UK, as Trustee of CALM (Campaign Against Living Miserably) and sits on Gucci's Chime Advisory Board. She is known for her ability to build high-performance teams, mobilize resources, and develop influential campaigns.



Maggie Bolger, Chief Development Officer

Maggie brings over 15 years of experience in development and fundraising, having led successful campaigns and major gift initiatives at prestigious organizations such as the Jane Goodall Institute, Oregon Health & Science University Foundation, and the Oregon Food Bank. Her expertise in building robust fundraising infrastructures and securing significant contributions will be instrumental in advancing the FLF's mission to find a cure for follicular lymphoma. Maggie is dedicated to driving the foundation's strategic fundraising efforts, ensuring sustained growth and impactful donor engagement.

IMPORTANT AND REPORTING RELATIONSHIPS

The Senior Director will report to the Chief Development Officer. The successful candidate will partner with the Co-Founders on the cultivation and stewardship of top prospects based in the United States. S/he will support FLF's Co-Founders, Chief Executive Officer, Chief Development Officer, and Board members in philanthropy.

KEY RESPONSIBILITIES

The Senior Director will have the unmatched opportunity to support FLF's continued growth and expansion in the United States. The ideal candidate will be responsible for the following:

- Rapidly gain a thorough understanding of FLF's mission and strategic objectives;
- Carry a portfolio of individuals and national and family foundation prospects, focused on creating constituency and growth in the United States donor pipeline;
- Accountable for all aspects of the donor development cycle, focusing on the cultivation and stewardship of top prospects and donors based in the United States;
- Lead moves management and create infrastructure for the solicitation process;

- Provide effective support for donor engagement and stewardship, supporting FLF's Co-Founders, Chief Executive Officer, Board members, and Chief Development Officer;
- Produce excellent and persuasive fundraising proposals for individuals and national and family foundations; and
- Collaborate with the Chief Development Officer to create and execute fundraising events in the United States.

IDEAL CHARACTERISTICS AND EXPERIENCE

FLF seeks an experienced fundraising professional with the stature, ability, and demonstrated track record to respond effectively to the opportunities and challenges above. In addition to the proven ability to meet and exceed the responsibilities listed in the preceding section, the ideal candidate will possess the following experience, characteristics, and attributes:

- Enthusiasm, commitment, and zeal for FLF's mission, purpose, and vision;
- Stature, intellect, and interpersonal skills to effectively engage and support executive leadership, staff, colleagues, prospects, donors, and high-net-worth individuals;
- Experience carrying a portfolio of major gifts prospects and donors in the United States;
- Excellent communication skills (writing, proofreading, speaking, presentation, and listening) with the ability to translate complex and sensitive medical subjects into compelling cases for support;
- Goal-oriented and collaborative fundraiser with the ability to adapt to changing priorities, refine strategies after feedback, and multi-task to meet deadlines;
- Fundraising experience at scientific, research, or disease-based organizations preferred, but not required; and
- Bachelor's degree required.

DIVERSITY

FLF provides equal employment opportunities (EEO) to all employees and applicants for employment without regard to race, color, religion, gender, sexual orientation, gender identity or expression, national origin, age, disability, genetic information, marital status, or any characteristic protected by federal, state and local laws. FLF complies with applicable state and local laws governing non-discrimination in employment in every location in which the company has facilities. This policy applies to all terms and conditions of employment, including, but not limited to, hiring, placement, promotion, and termination.

COMPENSATION AND BENEFITS

The compensation and benefits package will be competitive and commensurate with the successful candidate's background and experience. The compensation range is \$125,000 to \$145,000.

The Senior Director will work fully remotely, ideally based in the Eastern Time Zone. FLF offers 25 days of holiday, 10 paid U.S. holidays, and 10 days of paid time off.

CONFIDENTIAL INQUIRIES AND HOW TO APPLY

FLF has retained [Freeman Philanthropic Services, LLC](#) (FPS) to assist on this executive recruitment. FPS is a national leader in recruitment for the nonprofit sector and related concerns and brings a proven track record of recruiting top talent to diverse institutions.

Please send all confidential inquiries, applications, and nominations directly to FPS via e-mail at FollicularLymphoma@glfreeman.com.

All applications must include (1) an up-to-date resume/CV, (2) a letter of intent (addressed to FPS) that specifically cites the experiences that best prepare the applicant for this role and why this particular opportunity is the logical and desired next step in his/her career, and (3) a list of references. Additional materials and information will be requested during the search and interview process.