

Chief Development Officer (CDO)

St. Paul's Hospital Foundation

Saskatoon, Saskatchewan

Salary range: \$88,000–\$115,000 plus benefits

Hybrid work option (1–2 days/week remote)

St. Paul's Hospital Foundation believes in the power of generosity to save and change lives.

We are seeking a Chief Development Officer (CDO) to provide senior fundraising leadership across hospital, hospice, and community priorities. This is a hands-on executive role for an experienced fundraising professional who is passionate about building meaningful donor relationships, strengthening pipeline discipline, and creating long-term philanthropic sustainability.

This position was created to elevate donor strategy across all giving levels and ensure the Foundation is positioned for future growth. Reporting to the Chief Executive Officer, the CDO works closely with the CEO, Board, and senior volunteers to secure significant philanthropic investment while building a healthy, data-informed donor pipeline.

St. Paul's Hospital Foundation occupies a unique place in Saskatchewan's healthcare landscape. In addition to supporting acute care at St. Paul's Hospital, the Foundation plays a critical role in advancing hospice and palliative care and system-level innovation that responds to the complex needs of patients and communities. Our work bridges hospital, hospice, and community, translating philanthropy into meaningful, patient-centred impact.

About the Role

The Chief Development Officer is accountable for donor relationship management across annual, mid-level, major, and planned giving portfolios, with a primary focus on major, leadership, and transformational philanthropy.

This role combines direct portfolio management with strategic leadership. You will personally manage a select group of high-capacity donors while also setting the standards, systems, and expectations that guide donor engagement across the organization.

You will lead prospect management and donor pipeline governance, chair regular pipeline meetings, and ensure disciplined moves management, thoughtful donor progression, and long-term donor value. You will partner closely with the CEO and Board to advance major opportunities and ensure fundraising efforts are realistic, coordinated, and sustainable.

This is an opportunity to help shape how philanthropy is practiced across the Foundation, strengthening donor relationships today while building capacity for tomorrow.

Key Responsibilities

- Lead major, leadership, and planned giving in support of hospital, hospice, and community priorities

- Personally manage and advance a portfolio of high-capacity donors
- Own donor relationship management and pipeline health across all giving levels
- Chair prospect management and donor pipeline meetings, ensuring accountability and follow-through
- Establish portfolio standards and disciplined donor engagement practices
- Partner with the CEO and Board on donor strategy, engagement, and solicitation
- Use data and pipeline insights to identify risks, opportunities, and areas for acceleration
- Coach and support senior fundraising staff, fostering a collaborative, donor-centred culture
- Ensure high standards of stewardship and alignment with donor intent

About You

You are a relationship-driven fundraising leader who enjoys combining strategy with hands-on donor work. You thrive in complex, mission-driven environments and bring structure, clarity, and discipline to donor management.

You likely bring:

- 7–10+ years of progressive fundraising experience, including significant major gifts experience
- Demonstrated success managing donor portfolios across multiple giving levels
- Strong strategic, analytical, and relationship-building skills
- Experience working with CEOs, Boards, and senior volunteers
- CFRE designation preferred; planned giving experience is an asset

You value thoughtful donor progression, long-term impact, and professional fundraising practice. You are comfortable balancing near-term revenue goals with building sustainable donor relationships.

Working Conditions

- Occasional evening and weekend work for donor meetings and events
- Regular interaction with donors, hospital leadership, volunteers, and community partners
- Hybrid work option available (1–2 days per week from home)

If you are looking for a senior fundraising role where you can make a meaningful impact across healthcare and the community, we welcome your application. Please submit your cover letter and resume to laurie@cohrsk.com