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Richard K. Naum
Of Counsel, Marts & Lundy
Vice President for Development at
Memorial Sloan-Kettering Cancer Center



Education: Allegheny College, B.S.
Indiana University, M.S.

Residence: Easton, Connecticut

Professional Experience

Richard K. Naum is no stranger to higher education and healthcare. He has worked at some of the best universities and medical centers in the country. Richard joins Marts & Lundy as Of Counsel in the Higher Education, Healthcare and Environment/Wildlife Practice Groups. Richard has been vice president for development at Memorial Sloan-Kettering Cancer Center since 2002. The MSK development program is unique among major medical centers. It combines a historic “bottoms up” multi-channel direct marketing effort with a classic university “top down” development program that focuses on the big gift. The Campaign for MSK has recorded 7.8 million gifts from 3.2 million donors and recently surpassed its \$2 billion goal – two years ahead of schedule.

Prior to MSKCC, Richard served as vice president for university development & alumni relations at Columbia University for a decade. Richard was responsible for the overall direction of the university’s \$2.2 billion capital campaign that ultimately raised \$2.8 billion. In the 10 years Richard was vice president, Columbia’s private support rose from \$111 million in 1992 to \$358 million in 2001.

Richard held various top-level development positions at NYU School of Law, The New York Zoological Society, The Bermuda Biological Station, Mercyhurst College and Allegheny College.

Blending the Art & Science of Philanthropy