

Senior Fundraiser

Do you want to make a DIFFERENCE?

Join the Health Sciences Centre Foundation! Be a part of change, inspiration, and growth while working within our community for a better and healthier Manitoba!

Our Foundation supports the men and women who provide health care at HSC Winnipeg, Manitoba's Flagship Hospital, by funding research, education, advanced technology and infrastructure improvements.

We are seeking a **Senior Fundraiser** to play a lead role on the Development Team. Reporting to the Vice President of Development, the Senior Fundraiser will be responsible for managing a robust portfolio of potential and existing donors capable of making investments of \$25,000 or more to advance the mission of the Health Sciences Centre Foundation. With the aim of generating a pipeline of philanthropic activity, the incumbent is accountable for cultivating, soliciting, thanking and stewarding donors to meet annual revenue objectives. The Senior Fundraiser is expected to spend the majority of his/her time directly engaging with new and existing donors.

Some key responsibilities will include:

- Build relationships and actively manage a portfolio 100 – 125 new and existing donors, using a focused, strategic and accountable approach to moves management.
- Develop and implement thoughtful individual strategies and plans for identifying, assessing, qualifying, cultivating, soliciting and stewarding gifts from individuals, corporations and foundations to meet objectives.
- Through personal contacts and conducting one-on-one visits with new and existing donors, plan and implement thoughtful individual strategies for the successful cultivation and solicitation of these donors. Continue to identify new donors to add to the portfolio and guide them to make significant investments in the Health Sciences Centre Foundation.
- Prepare and coordinate fundraising materials such as briefing notes, proposals, presentations, call reports, letters and other documents/materials.
- Work within a metrics-driven environment to achieve realistic and quantifiable goals based on mutually agreed targets of gifts.
- Document all donor contacts and maintain accuracy of all active donor files, including all related donor record administration in Raiser's Edge.
- Develop an understanding of the redevelopment, research, educational, clinical and financial needs and goals for approved Hospital fundraising initiatives.
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We are looking for a candidate with:

- Demonstrated success in personally securing and stewarding major gifts.
- An undergraduate degree and minimum of 5 to 10 years' experience in a senior fundraising role with a proven track record of success.
- Successful completion of post-secondary education i.e. University degree or college diploma.
- A Certified Fundraising Executive (CFRE) designation and familiarity with Raiser's Edge is preferable but not required.

Please visit our website www.hscfoundation.mb.ca for full job description before applying.

If the above information is the right fit for you, then join our team and help us make life better for patients and their families.

Salary is commensurate with level of experience and skills. E-Mail resumes and salary expectations to: **info@hscfoundation.mb.ca by April 22, 2019.**

Thank you for your interest, only those candidates selected for interviews will be contacted.



Health Sciences Centre
FOUNDATION