

SENIOR DEVELOPMENT OFFICER, MAJOR GIFTS

We believe people deserve care that is above and beyond the standard. We believe in *caring for you* and *innovating for the world*.

This is why we inspire investment in excellence at London Health Sciences Centre (LHSC).

London Health Sciences Foundation (LHSF) has embarked on a fundraising campaign in support of these core beliefs, with the goal of raising close to \$200 million – the largest hospital campaign ever in Southwestern Ontario.

LHSF is raising funds to support an exciting vision that will transform how we treat patients. This vision includes key programs like Cancer Care, Cardiac Care, Mental Health, Orthopaedic Care, Personalized Medicine, Women's Care and Special Strategic Projects.

ABOUT LHSF

London Health Sciences Foundation is a Better Business Bureau accredited charity and a member of Imagine Canada. Our goal is to link our community and health care experts together in pursuit of medical excellence at [London Health Sciences Centre \(LHSC\)](#).

Our Mission: To inspire investment in excellence at London Health Sciences Centre

Our Vision: To meet the needs of London Health Sciences Centre by revolutionizing the response of our communities to health care philanthropy

Our Values: Trust – Respect – Focus – Collaboration - Accountability

OPPORTUNITY

London Health Sciences Foundation (LHSF) is looking for a **Senior Development Officer, Major Gifts** - an innovative, self-motivated development professional with a proven track record of identifying, cultivating, soliciting and stewarding gifts of \$50,000 or more. This person will lead major giving fundraising efforts for the following hospital programs - Mental Health, Women's Health and Clinical Neurosciences.

IDEAL CANDIDATE PROFILE:

Statement of Job Purpose and Responsibility:

With a portfolio of approximately 125 donors and prospects, the Senior Development Officer, Major Gifts is responsible for inspiring philanthropic support from individuals, organizations and industry partners. The focus will be on gifts \$50,000+ supporting the following hospital programs – Mental Health, Women's Health and Clinical Neurosciences. The Senior Development Officer, Major Gifts works collaboratively and strategically with all members of the Foundation staff, fundraising volunteers, and hospital personnel to achieve goals.



Skills / Experience / Qualifications:

- Successful completion of post-secondary education, i.e. University degree or College diploma and / or equivalent experience. CFRE is an asset.
- 5+ years of fundraising experience, preferably in healthcare and/or post-secondary educational setting or equivalent transferable experience.
- Sales experience with demonstrated and proven results also considered.
- Demonstrated excellent communication skills (verbal and written).
- Experience in creating and presenting compelling proposals to donors.
- Excellent interpersonal skills and very strong relationship-building skills.
- Ability to work with senior leaders, physicians, and other foundations effectively and collaboratively.
- Basic understanding of healthcare delivery system in Ontario.
- Ability to attain financial and program goals within prescribed timelines.
- Experience working with volunteers and volunteer committees/boards in a wide range of capacities.
- Excellent organizational and planning skills with demonstrated ability to prioritize multiple and changing demands.
- Proven ability to exercise diplomacy and good judgment.
- Keen understanding of current finance and accounting principles in the charitable sector.
- Ability to work independently using an above average level of initiative.
- Ability to work as part of a fundraising team.
- Proficient in the use of Microsoft Office Suite. Good working knowledge of Raiser's Edge or other donor database management systems is an asset.
- Ability to maintain confidentiality.

Functions / Duties (*not in priority order or percentage of time*):

- Work effectively in partnership with all members of the Foundation, volunteers and Hospital staff to facilitate maximum philanthropic support for the Hospital's fundraising priorities.
- Manage a personal portfolio of approximately 125 Major Gift prospects (\$50,000+) using a focused, strategic and accountable approach of moves management.
- Develop and implement comprehensive, individual plans for identifying, assessing, qualifying, cultivating, soliciting, and stewarding gifts from individuals, corporations and industry partners to meet objectives.
- Involve and interest assigned prospects in the life, mission, and priorities of LHSC and LHSF.
- Liaise with Donor Relations and Stewardship staff to ensure that donors are provided with appropriate recognition and stewardship.
- Liaise with the Planned Giving and Sponsorship staff as necessary to ensure that activity is coordinated with their initiatives.
- Partner with Marketing and Communications staff to develop proposals and stewardship reports.
- Develop an understanding of the educational, research, clinical and financial needs and goals for approved Hospital fundraising projects.
- Engage with Hospital leadership, physicians, volunteers and staff as necessary to help engage the community in the philanthropic goals and to assist with the stewardship of donors as necessary.
- Work with and effectively engage campaign cabinet volunteers in the identification, cultivation, solicitation and stewardship of campaign donors toward achieving campaign goals.
- Input activity in Raiser's Edge in order to report on progress toward achieving gift objectives.
- Provide regular activity reports as required to Director and other team members as appropriate.



Other Responsibilities:

- Work as a team player promoting a positive and professional work environment and conduct role with integrity and respect.
- Act as an ambassador throughout the community, positively representing the Hospital and the Foundation.
- Abide by the policies and procedures of the LHSF and LHSC.
- Abide by the *Occupational Health and Safety Act*, and work in a manner that is safe, reporting incidents immediately to direct supervisor.
- Other duties as assigned in order to meet the overall goals and objectives of the London Health Sciences Foundation.
- Operates within culture and core values of the organization

To apply for this position please submit a resume and cover letter detailing your experience to Nancy Foran, Executive Assistant, nancy.foran@lhsc.on.ca

DEADLINE TO APPLY: October 5, 2017

