



Director, Development (Major Giving) - Foundation - 1 position	Posting #: 56427
Foundation	Posting Date: March 25, 2026
St. Joseph's Hospital - London, ON	Submission Deadline: April 14, 2026
Full Time	Jennifer Pasichnyk, Human Resources
Non-Union	Salary Range: \$49.32 - \$61.65 /hour

St. Joseph's Health Care Foundation is seeking a results-driven, relationship-focused leader for the role of Director of Development Major Giving.

In this position, you will drive the Foundation's mission forward by leading a fundraising strategy that secures significant philanthropic investments in support of our priorities in patient care, education, and research.

If you're a hands-on fundraising leader who excels in building meaningful relationships and thrives in a fast-paced, mission-driven environment, this is your opportunity to make a lasting impact on healthcare in our community.

About Us:

At St. Joseph's Health Care London, we're proud of our 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. Guided by a skilled Board and leadership team, we offer a positive, collaborative team environment and a competitive compensation program.

Position Summary

Reporting to the Vice President, Chief Development and Communications Officer | People & Culture, the Director, Development (Major Giving) is a strategic, results-driven leader responsible for advancing the Foundation's mission through personal, relationship-focused fundraising strategies. This role is accountable for building philanthropic support at the \$25,000+ level, with a focus on the identification, cultivation, solicitation, and stewardship of donors. The Director develops and manages a high-performing major giving program that connects donor passions with St. Joseph's Health Care London's most urgent priorities in patient care, education and research.

Working in close partnership with senior leadership, physicians, volunteers, and development colleagues, the Director designs and executes donor strategies that result in meaningful, long-term relationships and significant philanthropic investments. The Director actively manages a personal portfolio of key donor relationships while coaching and supporting a team of development professionals, as well as staff who provide prospect research and other critical support for the personal solicitation function.

As a member of the foundation's leadership team, the Director leads with a relationship-focused approach, fostering trust, collaboration, and shared accountability and engagement across all teams. The role requires strong people leadership, cross-functional partnership, and operational excellence to advance the foundation's mission.

Essential Qualifications

- Bachelor's degree in a relevant field such as fundraising, business administration, marketing, communications, public administration, or a related discipline
- Certified Fund-Raising Executive (CFRE) designation required (candidates committed to achieving within 12-18 months encouraged to apply).
- Ongoing professional development and engagement with sector best practices in philanthropy, donor relations, and ethical fundraising.

- Minimum 7-10 years of progressive experience in fundraising, with a significant focus on major or leadership-level giving, preferably within a hospital foundation, healthcare organization, or large, complex nonprofit environment.
- Demonstrated success securing five, six, and seven-figure gifts, including experience with complex solicitations, donor negotiations, and multi-year commitments.
- People leadership experience, with a proven ability to recruit, mentor, coach, and inspire high-performing major gift officers and development professionals.
- Proven experience leading moves-management programs, donor pipeline development, and portfolio optimization aligned with organizational priorities.
- Experience partnering with senior executives, physicians, board members, and volunteers to support donor cultivation and solicitation strategies.
- Experience with driving capital, comprehensive, or priority funding campaigns is strongly preferred.
- Experience working within a highly regulated, mission-driven environment (such as health care) with sensitivity to patient privacy, ethics, and donor intent.

Skills:

- Expertise in donor-centred fundraising, relationship management, and stewardship best practices.
- Ability to align donor passions with institutional priorities through compelling cases for support and customized proposals.
- Strong understanding of the full donor lifecycle, including collaboration with annual and planned giving to create integrated pathways.
- Accomplished leader with strong coaching, mentoring, and performance management skills.
- Exceptional interpersonal skills with the ability to build trust and credibility with donors, volunteers, physicians, executives, and board members.
- Confident, collaborative leadership style grounded in integrity, empathy, and accountability.
- Exceptional written, verbal, and presentation skills, with the ability to communicate complex funding needs clearly and persuasively.
- Skilled storyteller with experience translating clinical and institutional priorities into donor-relevant impact narratives.
- Comfortable representing the Foundation in high-level, confidential, and relationship-sensitive environments.
- Strong business and financial acumen, including budgeting, forecasting, goal-setting, and performance reporting.
- Data-informed decision-maker with experience using CRM systems (e.g., Raiser's Edge or equivalent) for portfolio management, tracking, and analytics.
- Ability to manage multiple priorities, meet deadlines, and maintain high standards in a fast-paced, results-driven environment.
- Self-motivated, highly organized, and adaptable professional with a solutions-oriented mindset.
- Demonstrated commitment to ethical fundraising practices and adherence to Canadian fundraising standards.
- Comfortable navigating complexity, change, and ambiguity while maintaining focus on long-term relationship building and impact.

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

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.

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.