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**Development Director**

**Summary**

The Director is responsible for planning and implementing programs to affect identification, cultivation, solicitation, stewardship, acknowledgement and recognition of individual, corporate and foundation prospects and donors for Le Bonheur Children’s  Hospital.

**Education/Experience/Licensure**

Bachelor’s degree in Business Administration, Marketing, Public Relations or other related field.  Three years of experience in non-profit fundraising with emphasis in seeking major gifts preferred.  Business to business sales experience a plus.  Knowledge of fund raising and development methods and procedures desired.

**Knowledge/Skills/Abilities**

* Ability to communicate complex written materials 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 work and organizational goals.
* Skill in arbitrating between, negotiating with and persuading individuals and groups of people both inside and outside MLH..
* Ability to plan and schedule tasks and projects in order to maintain control of workflow.
* Strong ability to listen and understand the special desires and philanthropic intentions of prospects and donors.

**Key Job Responsibilities**

* Responsible for the cultivation, solicitation and stewardship of major gifts prospects and donors, with special emphasis on individuals, corporations and foundations.
* Works to identify and qualify prospective and existing donors, nurture relationships and solicit financial gifts.
* Oversees planning and execution of strategies to strengthen these relationships, leading to major program, capital and endowment support.
* Responsible for the planning, organization, management, and execution of assigned major gift procurement activities for MLH.
* Aids in establishing, implementing and evaluating annual and job major strategic plans.
* Promotes the flow of information by establishing, utilizing, and maintaining effective communication systems within and outside the department.

For additional information and to apply for this job, please click the link below:

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