



Senior Development Officer, Legacy Giving - 1 position
Foundation
St. Joseph's Hospital - London, ON
Full Time
Non-Union

Posting #: 52865
Posting Date: April 05, 2024
Submission Deadline: May 10, 2024
Jennifer Pasichnyk, Human Resources

At no other time in history has health care mattered more to Canadians. At St. Joseph's Health Care London, we have a proud legacy of care across a wide variety of medical disciplines serving all ages and stages of life.

Supporting St. Joseph's mission, the Foundation raises philanthropic funds to advance the very best in care, teaching and research. With a strong focus on performance and best practice, and guided by a skilled Board and leadership team, St. Joseph's offers a positive, collaborative team environment and a competitive compensation program. The Foundation is seeking a positive, high-energy and adaptable Senior Development Officer with great interpersonal skills to advance its work to inspire community investment in healthcare excellence at St. Joseph's.

Reporting to the Campaign Director/Director of Development, the Senior Development Officer, Legacy Giving is responsible for building, expanding and implementing a robust Legacy Giving Program in support of care, teaching and research at St. Joseph's Health Care London.

As a member of the Development Team, the Senior Development Officer, Legacy Giving primarily focuses on identifying, cultivating, soliciting, and stewarding individuals to make charitable gifts through bequests, trusts, and other estate planning strategies. Additionally, the Senior Development Officer, Legacy Giving is responsible for providing donors with comprehensive information about planned giving options and working closely with other members of the Development team members to support their donors' legacy needs.

Attending Foundation and community events to deepen relationships with current donors or prospects, and/or meeting new people who may be interested in the work of St. Joseph's, and building trusting relationships with internal stakeholders, community leaders, volunteers and influencers as a way to connect with prospective donors are all part of the role requirements.

The Senior Development Officer, Legacy Giving actively manages a portfolio of donors - and prospective donors and works to build meaningful, trusting relationships as a way to match donor interest with philanthropic opportunities at St. Joseph's.

The Senior Development Officer, Legacy Giving collaborates with all members of the Foundation Team to support its mission to inspire community investment in healthcare excellence at St. Joseph's.

Essential Qualifications

- Successful completion of post-secondary degree.
- A minimum of five-seven years of experience in legacy giving or related field.
- Professional accreditation as a Certified Fund-Raising Executive (CFRE) would be an asset.
- Proven track record as an accomplished fundraising professional, specifically with Major and Legacy gifts.
- Strong knowledge of tax laws, estate planning and planned giving vehicles.
- Strong project management and organizational skills, with the ability to effectively present complex information in a clear and compelling manner.
- Genuinely curious about people and skilled in building meaningful relationships.
- Strong active listening skills that build trust and establishes rapport.
- Exceptional organizational and time management skills, attention to detail, accuracy and professionalism.

- Strong interpersonal skills to engage successfully with volunteers, donors and others in a highly professional manner.
- Strong oral and written communication skills.
- Self-motivated with ability to work unsupervised and meet deadlines.
- Results-oriented with the ability to achieve identified metrics to contribute positively and effectively to the organization's goals and objectives.
- Optimistic attitude, skilled in having crucial conversations within the work environment.
- Strong computer skills.
- Knowledge of Raiser's Edge software an asset.
- Ability to travel within the catchment area

Immunization Requirements

- Provide documentation you have received two doses of the COVID-19 vaccine (primary series, boosters and/or XBB) OR one dose of XBB vaccine at least 14 days prior to the start date.
- Provide vaccination records or proof of immunity against measles, mumps, rubella and varicella (chicken pox)
- Provide documentation of the Tuberculosis skin testing.

Your interest in this opportunity is appreciated. Only those under consideration will be contacted.