Senior Development Officer - Legacy Giving, Foundation - 1 position	Posting #: 54739
Foundation	Posting Date: April 04, 2025
St. Joseph's Hospital - London, ON	Submission Deadline: April 24, 2025
Full Time	Jennifer Pasichnyk, Human Resources
Non-Union	Salary Range: $35.89 - $40.79 /hour

Are you passionate about helping others create a legacy and excited to play a key role in a dynamic, mission-driven team?

Join us at St. Joseph's Health Care Foundation as a Senior Development Officer, Legacy Giving, where you'll be at the heart of our fundraising efforts, advancing our mission to inspire community investment in care, teaching, and research at St. Joseph's Health Care London.

Our Foundation is dedicated to raising philanthropic support that drives innovation and excellence in healthcare. We emphasize a culture of collaboration, integrity, and continuous improvement, creating a positive, team-oriented environment where everyone's contributions are valued. With a focus on performance and best practices, we offer a competitive compensation package that recognizes and rewards your dedication and hard work.

As a Legacy Giving Officer, you'll work closely with the Director of Development to implement and expand our Legacy Giving Strategy. In this role, you'll build authentic, long-term relationships with donors who are passionate about leaving a lasting legacy to support our mission. Your efforts will be crucial in securing planned gifts that provide sustainable support for our work, ensuring the continued advancement of world-class care and groundbreaking research for generations to come.

If you're excited about making a lasting impact and joining a dedicated team that's committed to excellence, we'd love to connect with you.

Why Join Us?
This is a unique opportunity to contribute meaningfully and grow professionally in a supportive environment. You'll work alongside passionate individuals committed to making a difference.

How to Apply:
If you're excited about contributing to our mission, we want to hear from you! Please submit your resume and a cover letter outlining your qualifications and interest in the role.

Key Responsibilities:
- Identify and cultivate relationships with potential legacy donors, including individuals, families to secure planned gifts.
- Actively manage a portfolio of current and prospective legacy donors, aligning their interests with impactful philanthropic opportunities at St. Joseph's Health Care London].
- Develop and implement strategies for soliciting planned contributions, while effectively communicating the long-term impact of legacy giving.
- Steward existing legacy donors by creating personalized engagement and stewardship plans, ensuring continued satisfaction and ongoing commitment.
- Contribute to expanding the legacy donor pipeline by reaching out to current and prospective donors, strengthening their connection to our mission and vision.
- Attend community and foundation events to deepen relationships, raise awareness, and identify new prospects for legacy

support.
- Build strong, trusting relationships with internal stakeholders, community leaders, volunteers, and key influencers to promote legacy giving initiatives.

The Senior Development Officer, Legacy Giving 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.
- A minimum of five-seven years of charitable fundraising/development and/or sales experience.
- Proven track record as an accomplished fundraising professional with a specific focus on securing legacy gifts
- Professional accreditation as a Certified Fund-Raising Executive (CFRE) would be an asset.
- 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
- A valid G Driver's License and access to a reliable motor vehicle with appropriate liability insurance is required
- Adherence to the Foundation's Stewardship Policy and the AFP's Code of Ethical Conduct and Standards of Practice
- Adherence to the Privacy and Confidentiality policies of the Foundation and St. Joseph's Health Care London

Immunization Requirements

- Provide vaccination records or proof of immunity against measles, mumps, rubella, varicella (chicken pox), Hepatitis B, COVID-19 and influenza.
- Provide documentation of the Tuberculosis skin testing

Your interest in this opportunity is appreciated.
Human Resources and Leaders use your profile information to evaluate your application for the vacancies you apply to.
Only those under consideration will be contacted.