



Development Officer, Mid-Level Giving - 1 position	Posting #: 52866
Foundation	Posting Date: April 05, 2024
St. Joseph's Hospital - London, ON	Submission Deadline: May 10, 2024
Full Time	Jennifer Pasichnyk, Human Resources
Non-Union	

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 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 Development Officer is responsible for managing and growing a Mid-Level Giving Program in support of patient care, teaching and research at St. Joseph's Health Care London.

As a member of the Development Team, the Development Officer, Mid-Level Giving primarily focuses on identifying, cultivating, soliciting, and stewarding mid-level gifts in the \$1,000 to \$25,000 range from individuals, families, small/medium-sized businesses, and ECCO staff-giving groups. This role is also responsible for securing corporate sponsorships and supporting the execution of a robust Grateful Patient Program.

The Development Officer 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 Development Officer works collaboratively across all teams within the Foundation to support its mission to inspire community investment in healthcare excellence at St. Joseph's.

Essential Qualifications

- Successful completion of post-secondary degree or diploma and/or equivalent related work experience.
- A minimum of three-five years of charitable fundraising/development and/or sales experience.
- Professional accreditation as a Certified Fund-Raising Executive (CFRE) would be an asset.
- Proven high performer with demonstrated ability to produce results.
- Strong knowledge of fundraising principles.
- Demonstrated ability to develop, analyze and interpret metrics to inform strategy.
- Strong interpersonal skills to work effectively with donors, volunteers and other professional staff in a highly collaborative, professional and mature manner.
- Strong oral and written communication and presentation skills.
- Exceptional organizational and time management skills, attention to detail, accuracy and professionalism.
- Proven project management success with the ability to manage and coordinate multiple projects over varying timelines.
- Very self-motivated with ability to work unsupervised.
- Ability to contribute positively and effectively to team performance.
- Working knowledge of the Microsoft suite of programs (Word, Excel, PowerPoint); comfortable learning and using new technology.
- 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.