

Date Posted: December 9th, 2011

Position Status: Full-time

Available: March 1st 2012

Overview The Hospital for Sick Children is a world-leading pediatric research Hospital. As Director of Major Gifts at SickKids Foundation, you will lead an integrated Major Gifts program that directly supports important priorities of the Hospital. Foremost among these is the funding of the new \$400 Million Research and Learning Tower which will firmly position SickKids as the world's finest pediatric research center when its doors open in 2013.

Come help build the future of children's health at SickKids by providing strategic oversight and direction to the largest revenue generating program within the Foundation. Managing a highly skilled team of Major Gift Officers, working directly with Campaign Cabinet members, and collaboration with internationally acknowledge Hospital researchers and clinicians, the Director of Major Gifts will drive revenue growth in the Major Gifts Program, while helping to build collaborative initiatives with Foundation colleagues.

You are an acknowledged leader in Major Gift fundraising, and have exceptional relationship building skills and a passion for advancing children's health and research.

As Director of Major Gifts at SickKids Foundation, you will have a unique opportunity to advance work that touches the lives of children around the world.

Description of the Position:

Reporting to the Vice-President, Major Gifts, the Director of Major Gifts will provide overall management of the Foundation's Major Gifts program, attracting donors at \$10,000/year and greater to support the work of the Hospital for Sick Children. The Director will develop and implement annual and long-range plans to cultivate, solicit and steward major donor and major donor prospects and will lead and inspire a team of major gift fundraisers.

Specific duties include:

- Work with volunteers, donors, and senior staff to set, and exceed ambitious fundraising goals;
- Manage a personal pool of donors and prospects, and exceed personal fundraising goals;
- Manage a staff of experienced fundraisers, each of whom is responsible for a large pool of donors and donor prospects;
- The Director will be responsible for Major Gifts staff recruitment, orientation, training, objective setting, monitoring performance and encouraging professional development for these staff;
- Work with a with a team of Campaign Cabinet and other volunteers, who will assist with the development of strategy, prospect identification, rating and with donor solicitation;
- Set annual and long term financial and activity goals for the Major Gifts program;
- Work with the Director of Stewardship and Donor Relations to develop meaningful recognition and stewardship programs for major donors;
- Work with the Vice President Corporate Partnerships, the Vice-President Direct Marketing, and the Vice-President Community Events to identify and implement donor migration strategies from other fundraising portfolios to the Major Gifts Program;
- Work with the Director of Gift and Estate Planning to identify and cultivate major gift donors who also have a capacity to make a planned gift;
- Ensure the information managements system of the Foundation is fully utilized to effectively enter, track and retrieve major gifts information;
- Commit to ongoing professional development through reading current literature, attending professional meetings, participating in professional associations, and developing working relationships with other professionals at other institutions. Collect comparative data and program information for the purposes of evaluation, benchmarking, and as a source new ideas;
- Serve as a member of the management team of the VP Major & Leadership Gifts.

Qualifications: The successful applicant must possess the following:

- A bachelor's degree or higher, PLUS a minimum of five years to seven experience in the at a management level in the advancement field;
- A professional designation such as CRFE or CFP would be preferable;
- A proven track record as an exceptional fundraiser;
- A proven track record as a skilled manager;
- The ability to think at a high level about hospital priorities;
- The ability to work within a senior management team;
- The ability to think strategically and work proactively, managing competing priorities;
- Excellent donor and volunteer relations skills, with a keen sense of diplomacy;
- Superior writing and communications skills.

Available to: Internal & External Candidates

Deadline: January 16th 2012

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.**