



## Director, Donor Relations and Development (AB)

**STARS** is a charitable, non-profit organization funded by our allies: visionary individuals, organizations, businesses, event partners and governments. For more than 30 years, our success has been grounded in community partnerships and donations. We are committed to continuing those alliances and providing life-saving services well into the future, for your children, your grandchildren, and beyond.

Simply put, **STARS** fights for life. Since we embarked on our first mission in 1985, we have been driven by the goal of providing people the vital care they need when they need it the most. Whether it is offering hands-on training to rural medical providers or providing rapid, emergency medical transportation for the critically ill and injured, we operate 24/7 from bases in Calgary, Edmonton, Grande Prairie, Regina, Saskatoon and Winnipeg, anticipating and acting when people need our help.

At **STARS**, we refer to our former patients as VIPs or *Very Important Patients*. Through our commitment to saving lives, we have helped make a difference in their lives, and inspired many people along the way. **Since 1985, Stars Has Flown More Than 45,000 Missions Across Western Canada.** 1,325 missions were flown during the 2019-20 fiscal year from our bases in Calgary, Edmonton and Grande Prairie and include missions to BC communities. Missions may have been scene calls in the area closest to the listed communities.

Reporting directly to the Vice President, Foundation and External Relations, the **Director, Donor Relations & Development (AB)** is a senior leader within the **STARS** organization, responsible to provide direction to the Alberta-based **STARS** Foundation team of 12 focused on raising critical funds for mission operations as well as the fleet replacement campaign.

This individual will oversee and execute a best practice fundraising program for Alberta with emphasis on major gifts, planned giving, municipal giving, and community engagement. The Director works with other Foundation leadership to plan annual and long-term fundraising campaigns. Successful development and execution of a sophisticated, ambitious and fully integrated growth plan for **STARS'** annual program is a key accountability of this role. This strategic and inspirational leader is responsible for recruiting, developing and managing a dedicated and talented team of professionals.

This opportunity can be based in Edmonton or Calgary and will lead the efforts to connect and inspire the donor community to support the critical high-stakes work executed by the brave crew members at **STARS**.

The successful candidate will be responsible to develop, lead and operationalize the annual campaign case for support, and innovate new engagement strategies to advance those efforts. With a demonstrated ability to secure six figure gifts and significant knowledge of annual program best practices, the Director, Donor Relations & Development (AB) will synthesize **STARS'** mission and purpose and align it with the donor's focus. This is an ideal role for an inclusive team leader who demonstrates compassion, empathy, and dedication in the pursuit of nurturing emotional and mission-driven connections. They will have a positive impact on the evolution of **STARS** as a strategically integrated, high performance fund development organization.

Janet Soles and Associates has been retained to conduct this search on behalf of the **STARS**. For more information about this opportunity or to apply, please send your curriculum vitae and letter of interest in confidence to [STARS@jssearch.ca](mailto:STARS@jssearch.ca).