

Development Officer II

### **Position Details**

**Department:** PCHF | Foundation

**Location:** Phoenix

**Shift:** Mon-Fri, Days, 8am-5pm

**Category:** Foundation

**Posting #:** 988735

**Employee Type:** Full-Time

### **Position Summary**

**Posting Note:** The Sr Development Officer is a seasoned major gifts fundraiser responsible for securing individual gifts with an emphasis on \$25,000 and above. Success is achieved by building long term donor partnerships and demonstrating that all levels of philanthropic support are leveraged to realize maximum impact for Phoenix Children's mission. The ideal candidate is energetic and enthusiastic, metrics-driven, and is comfortable working in a dynamic and fast paced environment

The Development Officer II identifies, develops, broadens, and maximizes philanthropic support from individual and business prospects to increase awareness and support of hospital programs, initiatives and goals through philanthropic giving. This position may have program management oversight and execution.

### **Position Duties**

- Discovers/cultivates/solicits stewardship activities to develop a portfolio of prospects and donors to ensure achievement of fundraising goals and purposes. Develops strategies for identifying potential prospects and introducing new and additional individuals and businesses to philanthropy at Phoenix Children's. Regularly reports activities and results against targets to achieve/exceed performance metrics. Works collaboratively and positively with colleagues to maximize giving potential of donors.
- Collaborates with Foundation colleagues to develop and implement prospect cultivation and recognition collateral, promotional materials and proposals to engage and increase interest in philanthropy and sponsorship from individuals and businesses.

- Develops expertise in Hospital Centers of Excellence and all clinical care areas, research and programs funded through philanthropy. Build relationships and ongoing interaction with physicians, researchers, program directors and administrators with personnel, programmatic and capital funding needs
- Represents Phoenix Children's appropriately at community functions, networking events and by nurturing new and existing relationships.
- Maintains professional competency by pursuing industry knowledge, keeping apprised of current and national trends and building awareness of latest technologies and best practices to promote performance.
- Some program management oversight and execution in collaboration with colleagues, support team and internal and/or external resources.
- Performs miscellaneous job related duties as requested.

## **Phoenix Children's Mission, Vision, & Values**

### **Mission**

To advance hope, healing and the best healthcare for children and their families

### **Vision**

Phoenix Children's will be the leading pediatric health system in the Southwest, nationally recognized for exceptional care, innovative research and advanced medical education.

We realize this vision by:

- Offering the most comprehensive care across ages, communities and specialties
- Investing in innovative research, including emerging treatments, tools and technologies
- Advancing education and training to shape the next generation of clinical leaders
- Advocating for the health and well-being of children and families

### **Values**

- We place children and families at the center of all we do
- We deliver exceptional care, every day and in every way
- We collaborate with colleagues, partners and communities to amplify our impact
- We set the standards of pediatric healthcare today, and innovate for the future

- We are accountable for making the highest quality care accessible and affordable

APPLY: [Open Position - Development Officer II - Career Opportunities @ Phoenix Children's](#)

SALARY RANGE: \$58,100 – 83,900 annual