



We are hiring a Vice President of Philanthropy

Let's make anything possible! Apply to join the Foundation Team.

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

CHFM has just completed the largest donor-driven health campaign in our organization's history and Manitoba's healthcare sector. We are seeking a visionary Vice President of Philanthropy who will lead us into the next era of our Foundation, building on the remarkable success of this campaign.

Help ensure sick kids get the care they need in places of comfort and healing, like an expanded emergency department, state-of-the-art equipment, and world-class pediatric research. To learn more about the Children's Hospital Foundation of Manitoba and our commitment to children's healthcare needs – visit goodbear.ca.

The Opportunity:

The ideal candidate will be innovative and think creatively to forge long-lasting relationships with our donors. They will inspire our development team, instilling a belief that anything is possible. This role is not just about sustaining our achievements; it's about expanding our reach, enhancing our impact, and engaging our community in new and meaningful ways.

The Vice President of Philanthropy will provide strategic leadership to increase philanthropic revenue, grow and manage an effective annual fundraising program, identify, cultivate, and expand the donor base, steward donors, and solicit business leaders, individuals, corporate and other prospective donors, to build a strong pipeline of future major donors.

Key Responsibilities:

Strategy and Planning

- Work in collaboration with the President &/CEO and Senior Management team to create and implement a strategic plan for fundraising based on CHFM's strategic vision.
- Develop short and long-range fundraising tactical plans to ensure the 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 a 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.

Fundraising

- Build and manage a portfolio of individual prospects.
- 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 history 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.
- Extensive 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 Fundraising Executive (CFRE) designation or master's degree in related field is an asset.

Salary

We offer an attractive compensation package with a competitive salary, excellent benefits, and the opportunity to have a gratifying employment experience where your skill and dedication will make a difference in the lives of children.

For Further Information and to Apply

The close date for this posting is January 8, 2025. If you are interested in becoming our VP of Philanthropy, please send a cover letter and resume to amunch@goodbear.ca