



The Civica Foundation is a 501(c)(3) public charity created to advance Civica's mission to ensure that quality generic medicines are available and affordable to everyone.

The Foundation [Special Projects Fund] will generate philanthropic support to bring new drugs to market, build or enhance Civica's manufacturing and distribution capacity, or otherwise benefit patients by bringing disruptive change to the business of manufacturing, distributing and pricing lifesaving medicines.

The Civica Foundation's inaugural initiative, to help fund the start-up development, manufacture and distribution of [affordable insulin](http://civicainsulin.org) (civicainsulin.org), is well underway.

About Civica:

Civica is a non-profit 501(c)(4) social welfare organization established by U.S. health systems and philanthropies to reduce chronic drug shortages and ensure a safe and stable supply of essential medicines to U.S. patients. From its creation, Civica's number one policy has been "Do What Is in the Best Interest of Patients."

Today, 55 health systems have joined Civica. They represent over 1,500 hospitals and one-third of all U.S. hospital beds. Civica has also begun to supply the U.S. Department of Veteran's Affairs, the U.S. Department of Defense and the U.S. Strategic National Stockpile of essential medicines.

Civica recently announced plans to expand its mission to into the outpatient pharmacy space and to manufacture and distribute insulins that, once approved, will be available to people with diabetes at significantly lower prices than insulins currently on the market. The availability of Civica's affordable insulins, beginning in 2024, will benefit people with diabetes who have been forced to choose between life sustaining medicines and living expenses, particularly those uninsured or underinsured who often pay the most out of pocket for their medications.

Civica's manufacturing facility in Petersburg, Virginia, is the future home of affordable insulin and essential sterile injectable medicines. The facility is currently in late-stage construction.

To find out more about how Civica's innovative model is directly impacting patient care, click [here](https://catalyst.nejm.org/doi/full/10.1056/CAT.21.0189) to read a summary from the New England Journal of Medicine. (<https://catalyst.nejm.org/doi/full/10.1056/CAT.21.0189>)

To learn more about Civica's plans to bring affordable insulin to Americans living with diabetes, click [here](https://www.biospace.com/article/civica-is-rallying-leaders-to-make-insulin-affordable-by-2024/) to read an article in BioSpace. ([https://www.biospace.com/article/civica-is-rallying-leaders-to-make-insulin-affordable-by-2024-/](https://www.biospace.com/article/civica-is-rallying-leaders-to-make-insulin-affordable-by-2024/))

Position Summary

The **Executive Director** will secure, direct and manage the funding to develop programs and activities of the Civica Foundation. This leader will create program objectives and strategies for approval by the Foundation's Board of Trustees and, upon approval, is responsible for their implementation. This leader will also identify and qualify prospects and develop solicitation strategies to secure charitable gifts to the Foundation. The nearest-term priority for this leader will be to maintain the momentum of the current fundraising focus: Civica's affordable insulin initiative. This position can be based in Civica's offices in Lehi, Utah or in Petersburg, Virginia, the home of Civica's essential medicines manufacturing facility. Remote work is also acceptable.

Essential Duties and Responsibilities

Service Excellence

- Exhibits high standards holding self and others accountable and role modeling excellence for all to see. For example, demonstrating friendliness and courtesy, effective communication, accountability, a professional environment, and first-class service

Leadership Competencies

- Define and share a strategy and vision with measurable impact

- Align resources to achieve the Foundation's results
- Grow and sustain the Foundation
- Identify, lead and embrace change

Job and Technical Competencies

- Works with the Foundation Board of Trustees and Civica leadership team to advance strategic vision
- Formulates short- and long-range fundraising strategies to provide long-term support for programs and activities
- Directs the implementation of a comprehensive fundraising plan to achieve measurable impact
- Independently identifies prospects, builds relationships and secures gifts
- Works with the Foundation Board of Trustees to support fundraising from prospects identified by them.
- Develops and executes major gifts (seven to eight figures) for the Foundation
- Identifies, cultivates and solicits prospects either alone or with others representing the Foundation
- Maintains regular contact with current and potential prospects
- Directs the work of the Foundation in achieving annual fundraising targets through multiple channels: grants (Private foundations and individuals)
- Evaluates effectiveness of fundraising activities and recommends changes and/or takes corrective action when appropriate to achieve fundraising objectives. Recommends new channels, strategies, programs and activities
- Oversees the development of fundraising promotional and solicitation materials, as well as gift recognition activities. Provides administrative supervision and direction to the Foundation Staff in achieving goals and objectives of the Foundation
- Ensures compliance with all applicable laws and regulations concerning fundraising practices, including the standards set by the Association of Fundraising Professionals (AFP)
- Supervise staff as the organization grows
- Increase knowledge and skills through appropriate on the job training, conferences, references and/or workshops

Minimum Qualifications (Knowledge, Skills, and Abilities)

Education:

- Bachelor's degree in business, marketing, communication, or related field required

Experience:

- Minimum of 10 years in development, with a record of securing seven- and eight-figure gifts from national foundations and individual and corporate donors
- Track record of developing, refining and executing on a strategic vision.
- Experience with regulatory compliance related to fundraising for a 501(c)(3) foundation.
- Effective communication skills
- Maintains knowledge of philanthropic and industry trends and new techniques within the field
- Knowledge of healthcare and/or the pharmaceutical industry preferred

Position shall remain open until filled

Link to apply: <https://civica-inc.prismhr-hire.com/job/503480/executive-director>