



JOB POSTING

Philanthropy Manager, Victoria

2627-02

Full time, Permanent

What we do

At BC Children's Hospital Foundation (BCCHF), we're on a quest to ensure every kid in the province receives the best health care imaginable. As a fundraising organization, we inspire communities and people to support BC Children's Hospital, along with its world-class research institute, mental health facility and rehabilitation center.

Our work makes a profound difference. From helping get the boldest research ideas off the ground to supporting the most advanced equipment, together we are pushing the boundaries of what's possible in children's health care. This is no small task—which is why we're looking for passionate people to join our team and help propel our work forward to **power the possible**.

What you'll do

We are seeking a dynamic experienced fundraising professional who is inspired by our cause to lead Mid and Major level donor relationships in BCCHF's Vancouver Island market. Reporting to the Director, Community, you will execute high-touch activities to advance BCCHF's annual giving and major giving relationships on Vancouver Island. As the Philanthropy Manager, you will be responsible for overseeing and growing this donor base by utilizing a broad range of touchpoints, including cultivation, solicitation, and stewardship, while collaborating with Foundation teams (Major Giving, Gift & Estate Planning, and Experience).

More specifically, you will be responsible for:

- Actively managing a portfolio of Vancouver Island based mid-level and major gift donors; developing, implementing and overseeing donor engagement strategies and plans, with a particular focus on donor acquisition, retention and upgrading.
- Conducting cultivation, solicitation, and stewardship visits with donors for whom face-to-face visits are the appropriate method.
- Achieving personal annual targets, including activation of donors, call counts, and revenue results.
- Working collaboratively across Foundation teams (Business Intelligence, Major Gifts, Gift & Estate Planning) to coordinate data informed strategies with assigned prospects and provide recommendations on tailored and personalized proposals.
- Engaging with senior donor volunteers to help cultivate relationships and expand fundraising impact.
- Maintaining and properly recording information about prospects and donors utilizing Raiser's Edge NXT.
- Where needed, acting as the Foundation's spokesperson on Vancouver Island with community stakeholders and local media; monitoring and informing Foundation leadership of any local concerns or opportunities that may affect the Foundation and the Hospital's reputation on Vancouver Island.

What you bring

We understand that no single candidate will perfectly meet all the qualifications outlined for this job posting. The following highlights the qualifications we consider important.

- A Diploma or Degree in Marketing, Communications, Arts, or Business Administration or Associate Certificate in Fundraising
- Minimum five years of directly related fundraising experience, focusing on major gifts and individual giving programs, or an equivalent combination of education, skills, and experience.
- A demonstrated ability to identify and implement major gift planning and solicitation strategies in support of funding priorities.
- Exceptional interpersonal skills and professional presence necessary to interact with donors, senior volunteers, senior hospital staff and other stakeholders.
- Resourceful, entrepreneurial, independent, while remaining collaborative in a team-oriented environment
- Ability to handle sensitive and confidential information appropriately and with discretion.

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- Excellent problem-solving skills, business acumen, strategic aptitude and sound judgement.
- Inspiring story-telling skills, both written and oral
- Sound computer skills and experience using Microsoft Office applications.
- Raiser's Edge NXT or other database experience is an asset.
- Embody our values – Think Big, Lead with Heart and Step Up.
- A flexible schedule that allows for meetings and events that occasionally happen outside of typical business hours.
- Valid class 5 driver's license and access to reliable transportation

Additional Details

This is a fully remote position reporting to the Director, Community, who is based in Vancouver, BC. While the role offers flexibility in location, we are seeking a candidate who resides in the Victoria area to best support the current donor portfolio. The position also involves semi-regular travel to engage with donors across Vancouver Island, as well as quarterly visits to BCCHF headquarters in Vancouver.

What you can expect

Ensuring that kids receive the best health care imaginable is no small task, therefore taking care of our team is a top priority. To help you power the possible and to support you in your health, well-being, and career growth, in addition to competitive compensation, we offer perks like a hybrid work environment (minimum of two days per week in office) and nine-day fortnight schedule, generous vacation, topnotch health and dental benefits, a defined benefit pension plan, and a commitment to professional development.

The hiring range for this position is between \$89,300 and \$99,000. At BCCHF, we are committed to ensuring that compensation is fair and equitable. Your placement in the salary range will be determined by your experience, relevant skills, and qualifications as they relate to this role.

Please note that all team members of BCCHF are required to complete a vulnerable sector criminal record check as a condition of employment.

Join us

We exist to *power the possible*. And that permeates every action we take. As a team, we push ourselves to: *think big* in how we are boldly envisioning the future; *step up* in how we are accountable to ourselves, each other and our shared cause; and *lead with heart* in how we listen and engage with others.

BCCHF invites and encourages all qualified individuals to apply. As an organization committed to fostering an inclusive workplace that reflects the diversity of the communities we serve and support, we welcome individuals whose lived experiences may further contribute to the rich diversification of skills, knowledge, and backgrounds at the Foundation.

Seem like the right place for you? Join us and help make kids mighty. Apply online by **May 7, 2026** at <https://www.bcchf.ca/join-team>