

SEARCH PROFILE



**University
Hospital
Foundation**

UNIVERSITY HOSPITAL FOUNDATION
MAJOR GIFTS OFFICER

NOVEMBER 2017

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Talent[®]**

THE UNIVERSITY HOSPITAL FOUNDATION

The University Hospital Foundation (UHF) believes in the power of generosity to change and save lives.

Established in 1962 and governed by a volunteer Board of Trustees, the Foundation has evolved into one of the most successful hospital fundraising organizations in Canada and is recognized as a “high performer” by the Association for Healthcare Philanthropy’s (AHP) Performance Benchmarking Service. As a result of very generous individuals and community support, the UHF has raised more than \$177 million in the last 10 years to support patient care, advanced technology and clinical research. The Foundation also holds \$143 million in donor funds (\$79 million in established & \$64 million in non-established). The University Hospital Foundation values the opportunity to compare the Foundation to that of their peers, and consistently seeks to improve efficiencies and impact.

As prudent stewards of donor dollars, the University Hospital Foundation works diligently to efficiently and effectively raise and manage gifts. As well as ensuring that donations make the most significant impact possible, the Foundation strives to give donors confidence that their donations are wisely spent through comprehensive and transparent financial reporting.

The University of Alberta Hospital site is renowned for many areas of specialization which include central and northern Alberta’s only Level 1 trauma centre; world class neurosciences and cardiac sciences programs; one of only two dedicated burn units in Canada; and Canada’s busiest multi-transplant program. Donor gifts to the University Hospital Foundation support advancements in patient care, fund innovative clinical research and education, and help purchase advanced medical technology that leads to faster and more accurate diagnosis and treatment.

The University Hospital Foundation works closely with the leadership teams at the University Hospital, the Mazankowski Alberta Heart Institute, and the Kaye Edmonton Clinic (all located in Edmonton).

For further information on the University Hospital Foundation, please visit: www.GiveToUHF.ca.

MAJOR GIFTS OFFICER

Reports to:	Vice President Philanthropy
Direct/Indirect Reports:	None at this time. Please note, fundraising and administrative support provided.
Location	Edmonton, Alberta

THE INDIVIDUAL

Are you a proactive, confident self-starter that thrives in a competitive and fast-paced environment? The University Hospital Foundation is looking for an individual who is tenacious, persistent and driven to succeed.

The successful candidate will have the following qualities:

- Self-motivated, self-sufficient and driven to achieve success;
- Strong communication and interpersonal skills, friendly, comfortable, and gracious in social settings;
- Persuasive, outgoing and confident; and
- Possesses the highest standards of personal and professional integrity.

MANDATE

The Major Gifts Officer will establish and develop long term philanthropic relationships with high capacity prospects and donors. S/he will focus on the identification, cultivation, solicitation and stewardship of a portfolio of major gift prospects with the capacity and interest in providing financial support to the University of Alberta Hospital. The Officer will have a high-level of comfort and expertise in soliciting individual donations in face-to-face meetings, by telephone and correspondence, and coordinate strategic moves to help the University Hospital Foundation reach its overall financial goals. The Major Gifts Officer will work independently and collaboratively with colleagues throughout the University of Alberta Hospital, the Mazankowski Alberta Heart Institute and the Kaye Edmonton Clinic.

The Major Gifts Officer will also fundraise for the Brain Centre Campaign, the University Hospital Foundation's current fundraising focus. The Brain Centre Campaign has raised over \$45 million to date, taking brain care at the University of Alberta Hospital to a dynamic new level. With the Foundation's recent announcement that Wayne Gretzky has joined the Brain Centre Campaign Team as Honourary Chair, the opportunity and profile of this campaign will continue to expand. The Major Gifts Officer will play a key role on our dedicated team of volunteers and donors in raising funds to develop a Brain Centre of national stature in Edmonton

The ideal candidate will have progressively significant and relevant development experience and a proven track record in successfully soliciting, closing and stewarding major gifts. The successful candidate will build and effectively manage a portfolio of 100+ accounts and have the technical expertise and know-how to cultivate, leverage and sustain high-value relationships with the Foundation and the University of Alberta Hospital site.

KEY ACCOUNTABILITIES

The position will include the following responsibilities:

Secure Major Gifts:

- Develop strategies to solicit and secure future major gifts, including prospect research, customized proposal writing, presentations and direct involvement in major gift solicitations;
- Build and increase support for the University Hospital Foundation through active participation in identifying, cultivating and stewarding relationships and connections that lead to major gifts; and
- Connect and understand the interests of prospects and donors and creatively communicate the objectives of the Foundation both face-to-face and in writing.

Relationship Building:

- Interpret the concerns and interests of potential donors or stakeholders and translate them into attractive opportunities for investment in the UHF;
- Communicate the Foundation's objectives in a persuasive and stimulating manner with all stakeholders;
- Cultivate and maintain strategic partnerships for the Foundation; and
- Build strong relationships with donors to be able to effectively communicate donors' needs and interest back to the Foundation.

Leadership:

- Provide leadership and mentorship to Philanthropy team;
- Collaborate with senior staff, volunteers and demonstrate ability to work at all levels within a research-intensive hospital environment;
- Demonstrate the ability to exercise discretion and good judgment in representing the Foundation; and
- Display an extraordinary commitment to confidentiality and professionalism.

FIRST YEAR DELIVERABLES / MEASURES OF SUCCESS

Success in the first year will be determined by the candidate's ability to:

- Establish himself/ herself as key fundraiser within the Foundation;
- Build a portfolio of 100 accounts, and secure five and six figure gifts;

- Develop new relationships with prospects and deepen existing relationships with donors through face-to-face interactions;
- Strategically attend Foundation and community events to advance Foundation goals; and
- Demonstrate enthusiasm in learnings about the University of Alberta Hospital site and understanding the Foundation's fundraising priorities, in order to effectively connect donors with fundraising interests.

CANDIDATE PROFILE

The successful candidate will have the following:

EDUCATION:

- Bachelor's degree; and
- Certified Fund Raising Executive (CFRE) designation.

EXPERIENCE:

- Minimum 5 years' successful experience in major gifts fund development;
- Demonstrated track record of major gifts fundraising, including independently securing five and six figure gifts;
- Knowledge of the University of Alberta Hospital considered an asset;
- Knowledgeable in best practices and performance metrics related to fundraising and prospect research; and
- Proficiency with CRM systems, specifically, Blackbaud's Raiser's Edge.

COMPETENCIES & ATTRIBUTES:

- Demonstrates philanthropic spirit;
- Excellent interpersonal skills with the ability to build deep, meaningful relationships and work effectively with donors, stakeholders and community partners;
- A high degree of comfort in identifying, contacting and developing new major gift prospects as well as superior interpersonal skills in stewarding existing donors;
- An outgoing, positive, group win approach with a willingness to learn, teach and share – bringing new skills and developing one's own skills;
- Excellent verbal and written communication skills;
- Ability to manage multiple competing priorities to thrive in a fast-paced environment; and
- Assertive, mature, resourceful, self-disciplined individual who is engaged in the Foundations goals.

THE COMPENSATION

A competitive and comprehensive package that incentivizes over achievements awaits the successful candidate.

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