



WE ARE HIRING A MAJOR GIFT 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.

#GiveBetterFutures campaign launched in June 2022 and by joining our team, you can transform child health care and research in Manitoba. Help make sure sick kids get the care they need in places of comfort and healing, like an expanded emergency department and state-of-the-art clinics.

The Major Gifts Officer has an integral role in our Development team. Under the direction of the VP Development and in collaboration with the CEO/President, Senior Management, and Foundation - team this role contributes to the development and implementation of a successful major gift program.

The Major Gifts Officer will develop opportunities to increase revenues for the Foundation through major gifts, corporate sponsorships, and strategic partner donations. This position will secure significant and ongoing financial support for the Foundation using the full scope of development processes including identification, cultivation, solicitation, and stewardship of donors.

This is a permanent, full-time position. Our Foundation offers a competitive compensation package, employer paid benefits, and a commitment to professional development.

We are looking for enthusiastic, talented people to join our team! We invite and encourage all qualified individuals to apply. We are committed to cultivating an inclusive workplace that reflects the diversity of the communities we serve and support.

If you are interested in the opportunity to work with the Foundation, please apply to be our **MAJOR GIFTS OFFICER**.

Let's make anything possible.

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 Development team annual plans
- Research prospects and donors to develop a robust pipeline of major gift prospects
- Represent the Foundation at engagement meetings and briefings with internal and external (multi) stakeholders
- Provide support to the other CHFM initiatives e.g., event sponsorship, holiday giveathon
- Build strong working relationships with the CHFM executive leadership, board members, and staff
- Evaluate program performance against targets and adjust plans and strategies accordingly to meet or exceed agreed to performance goals
- Keep current with new legislation and Canada Revenue Agency rulings and tax aspects affecting gifts, and bringing best practice methodology to every aspect of the major gifts function

Qualifications

- Five or more years of direct experience in major gifts with demonstrated success in cultivating and soliciting donors and prospects. Post secondary education. A Certified Fund-Raising Executive (CFRE) designation an asset
- Proven experience in prospect development, management, and stewardship
- 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, senior volunteer leadership, other development professionals, physicians, researchers, and team leaders
- Excellent interpersonal and communication skills both written and verbal with direct experience in presentations to a variety of audiences, grant and letter writing
- 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 preferred
- Able to maintain confidentiality and be able to manage sensitive information appropriately and with discretion.
- You must have a valid driver's license and access to a vehicle

If you thrive in a demanding environment, and are committed to delivering quality service, apply to **Posting #20224**. **Email your cover letter and resume to Angie Munch at amunch@goodbear.ca. Please provide three business references.** Please apply by 4:30 p.m. Friday, December 10, 2022. This posting will remain open until we fill the position.

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