

## **Director, Major Gifts/Foundation**

Responsible for managing and the major gifts program and supporting staff in the cultivation, solicitation, and stewardship of major gifts. Models appropriate behavior as exemplified in The Methodist Mission, Vision and Values.

### **Knowledge/Skills/Abilities**

- Ability to communicate complex material to all levels of management and outside parties, both verbally and in writing.
- Ability to lead and motivate individuals and groups of people toward the accomplishment of organizational and philanthropic goals.
- Ability to use wealth screening tools to evaluate and identify donor prospects.
- Strong knowledge of Raiser's Edge/NXT and related fundraising databases.
- Ability to develop, write, and create compelling major gift proposals.
- Strong knowledge of annual giving, planned giving, and grant writing preferred.

### **Key Job Responsibilities**

- Manages the cultivation, solicitation, and stewardship of major gifts to the Methodist Healthcare Foundation.
- Plans, organizes, manage, and executes major gifts activities and strategies for the Foundation. Supports overall strategies to achieve the Foundation's goals whenever necessary and appropriate.
- Oversees and implements the Foundation's grateful patient strategic plan, and will work closely with Methodist physicians and service line leaders to achieve philanthropic support for critical areas of need for the MLH system.
- Secure major gifts to benefit areas of care including sickle cell, cancer, transplant, neuroscience, cardiovascular, behavioral health, otolaryngology, hospice, and more.
- Works closely with the Foundation's President in identifying fundraising priorities and opportunities.
- Responsible for working with Foundation team members to develop strategic fundraising plans and naming opportunities for assigned areas when appropriate.
- Collaborates with Foundation team members and other key stakeholders on individual gift opportunities, corporate donations, grant development support when needed, and assist in the success of Foundation campaigns and events.

Must have a bachelor's degree or higher in business administration, marketing, public relations, non-profit management, or similar field.

Must have at least five (5) years of experience in non-profit fundraising, sales/marketing, public relations, or related field.

Preferred prior experience in fundraising experience securing major gifts for a healthcare organization, higher

education, or similar non-profit organization.

**Link to Apply:**

[https://jobs.methodisthealth.org/job/Memphis-Director%2C-Major-GiftsFoundation-Job-TN-37501/681400800/?locale=en\\_US](https://jobs.methodisthealth.org/job/Memphis-Director%2C-Major-GiftsFoundation-Job-TN-37501/681400800/?locale=en_US)

**NOTES:**

Employer will assist with relocation costs.

**Additional Salary Information:** Total compensation package and further compensation discussions will be available with recruiter for candidates selected for further review

**Location:**

Memphis, Tennessee

**Type:**

Full Time - Experienced

**Pay Frequency:**

Annual

**Category:**

Major Gifts

**Required Education:**

4 Year Degree

**About Methodist Le Bonheur Healthcare**

Our goal is to improve every life we touch. And that starts with the lives of our Associates. We believe that just one person can make a difference. That's the Power of One. And we see each day as a new opportunity to make a difference in the lives of the people in our community. For over a century, we've served the health care needs of the people of Memphis and the Mid-South. We provide our Associates with opportunities that help them maximize their potential both professionally and personally. Because we're not at our best until you are at yours. That's what the Power of One is all about. We seek team members with a passion for helping others. At Methodist Le Bonheur Healthcare, we improve every life we touch through: Strong Values: Service, Quality, Integrity, Teamwork and Innovation. Collaboration: Pulling together as a team to achieve our goals. Here everyone is committed to going above and beyond.

Strength through Diversity: We embrace, value, and respect the individual differences and unique contributions of everyone, and we know a diverse work force makes us stronger. Faith: Encouraging us to serve our patients and their families and improve the health of our entire community. Opportunity: An emphasis on training, continuing education and the many ways to grow a long-lasting and rewarding career with MLH.