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For *better* healthcare it's **our place to give**

*Nanaimo & District Hospital Foundation  
Director of Development*

The Nanaimo & District Hospital Foundation was founded on December 30, 1977 as a means for grateful patients and loved ones to support Island Health facilities. Today, our organization is supporting our region's healthcare facilities with major fundraising campaigns for critical medical equipment, construction projects and programs that provide the best and highest level of healthcare to the residents in the Central and North Island.

***Donors are the most important part of our work. Every donor needs to be treated with kindness, respect and dignity.*** Our donors help provide Island Health the highest quality healthcare services for everyone who needs them right here at home. Since inception, the Foundation has stewarded donations to support improved facilities and has assisted in the funding of leading edge medical equipment to ensure our healthcare professionals have the tools they need to do their jobs.

The Director will be an experienced fundraising leader and strategic thinker who will play an integral role in leading the development and delivery of the development strategy, and ensuring the implementation of annual and campaign activities. The Director of Development will focus on driving growth, building a strong donor pipeline, deepening donor relationships, and providing donors with exceptional stewardship.

This full time permanent position reports to, and works closely with, the Chief Development Officer and is a key role within our Development team.

**Key Responsibilities:**

**Development & Leadership**

- Leads all aspects of Annual and Campaign activities
- Leads the scheduling and delivery of all Appeals
- Provides data analysis for Events, Annual Campaigns and Appeals
- Develops and implements strategies for Donor Acquisition
- Develops and implements strategies for Planned Giving
- Fosters and maintains key internal and external relationships
- Formulates and implements donor-centered and customized strategies for acquiring, cultivating, soliciting, and stewarding Donors
- Works within the community to cultivate Major Gifts
- Works with the corporate community to grow engagement
- Cultivates Special Events within the community
- Ensures all Events including Donor recognition, awareness, stewardship, education & celebration are scheduled annually
- Supports Grant writing, tracking and requests
- Coaches and mentors the Communications & Event Coordinator



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### *Communications*

- Develops relationships with key media partners
- Builds organizational awareness through branding and public relations strategies
- Formulates and implements donor-centered and customized communications strategies for acquiring, cultivating, soliciting, and stewarding donors
- Reviews all branding and communications content

### *Essential skills:*

- Strong knowledge of data segmentation and analysis
- Experience in managing a diverse portfolio of donors, volunteers and stakeholders
- Proven track record of successfully growing and fostering donor support through various appeals
- Financial management experience, including management and oversight of budgets for various annual appeals
- Experience building thoughtful, engaging and unique donor relations and stewardship programs
- Experience in overseeing various mediums of marketing and communications
- Project and campaign management experience
- Working knowledge of donor base software and website
- Demonstrated experience in gift planning, prospect management and research, and donor relations
- Demonstrated success securing gifts at the major gift level, and planned gifts

### *Qualifications that are considered an asset to this role:*

- Minimum of 5 years in a Donor-centric development role
- Positive team player, passionate about making a difference in Healthcare & Philanthropy
- Proven success in cultivating and growing donor portfolios
- Experience with Raisers Edge database and Raisers NXT (or similar donor database software)
- Professional certification (CFRE) or equivalent is preferred

If you are a passionate fundraising professional and are looking for a new exciting challenge, we would love to hear from you. This role includes some evening and weekend work as required. Nanaimo & District Hospital Foundation offers a competitive salary and excellent benefits package, including a pension plan. If interested please e-mail your cover letter & resume, in confidence to [janice.krall@islandhealth.ca](mailto:janice.krall@islandhealth.ca). This posting will remain open until the successful candidate is found.

**Please note:** The Foundation office is located within Nanaimo Regional General Hospital and in accordance with the Provincial Health Order, all employees must provide proof of double COVID-19 vaccination.