



Senior Development Officer, Major Gifts - 1 position

Posting #: 52867

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 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, Major Giving is responsible for implementing the Major Gift Strategy 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, Major Giving primarily focuses on identifying, cultivating, soliciting, and stewarding gifts of \$25,000+ from individuals, families, foundations and corporations. Additionally, the Senior Development Officer is responsible for contributing to the major gift donor pipeline by reaching out to prospective and current donors to cultivate, nurture and learn more about why they give, 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.

The Senior 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 Senior Development Officer 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 charitable fundraising/development and/or sales experience.
- Professional accreditation as a Certified Fund-Raising Executive (CFRE) would be an asset.
- Proven track record as an accomplished fundraising professional with a specific focus on securing gifts of \$25,000+ or working in corporate sales focused on developing significant and long-lasting relationships
- 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.