**Development Officer/Grants with Sharp HealthCare**

**Location:**

This position is located in La Mesa, CA (San Diego County).

**Hours:**

Full Time – Day Shift

**Required Skills and Qualifications:**

* A Bachelor’s degree or equivalent combination of education and fundraising experience is required.

 **Preferred Skills and Qualifications:**

* Minimum of five (5) or more years’ experience of successful fundraising of meeting established goals.
* Must have proven success with developing solicitation strategies, face to face cultivation/solicitations, and program development, preferably healthcare related.
* Skilled in grant writing, including research and data gathering, program development.
* Must be able to be a team player and be able to communicate effectively with members of the Foundation staff, physicians, hospice staff as well as foundation representatives.
* Must be particularly sensitive to the needs of healthcare

If you wish to submit your application to this opportunity then please visit our Sharp Career page at <https://careers.sharp.com/>. Please call or email Michel Fuenzalida with any questions (858-499-5221 or [Michel.Fuenzalida@Sharp.com](mailto:Michel.Fuenzalida@Sharp.com))

**Summary:**

The Development Officer/Grants will develop and implement Grossmont Hospital Foundation’s pipeline program, grow the Partner in Health program (gifts of $1,000 +) and secure grants for Sharp Grossmont Hospital. The Development Officer / Grants will manage the Partner in Health Program at Grossmont Hospital Foundation, meeting Partner in Health annual revenue goals, increase Partner retention rate and increase the number of Partners for Sharp Grossmont Hospital. Conduct face to face meetings with donors to solicit for Partner level and above gifts and, if appropriate, a major gift. Working with the Director of Grossmont Hospital Foundation, analyze donor data in creating best practice for building the pipeline of donors. Create and evaluate key messaging for our pipeline donors. Identify, cultivate, and solicit grants for Sharp Grossmont Hospital. Research new grant opportunities, work with Sharp leadership to determine if a particular funding source is a good match for identified fundraising initiatives. Manage the grant application process including writing, editing, assembling materials, ensuring all deadlines are met. Provide leadership for stewardship efforts for our Partner in Health donors as well as all grants. Assure that all follow up grant reports are accurately and timely submitted and reflect the complete status of the funded program.

Grossmont Hospital Foundation is a non-profit philanthropic organization raising and managing funds as part of the Sharp HealthCare system.  Sharp HealthCare is San Diego County's most comprehensive not-for-profit health care organization, reaching over 800,000 individuals each year.  The Sharp integrated network includes centers of excellence in cardiac care, cancer care, trauma services and orthopedic services. Through a comprehensive development program that includes major gifts, planned gifts, annual giving, special events, individual donors and grants, Grossmont Hospital Foundation supports the patient care, community health and research function of Sharp Grossmont Hospital and Sharp HospiceCare.

Sharp Grossmont Hospital is the largest not-for-profit, full-service acute care hospital in the region with 536 beds. The hospital has outstanding programs in heart care, orthopedics, rehabilitation, robotic surgery, mental health, stroke care and women’s health. In addition, the hospital’s Emergency and Critical Care Center is one of the most technologically advanced emergency and intensive care facilities in the nation.

Sharp Grossmont Hospital is nationally recognized as a MAGNET®-designated hospital for patient care and nursing practices. This designation is the “gold standard” for patient care and nursing excellence and is the highest honor awarded by the American Nurses Credentialing Center.

Sharp HealthCare is proud to be an Equal Opportunity/Affirmative Action Employer.  All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, disability, gender identity, transgender status, sexual orientation, age, protected veteran status or any other protected class