



We are hiring a Vice President of Philanthropy

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

The Children's Hospital Foundation of Manitoba (CHFM) is dedicated to improving children's health by inspiring our community to support excellence in child healthcare and research.

Recently, CHFM successfully completed the largest donor-driven health campaign in our organization's history and in Manitoba's healthcare sector. We are now looking for a visionary Vice President of Philanthropy to lead our Foundation into the next era, building on the remarkable success of this campaign.

Help ensure sick children receive the care they need in comfortable and healing environments, such as 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, please visit goodbear.ca.

The Opportunity:

The ideal candidate will be innovative and creative, capable of building long-lasting relationships with our donors. They will inspire our development team, fostering a belief that anything is achievable. This role goes beyond maintaining our current successes; it focuses on expanding our reach, enhancing our impact, and engaging our community in new and meaningful ways.

The Vice President of Philanthropy will lead strategic efforts to boost philanthropic revenue. This role involves developing and managing an effective annual fundraising program, identifying, and cultivating a diverse donor base, maintaining relationships with existing donors, and engaging business leaders, individuals, corporations, and other potential donors. The goal is to establish a strong pipeline of future major donors.

Our Values

Passion Dedication Accountability Collaboration Inclusion

Key Responsibilities:

Strategy and Planning

- Collaborate with the President & CEO and Senior Management team to execute and implement the CHFM 2025-2029 strategic fundraising plan in alignment with CHFM's strategic vision.
- Manage and develop both short- and long-term fundraising, stewardship, and cultivation plans to ensure the successful and timely completion of all initiatives.
- Develop and oversee a comprehensive fundraising program with dedicated team members focusing on major gifts, annual giving, foundation contributions, corporate sponsorships, 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.
- Establish strong working relationships and strategically engage with the CHFM executive leadership, board members, and staff.

Fundraising

- Develop and oversee a portfolio of individual prospects.
- Utilize a moves management process to enhance the cultivation and stewardship of prospective donors, following 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 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 execute 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 time and manage multiple priorities.
- Extensive experience with qualitative and quantitative data collection and analysis, 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 and employer-paid benefits.

If you are interested in becoming our VP of Philanthropy, please send a cover letter and resume to amunch@goodbear.ca by February 26, 2025.