



At **Providence** every gift makes a difference to the people and communities we serve. By donating to one of our foundations, you can advance research, health care and wellness right here in Southern California. Your support will improve the lives of all those under our care, especially those who are poor and vulnerable.

Providence South Division currently has the following Philanthropy openings in Southern California.

Sr. Director Philanthropy - Providence Cedars-Sinai Tarzana Medical Center – Tarzana - 381896

Providence Cedars-Sinai Tarzana Medical Center Foundation is led by **Matt Rinnert**, CPO and **Melissa Bersofsky**, Executive Director Philanthropy. For over a decade, we have been dedicated to the philanthropic support of Cedars-Sinai Tarzana Medical Center, serving through the development of charitable contributions – and through engagement with our beloved community.

As the Senior Director of Philanthropy at Providence Cedars-Sinai Tarzana Medical Center (PCSTMC), you will be instrumental in shaping the future of our philanthropic efforts. Reporting to the Executive Director, you'll lead initiatives to achieve priority fundraising goals, with a focus on securing major gifts (\$100,000+) and principal gifts (\$1,000,000+). You will cultivate meaningful connections with both internal and external stakeholders, aligning them with PCSTMC's strategic objectives and enhancing philanthropic support.

Manage a personal portfolio of 75-100 major donors and prospects as a motivated self-starter, employing identification, cultivation, solicitation, and stewardship strategies to optimize fundraising success. Work closely with the Executive Director and medical leadership to identify service line needs and foster trusted relationships with physician champions, driving visionary fundraising efforts forward.

Pay Range: \$74.17 - \$117.10

If interested in any one of these opportunities or might know someone who is, please contact Danielle Kain-Paul, Providence Executive Recruitment. I would be happy to set up a time to further discuss these opportunities.

Danielle Kain-Paul | Senior Research Associate, Executive Recruiting
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Providence is an Equal Opportunity Employer.