

## *Senior Development Officer Labatt Heart Centre*

**Date Posted:** November 23, 2011

**Position Status:** Full-time

**Available:** Immediately

**Description of the Position:** Lead fundraising initiatives in support of the internationally celebrated Labatt Family Heart Centre at the Hospital for Sick Children. As Senior Development Officer for the Labatt Family Heart Centre, you will work with colleagues at SickKids Foundation and with the Executive Team of the Heart Centre to raise funds through a variety of channels in support clinical, research and educational priorities that change the lives of children each and every day.

Reporting to the Executive of Heart Centre, Labatt Family Heart Centre and the Vice-President of Major Gifts, SickKids Foundation, the Senior Development Officer is responsible for developing, delivering and evaluating a fundraising program that supports the approved fundraising priorities of the Labatt Family Heart Centre. It is anticipated that the Senior Development Officer will, over time, establish a portfolio generating in excess of \$1M annually.

The Senior Development Officer will identify, cultivate, solicit and steward prospects and donors as part of a coordinated effort to raise new, incremental philanthropic revenue for the Heart Centre, over and above commitments raised through other channels.

In collaboration with colleagues at SickKids Foundation, the Senior Development Officer will pursue those opportunities that promise to deliver substantial, direct support for the Heart Centre; which may include development of donors from Corporate, Major Gifts, Philanthropic Foundations and/or Community Groups.

Your specific duties include:

- Providing strategic leadership for all fundraising activity associated with the Labatt Family Heart Centre;
- Collaborating with SickKids Foundation's fundraising teams and coordinating fundraising activities to ensure there is no simultaneous engagement of the same prospects;
- Developing event-based fundraising programs as an early, preferred strategy for engaging mid-market donors;
- Exceeding a personal revenue goal of \$1MIL by implementing business development strategies through events, traditional and innovative fundraising approaches;
- Cultivating and managing a personal pool of key donors and prospects and exceeding activity targets;
- Collaborating with Stewardship & Donor Relations team for proposal development and stewardship and impact reporting; and
- Ensuring that all records for the Labatt Heart Centre portfolio are well-managed.

**Qualifications:** The successful applicant must possess the following:

- Minimum a degree from a relevant university program, PLUS a minimum of five to seven years of experience in the philanthropy and fundraising with a minimum of three to five years in a major gift fundraising capacity;
- A track record soliciting and closing gifts through a variety of fundraising programs;
- The ability to work in a fast-paced environment, prioritize and multi-task;
- A go-getter, team player and relationship-builder;
- The ability to think strategically and work independently in driving new initiatives or enhancing existing programs;
- The ability to articulate the importance of internationally recognized work in pediatric cardiac health in its three facets: clinical, education and research;
- Creative, resourceful, cost-efficient and intuitively driven;
- Ability to build new and long-term relationships with prospects, donors and senior level volunteers;
- Superior verbal and written communication skills, including public speaking;
- Organized, detailed oriented, with strong follow through;
- Excellent computer skills (Microsoft Office);and
- Experience with Raiser's Edge or relational databases an asset, ensuring appropriate prospect/donor documentation.

**Hours:** 35 hours per week Monday to Friday  
Occasional evening and weekend work is necessary

**Available to:** Internal & External Candidates

**Deadline:** Open

**Submit Resume** Human Resources Department  
**to:** SickKids Foundation  
525 University Avenue, 14<sup>th</sup> Floor  
Toronto, Ontario M5G 2L3  
**email:** [careers@sickkidsfoundation.com](mailto:careers@sickkidsfoundation.com)

**SickKids Foundation is an Equal Opportunity Employer.**

**Only those applicants selected for an interview will be contacted.**

**No phone calls please.**