



JOIN OUR TEAM
Major Gifts Officer – Regular Full Time

The Workplace

The Foundation of Chatham-Kent Health Alliance supports CKHA, which is a vibrant, energetic workplace, twice listed as one of Canada's top 100 places to work. CKHA has also earned the Ontario Hospital Association - Gold Award as a Quality Healthcare Workplace for three consecutive years. In the constrained and challenging healthcare environment CKHA consistently punches above its weight as a community healthcare leader and premier healthcare provider. CKHA has undertaken a major planning study and is now in the process of introducing new state of the art diagnostic equipment that will change forever how healthcare is delivered in Chatham-Kent. The new diagnostic imaging equipment is the current focus of the Foundation of CKHA's fundraising program.

The Job

The Major Gifts Officer (MGO) reports to the Foundation of CKHA's Executive Director and will have the primary responsibility for growing the Foundation of CKHA's major gift and planned giving revenue stream. The MGO will be an integral member of the Foundation staff, working in partnership with Chatham-Kent Health Alliance leadership and fundraising volunteers to advance the work of CKHA through major gift fundraising. This includes the development of relationships with current and potential major and planned gift donors; individuals, corporations, foundations, community groups and associations.

The Major Gifts Officer position is an opportunity for significant professional growth. The successful candidate will act as Campaign Director for Phase II of a Diagnostic Imaging Capital Campaign and in addition will support the Executive Director in staffing the Foundation's Community Development Committee and in oversight of fundraising, operations, stewardship activities, and all philanthropic giving (annual giving, corporate partnerships, sponsors and special events).

The Candidate

The successful MGO candidate will be a high-energy, motivated and knowledgeable fundraising professional who is passionate about community healthcare and committed to making a difference.

Key Responsibilities

- Develop and manage a portfolio of major gift donors and prospects
- Identify, qualify and maintain an individual, corporate and foundation prospect pipeline
- Cultivate and steward existing donor relationships to maximize philanthropy

- Strategic and operational planning and positioning the Major Gift portfolio within CKHA
- Adopt activity based fundraising metrics including a set number of qualified major and planned gift solicitation calls and community initiatives per year
- Evaluate major and planned gift performance against activity based goals and in consultation with the Executive Director, adjust plans and strategies as required to maximize return on activity
- Take on a leadership role in the local Leave a Legacy program in concert with other local charities
- Will support the Executive Director in the oversight and coordination of all the organization's fund development activities
- Appropriately represent the Foundation of CKHA, its Board and Executive Director to donors, prospects, community development committee(s) and fundraising volunteers
- Help identify, cultivate, recruit, and develop fundraising volunteers.
- Keep current with Canada Revenue Agency rulings and regulations affecting gifts, and bring best practice methodology to every aspect of the major gift portfolio
- Other duties as assigned by Executive Director

Qualifications

- University degree or college diploma
- Three to five years of fundraising or related experience in philanthropy-healthcare preferred
- Superior organizational skills and an ability to meet deadlines
- Strategic thinking, attention to detail and strong program management skills
- Experience engaging major gift donors in discussions around six and seven figure gifts
- Demonstrated ability to drive and achieve financial targets
- Excellent oral, written and interpersonal skills, including demonstrated ability to develop and present strong cases for support and effectively communicate the impact of gifts
- Experience inspiring, developing and working with senior level volunteers
- Strong team player with the ability to work independently and with minimal supervision
- Experience with fundraising database applications (knowledge of Raisers Edge is an asset), and ability to use and analyze data
- a valid license and use of a vehicle
- Willingness to work outside of regular business hours

Interested candidates are asked to apply online, including a resume, by March 21, 2016, at www.ckha.on.ca under Careers.

The Foundation of CKHA is an equal opportunity employer committed to fair and accessible employment practices. Should you require accommodation due to a disability during the recruitment process, please contact Human Resources at 519-437-6057.