

# MAJOR GIFTS FUNDRAISER

## The Opportunity

We are seeking an experienced fundraising professional to join our dynamic team as a full-time **Major Gifts Fundraiser**. The Major Gifts Fundraiser will be responsible for significantly increasing and diversifying revenue by obtaining philanthropic support from donors and prospects at the major gift level of \$50,000 and above. The successful candidate will develop and implement annual and multi-year fundraising plans for a portfolio of major gift prospects, with the goal of maximizing support for the St. Boniface Hospital Foundation.

## Why St. Boniface Hospital Foundation?

This is your chance to make a difference in Manitoba's health care landscape. You'll engage with some of Manitoba's most generous donors and help continue the compassionate, excellent care St. Boniface Hospital is known for. You'll join a group of professional, kind, and reliable colleagues in an innovative, flexible work environment.

## Our Ideal Candidate

Possessing a solid knowledge of major gifts fundraising methodology, the ideal candidate will be a seasoned fundraising professional with proven major gift success at the five and six-figure gift levels, and above. The candidate will possess the ability to expertly build and manage relationships with donors, from early introductory stages, to cultivation, to solicitation, and keep the relationship thriving with excellent stewardship.

The Major Gifts Fundraiser will work collaboratively with the Development and Communication teams, sharing ideas and successes. Self-confident, motivated and proactive, the ideal candidate will also be goal-oriented and capable of working autonomously, appreciating that their own goals are a vital part of the team goals.

The Major Gifts Fundraiser will be expected to grasp the Hospital's research and program objectives and will have a strong interest in working in a health care environment. The successful candidate will possess excellent written and verbal communications skills and will confidently articulate funding opportunities to potential donors in a persuasive and convincing manner.

The ideal candidate will be an experienced relationship manager with volunteer leaders and donors, and also keenly aware of the importance of establishing relationships with Hospital staff, physicians and other health care professionals. Possessing integrity and transparency, the new incumbent will be an approachable and respectful professional who works well with a wide range of individuals.

## Key Responsibilities

The Major Gifts Fundraiser will have the following responsibilities and accountabilities:

- Manage a portfolio of at least 100 donors and prospects, developing and implementing targeted action plans and strategies in support of annual revenue goals.
- Work with donors and prospects to develop tailored proposals that match their passions and interests with fundraising priorities.
- Provide leadership and direction to volunteer Board members, senior administration in the Foundation and Hospital, and other key stakeholders who may be involved in gift solicitations.
- Represent St. Boniface Hospital Foundation with donors and prospective donors, including individuals, the business community, community organizations and foundations.
- Track and record donor interactions to help develop strategies for solicitation.

## Position Requirements

The Major Gifts Fundraiser should have:

- A passion for donor-centered fundraising.
- Proven success in securing major gifts at the five and six-figure level.
- Excellent organizational, problem-solving and time-management skills.
- Excellent written communication and public speaking skills.
- Thorough knowledge of fundraising best practices (CFRE designation is an asset).
- Proficiency in Raiser's Edge or other database software.
- A valid driver's license and regular access to a vehicle.
- A post-secondary education, or equivalent combination of training and experience.
- *Bilingualism (French/English) will be considered an asset.*

Please send your resume and cover letter to:

**Patti McNeill, St. Boniface Hospital Foundation** Fax: 204-231-0041 Email: [pmcneill@stbhf.org](mailto:pmcneill@stbhf.org)

Applications must be received no later than **Friday, October 9, 2020**.

We appreciate all who apply but only those applicants selected for an interview will be contacted. Salary range: \$85,000 - \$100,000.