



THE CHILDREN'S HOSPITAL FOUNDATION OF MANITOBA IS HIRING A

MAJOR GIFTS OFFICER

ABOUT THE CHILDREN'S HOSPITAL FOUNDATION OF MANITOBA (CHFM):

The mission of the Children's Hospital Foundation of Manitoba (CHFM) is to improve the health of children everywhere, by inspiring our community to support excellence in child health care and child health research.

Through CHFM, funds raised support medical programs; the purchase of essential equipment; and the advancement of pediatric health at the Children's Hospital Research Institute of Manitoba.

We have established a five-year strategic plan and are in process of executing for success. Our fundraising efforts will transform and advance child health care and research. Are you passionate about giving back to child health? Join us as we work towards an amazing goal to make anything possible.

THE OPPORTUNITY:

The Major Gifts Officer is responsible for securing significant and ongoing financial support for CHFM, through the full scope of development processes including identification, cultivation, solicitation and stewardship of donors. Reporting to the Director – Major Gifts, Corporate Partnerships and Stakeholder Relations, the Major Gifts Officer will work closely with the campaign manager and development team to develop a successful major gift program.

GROWING TO MAKE A DIFFERENCE.

To learn more about the Children's Hospital Foundation of Manitoba and our commitment to children's healthcare needs – visit goodbear.ca

KEY RESPONSIBILITIES

- Manage a portfolio of major gifts and be responsible to identify, qualify, cultivate, solicit and steward gifts of greater than \$10,000 from prospective donors
- Develop and recommend strategies for cultivating, soliciting and stewarding major gift prospects to the Campaign committee to achieve the goals of the Strategic Campaign and the annual plans
- Identify, build and maintain excellent relationships with new, prospective and existing donors
- Maintain, review, and recommend policies and procedures to guide fundraising and assist in keeping fundraising practices regularly updated, and effectively managed
- Participate in CHFM events and projects that have fundraising impact or components and coordinate with Management team on specific projects

SALARY

The Children's Hospital Foundation of Manitoba offers a competitive salary and benefits package.

QUALIFICATIONS

- Five or more years of experience in fundraising with direct experience in major gifts with demonstrated success in cultivating and soliciting donors and prospects
- Proven success in asking for and closing major gifts, and a proven track record of meeting and exceeding fundraising goals
- Demonstrate success in development planning and the ability to create effective fundraising proposals
- Strong customer service and donor-centered orientation
- Proven success in building and maintaining long-term relationships with major individual donors, foundations, and corporations and the ability to work effectively with business leaders, other development professionals, physicians, researchers, and team leaders
- Excellent interpersonal and communication skills both written and verbal with direct experience in presentations, grant and letter writing
- Ability to effectively prioritize and execute tasks in a high-pressure environment
- Appreciation and understanding of AFP Code of Ethics, Policies and Procedures and the ability to adhere to CHFM policies
- Strong computer skills and demonstrated ability in using a donor database and prospect research tools to identify and cultivate donors. Experience working in Raiser's Edge is an asset
- Undergraduate degree. A Certified Fund Raising Executive (CFRE) designation or Master's degree in related field is an asset

FOR FURTHER INFORMATION OR TO APPLY

If you thrive in a fast-paced environment, and are committed to delivering quality service, apply to **Posting #20193**.

Please include three business references with your resume.

Email your cover letter and resume to [Angie Munch at amunch@hsc.mb.ca](mailto:amunch@hsc.mb.ca)

Applications will be accepted until **4:30 p.m. Monday, July 15, 2019**.

Thank you to all candidates interested in working with the Children's Hospital Foundation of Manitoba. Candidates selected for interviews will be contacted.