

# Executive Director, Bethany Care Foundation

## Full Time – Corporate Services



### **About Bethany**

For over half a century, Bethany has been improving the lives of Alberta seniors and adults with disabilities by providing housing, health and community services that honour their spirit and individuality.

At Bethany, our journey of service excellence has begun with the launch of WAVE (We Action our Values Everyday), our service excellence program through which we are committed to providing great service experiences for our residents, tenants, families and each other. Together, we are living our mission of “Creating Caring Communities”.

We offer competitive salaries, attractive benefits and pension programs, growth through learning and development, and numerous opportunities to give back to the community – just a few of the things that led to Bethany being named one of Alberta’s Top Employers for the 11<sup>th</sup> consecutive year in 2018. It’s simple — we invest in our people because they are the reason for our success.

### **About the position**

Bethany is seeking a dynamic and dedicated individual to lead all aspects of a well-coordinated, best practice fund development program.

Reporting to the President & CEO, the Executive Director, Bethany Care Foundation is accountable for leading philanthropy initiatives in support of Bethany Care Society’s vision and mission. As a member of the Executive Leadership Team (ELT), you will contribute charitable sector leadership and fund development content expertise to the execution of the organization’s strategic and business plans. This role supports both the Society and Foundation Boards and related Committees on Bethany’s philanthropy-related activity. You will lead a small team of professionals to meet or exceed the fund development goals of the organization.

### **In this role you will:**

- Engage and support Board and other volunteer leaders to be successful in their mandates related to philanthropy and community support of Bethany
- Manage, solicit and steward a personal pipeline of approximately 50 high potential prospects, engaging CEO, ELT members and other Bethany leaders in donor relationships appropriately
- Develop the capacity of the organization and Foundation team to successfully execute capital fundraising in support of strategic growth initiatives

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- Grow the capacity of Bethany’s annual fundraising program to generate in excess of \$1,000,000 annually (with a stretch target of \$2,000,000 annually within five years) through a balanced and appropriate mix of revenue activities
- Establish a proactive legacy giving program focused on promotion, identification of prospects and confirmation of future planned gifts
- Incorporate strong policies, systems, processes and performance metrics for fund development programs and support services that meet or exceed sector standards and benchmarks
- Develop and monitor strategic and business plans for the Foundation and contribute to integrated strategic and business planning activities with the Society.
- Provide strategic counsel to the President & CEO on matters relating to philanthropy and charitable sector
- Lead, motivate and manage the Foundation team including hiring, onboarding, training and professional development, performance planning and evaluation.
- Build a philanthropic culture across the organization through inspiring leadership, education and engagement of Bethany employees and volunteers in donor development and stewardship activities
- Understand and ensure compliance with all regulatory requirements and sector best practice standards related to fund development and good standing as a registered charity

### **What you bring:**

- Related degree and/or professional designation (CFRE) preferred
- 10+ years comprehensive fund development program leadership in a medium to large scale not-for-profit setting
- Demonstrated results in personally soliciting and securing gifts at the \$1M plus level
- Proven capital campaign experience including all aspects of campaign readiness and execution
- Direct supervision and development of teams to high performance results
- A strategic, motivational leadership style with the ability to constructively challenge assumptions
- A strong work ethic focused on achieving ambitious goals
- Excellent communication, interpersonal and relationship building skills
- In-depth content expertise on fund development principles and methods
- Commitment to the highest standard of integrity and professional conduct

### **How to Apply:**

Like what you see and think you have what it takes to join our team?

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Apply Online before 23:00 on July 27, 2018 at: <http://bethanyseniors.com/careers/>

Please note this posting may close sooner if a suitable candidate is found. All applicants are thanked for their interest but only qualified candidates will be contacted.

Bethany Care Society is an equal opportunity employer. **Successful candidates will be required to obtain a Criminal Background Check.**

Bethany Care Society complies with the Personal Information Protection and Electronic Documents Act (PIPEDA). By forwarding your resume to Bethany you are consenting to the collection and use of your personal information for this job competition. Your information will be kept strictly confidential.