



THE CHILDREN'S HOSPITAL FOUNDATION OF MANITOBA IS HIRING

VICE PRESIDENT OF DONOR RELATIONS

To support our continued growth and excellence, the Children's Hospital Foundation of Manitoba (CHFM) seeks a strategic and mission-based executive who will lead and manage the Foundation's development programs.

Since 1971, the Foundation has raised more than \$80 million to improve the lives of sick and injured children from Manitoba, Northwestern Ontario, and Nunavut. Through the Foundation, funds raised support medical programs; the purchase of essential equipment; and the advancement of pediatric health at the Foundation owned and operated Children's Hospital Research Institute of Manitoba.

As a highly visible advocate for CHFM, the Vice President of Donor Relations will provide strategic leadership to grow and manage an effective annual fundraising program, increase philanthropic revenue over the next five years, identify, cultivate and expand the donor base, steward and solicit business leaders, individuals, corporate and other prospective donors, and build a strong pipeline of future major donors.

We work to make a difference in the lives of sick children and their families.

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

KEY RESPONSIBILITIES

STRATEGY AND PLANNING

- Work in collaboration with the President &/CEO and VP of Finance to create and implement a strategic plan for fundraising based on CHFM strategic vision
- Develop short and long-range fundraising tactical plans to ensure successful and timely completion of all initiatives
- Grow and manage a comprehensive development program, involving committed team members who focus on major, planned, annual, and foundation giving, corporate sponsorships and partnerships, and prospect research
- Conduct complex data analysis to develop the strategy to improve the quality of fundraising portfolios, and recommend data-driven action to increase solicitation opportunities
- Ensure the appropriate policies to guide fundraising are in place, regularly updated, and effectively managed.

LEADERSHIP AND MANAGEMENT

- Provide effective leadership for CHFM major gift initiatives, campaigns, and special projects
- Collaborate with the President & CEO to serve as a public advocate for the CHFM and strengthen awareness of our mission
- Build strong working relationships with and strategically engage the CHFM executive leadership, board members, and staff in development activities

FUNDRAISING

- Build and manage a portfolio of individual prospects
- Provide meaningful and valuable engagement opportunities to further the culture of philanthropy across, and outside of CHFM.
- Effectively use a moves management process to ensure the cultivation and stewardship of prospective donors follows industry best practices.

QUALIFICATIONS

- Ten or more years of experience in fundraising with direct experience in all or most areas, such as annual, capital and endowment campaigns, major gifts, planned giving, and institutional giving
- Five years of experience in directing large, comprehensive fundraising programs in a similarly sized and complex institution
- Proven success in asking for and closing major gifts, and a proven track record of meeting and exceeding fundraising goals
- Demonstrated success in development planning with the ability to effectively create a fundraising strategic plan, budget, and operation
- 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
- Outstanding organizational and project management skills, with the ability to complete projects on a timely basis and to manage multiple priorities
- Significant experience with qualitative and quantitative data collection and analysis as well as synthesizing information and creating dynamic and informative reports
- Demonstrated success and acumen in leading, managing, mentoring, and motivating staff or project teams
- Excellent interpersonal and communication skills both written and verbal
- Undergraduate degree. A Certified Fund Raising Executive (CFRE) designation or Master's degree in related field is an asset

SALARY

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

FOR FURTHER INFORMATION OR TO APPLY

If you thrive in a fast-paced environment, and are committed to delivering quality service, apply to **Posting #20191**.

Please include three business references with your resume.

Email your cover letter and resume to: Angie Munch at amunch@hsc.mb.ca

Applications will be accepted until **4:30 p.m. Monday, February 18, 2019**.

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