

Job Description

THE POSITION

The Children's Health Foundation is looking to grow the support they provide to their partners by hiring an additional, experienced Senior Philanthropy Officer to join the Children's Health Foundation team. The Senior Philanthropy Officer will work with the Children's Health Foundation's philanthropy team to develop and implement major gift cultivation, solicitation and stewardship strategies that will inspire prospective donors and give them opportunities to support their incredibly impactful cause.



BACKGROUND

Children's Health Foundation believes that children and their families in Western Ontario deserve the best possible care and the most possible hope when faced with a serious health issue. The Foundation calls on caring people to help strengthen and transform the health care experience in our region. Donations fund cutting-edge equipment, care-enhancing programs and ground-breaking paediatric research at Children's Hospital in London, Thames Valley Children's Centre and Children's Health Research Institute. The Foundation ensures better childhoods for kids facing challenges and serious health issues and hope, relief and support for those who love them.

Donations to Children's Health Foundation impact more than 50,000 children each year, across Western Ontario, from Windsor to London and Kitchener-Waterloo, and up north to Thunder Bay and beyond.

Children's Health Foundation Strategic Direction

Vision

Saving lives and improving children's health and quality of life.

Mission

Established in 1922, we inspire caring people to donate to support excellence in children's health care and research at Children's Hospital, Thames Valley Children's Centre, and Children's Health Research Institute.

Donations contributed to paediatric health care in 2019-2020 totalled \$10.9 million in children's revenue including donations received and investment income.

The impact of these donations included:

- \$4.5 million to enable kids to heal faster with the support of specialized paediatric care and programs at Children's Hospital.
- \$1 million was granted to support rehabilitation services and programs at Thames Valley Children's Centre.
- \$1.6 million to support paediatric research conducted by scientists and fellows at Children's Health Research Institute.

CANDIDATE PROFILE

The Senior Philanthropy Officer reports to the Director, Philanthropy, and will also work closely with the Children's Health Foundation CEO and executive leaders from the three partner organizations (Children's Hospital in London, Thames Valley Children's Centre and Children's Health Research Institute). The Senior Philanthropy Officer will work closely with the prospect researcher and other team members to identify new prospects for the foundation and revisit those who may have supported in the past. The Senior Philanthropy Officer will also partner with the storytelling specialist in communicating the Children's Health Foundation's compelling cause.

The Senior Philanthropy Officer will possess a passion for philanthropy, a strong understanding of donor relationship management. He or she will exhibit the highest level of ethics and professionalism, demonstrate excellent relationship building and interpersonal skills, and have a proven track record of inspiring significant donor support.

RESPONSIBILITIES

- Proactively develop and implement strategies that identify, engage, cultivate, solicit and steward a major gift pipeline of corporate, foundation and individual donor prospects in all stages of the development cycle.
- Designs and implements identification and qualification strategies for a group of prospects and creates donor cultivation & solicitation opportunities to further major gift development.
- Utilize the President and CEO, Director of Philanthropy, partner leadership, and volunteers to maximize the potential of prospects in the pipeline and relationships that can be developed for the organization.
- Understand the fundraising priorities of Foundation partners and cultivate strong professional relationships with clinical, administrative and medical staff at Children's Hospital, TVCC, and Children's Health Research Institute to advance fundraising initiatives and success.
- Prepare compelling and strategic major gift donor communications materials including briefing notes, tailored proposals, cases for support, correspondence and gift agreements.
- Through our Grateful Families program, partner directly with a number of physicians and other organizational leaders and provide families, through consented referrals, the opportunity to demonstrate their gratitude in tangible ways.
- Participate collaboratively in our prospect management system including, prospect clearance, assignments, moves management and prospect timelines.
- Set and work to fundraising activity targets and maintain accurate records in NXT, including meeting notes, proposals, moves/action items and moves management.
- Participate in budget development and monitor metrics in relation to the portfolio.
- Maintain a high degree of motivation, teamwork and superior work ethic consistent with the employment philosophy and values of the Foundation.
- Perform cross-functional duties as assigned.

QUALIFICATIONS

- **Experience:** Minimum of five years of fundraising solicitation experience at a senior level.

- Demonstrated experience securing large gifts.
- **Education:** University/College degree or equivalent combination of education and experience.
- Commitment to ongoing professional development, CFRE/ACFRE/FAHP designation encouraged.
- **Knowledge** of, and domiciled in our large catchment area.
- **Skills:** Effective interpersonal skills with a professional presence and manner, and capable of exercising independent judgment, initiative and flexibility.
- Demonstrated ability to think strategically, works proactively, and manage competing priorities in a complex environment.
- Excellent organization, planning and time management skills and attention to detail.
- Excellent oral and written skills with a demonstrated ability to write effectively and persuasively and present to diverse groups.
- Strong computer skills, including experience with Office 365 and MS Teams and demonstrated knowledge of Raiser's Edge/NXT, preferred.

KEY ATTRIBUTES & COMPETENCIES

- A flexible team player able to collaborate with and inspire colleagues and senior volunteers.
- Demonstrates understanding and complies with staff safety policies and procedures that foster a safe and inclusive environment for all.
- Ambitious and highly self-motivated with a strong commitment to success.
- Models behaviours that align with Children's Health Foundation's values of Gratitude, Respect, Excellence, Authenticity, and Trust.
- Commitment to providing an exceptional donor experience for our many supporters in a challenging and exciting health care environment.

APPLICATION INFORMATION

To explore this opportunity further, please email your resume (filename - "Last name, First name - CV"), with "CHF Senior Philanthropy Officer" in the subject line, in confidence to Larry Sartor at larry@sartorandassociates.com and Mark Fukuzawa at mark@sartorandassociates.com.

It is Children's Health Foundation policy to comply with all applicable laws and regulations which prohibit unlawful discrimination because of race, religion, creed, colour, national origin, sex, sexual orientation, age, disability or marital status or any other protected class.

We thank all those that apply for the position, however, only those selected for an interview will be contacted. Thank you for your understanding.

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