



Senior Business Development Officer- Corporate (Up to 8 Month Contract)

Date Posted: April 27, 2010

Position Status: Contract (up to 8 months), Full-time

Available: June 1, 2010

Description of the Position: The Senior Business Development Officer works within the Corporate Partnership's team to identify, support and cultivate donor relationships and manage a small team to meet the fiscal revenue goals in a manner consistent with the SickKids Foundation's mission, vision. With a specific focus on new business development, the incumbent's personal fundraising target for the fiscal year is \$2.3M.

Duties and Responsibilities:

- Cultivates a portfolio 90-120 prospective donors and stakeholders
- Meet/exceed pre-determined business development activity targets
- Develops and submits 8 – 12 proposals each month with an average ask of \$100K
- Secures multi-year corporate commitments for Foundation/Hospital programs
- Develops and executes cause-related marketing campaigns
- Track all fundraising activity metrics using Raiser's Edge
- Manages and mentors up to 2 direct reports
- Develops and cultivates executive-level relationships within organizations
- Develops and implements strategies to increase existing donors' giving levels and commitments
- Provides donor stewardship support through impact reporting, hospital tours, hosting meetings, developing stewardship tools and programming
- Provides new business development by closing existing proposals currently in the corporate pipeline and determining new and/or best practice fundraising activities
- Works closely with other key fundraising and program teams- including Children's Miracle Network, Community Involvement, Annual Giving, Marketing and Public Affairs to execute activities
- Liaises and cultivates relationships with hospital staff (physicians, researchers and executives)

Qualifications:

- University degree or community college diploma with a focus in fundraising, marketing, sales, or other applicable disciplines
- Minimum 7 + years in fundraising, marketing, or sales experience
- Previous management experience and prospecting strategy development considered an asset
- Solid experience soliciting and closing major 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:**

SickKids Foundation is the largest non-governmental granting agency in child health in Canada. Established in 1972, SickKids Foundation has granted over \$500 million to The Hospital for Sick Children and over \$60 million to researchers across the country.

As a national charity, SickKids Foundation not only invests in the important work taking place at SickKids Hospital and Research Institute, they also invest in targeted strategic initiatives which are national in scope, to benefit child and youth health in Canada and complement the work done at SickKids. This commitment to child and youth health in Canada is true to the spirit of the Foundation's founders, who articulated a vision for the Foundation that went well beyond the hospital walls over 33 years ago.

Our mission is to inspire our communities to invest in health and scientific advances to improve the lives of children and their families in Canada and around the world.

Our vision: Healthier children. A better world.

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

Available to: Internal & Referral Candidates

Deadline: Internal Candidates and Referrals: May 4, 2010

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

**We thank all applicants for their interested in SickKids Foundation, however, only those applicants selected for an interview will be contacted.
No phone calls please.**

Visit our website: www.sickkidsfoundation.com