Senior Development Officer, Foundation - 1 position	Posting #: 57325
Foundation	Posting Date: November 10, 2026
St. Joseph's Hospital - London, ON	Submission Deadline: December 10, 2026
Full Time	Jennifer Pasichnyk, Human Resources
Non-Union	Salary Range: $38.10 - $47.63 /hour

Are you ready to play a key role as part of a dynamic team focused on making a difference? We're seeking a dedicated Senior Development Officer to join our passionate team at St. Joseph's Health Care Foundation, responsible for driving our fundraising efforts and helping us achieve our mission.

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. With a strong focus on performance and best practice, guided by a skilled Board and leadership team, St. Joseph's offers a positive, collaborative team environment and a competitive compensation program.

Reporting directly to the Director, Development (Major Giving), you'll play a crucial role in implementing the Foundation's Leadership Giving Strategy. As a member of the Development Team, you'll focus on building meaningful relationships with donors who wish to make leadership-level gifts to further our mission.

Key Responsibilities:
• Identify and cultivate relationships with potential major donors, including individuals, families, foundations, and corporations, to secure gifts of $25,000 and above.
• Actively manage a portfolio of current and prospective donors, aligning their interests with philanthropic opportunities at St. Joseph's Health Care London.
• Develop and implement strategies for soliciting contributions and effectively communicating the impact of giving.
• Steward existing major gift donors through tailored engagement and stewardship plans to ensure ongoing satisfaction.
• Contribute to the major gift donor pipeline by reaching out to current and prospective donors to enhance their connection to our mission.
• Attend community and foundation events to deepen relationships and identify new prospects for support.
• Build trusting relationships with internal stakeholders, community leaders, volunteers, and influencers. The Senior 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 and Skills
• 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
• 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

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.