



Development Officer, Corporate

Date Posted: March 11, 2010

Position Status: Permanent, Full-time

Available: Immediately

Description of the Position: The Development Officer works within the Corporate Partnership's team to support and cultivate donor relationships. The focus of this role is to develop prospects and donors for our Research Tower campaign. Fundraising target for Research Tower campaign is \$200M. Personal fundraising target for 2010 fiscal year is \$1.0M.

Duties and Responsibilities:

- Supports and cultivates a portfolio 20-30 donors and stakeholders
- Identifies and cultivates new prospective donors and develops proposals accordingly
- Develops and cultivates executive-level relationships within organizations
- Provides new business support and development by determining new and/or best practice fundraising activities
- Develops and implements strategies to increase existing donors' giving levels and commitments
- Provides donor stewardship support as required
- Works closely with other key fundraising and program teams- including Major Gifts, Community Involvement, Annual Giving, Marketing and Public Affairs to execute activities
- Liaises and cultivates relationships with hospital staff and senior-level volunteers

Qualifications:

- University degree or community college diploma with a focus in fundraising, marketing, sales, or other applicable disciplines
- Minimum 4+ years in fundraising, marketing, or sales experience
- Solid experience soliciting and closing donations/sales
- Able to work in a fast paced environment, prioritize and multi-task
- Proven experience working with senior-level executives
- A "go getter", team player and relationship builder
- Ability to think strategically and work independently in driving new initiatives or enhancing existing programming
- Creative, resourceful, cost-efficient and intuitively driven
- Ability to build new and long-term relationships with prospects, donors and volunteers
- Superior verbal and written communications skills, including public speaking
- Organized, detail-oriented, with strong follow through
- Excellent computer skills (Microsoft Office)
- Experience with Raiser's Edge or relational databases an asset, ensuring appropriate prospect/ donor documentation

About SickKids Foundation: Established in 1972, SickKids Foundation is the fundraising organization for The Hospital for Sick Children - Canada's most research-intensive hospital and the largest centre dedicated to improving children's health in the country.

The Foundation's fundraising is driven by the belief that improving the health and wellbeing of children is one of the most powerful ways to improve society.

Philanthropy is a critical source of funding for The Hospital for Sick Children. For the fiscal year ending March 31, 2009, SickKids Foundation made an investment of \$64.4 million in children's health research, education and care. A direct result of community support, this is the largest investment in paediatric health care and one of the largest contributions to a hospital anywhere in Canada.

HealthyKids International, an initiative that supports the international projects of The Hospital for Sick Children, is an investment in the future health of children around the world. It is steeped in the belief that children need home-grown medical practitioners who understand their countries' social and cultural contexts.

The shared vision of SickKids Foundation, HealthyKids International and The Hospital for Sick Children is "Healthier Children. A Better World."TM

Hours: 9 am to 5 pm Monday to Friday
Occasional evenings and weekends are necessary

Available to: Internal & External Candidates

Deadline: Internal Candidates: March 18, 2010
External Candidates: March 25, 2010

Submit Resume to: Human Resources Department
SickKids Foundation
525 University Avenue, 14th Floor
Toronto, Ontario M5G 2L3
email: careers@sickkidsfoundation.com

**Only those applicants selected for an interview will be contacted.
No phone calls please.**

Visit our website: www.sickkidsfoundation.com