



Penn Medicine

Lancaster General Health

Penn Medicine Lancaster General Health is hiring a Prospect Management & Research Specialist!

Full-Time

POSITION SUMMARY: To provide data and analytical support needed to support the growth of an effective grateful patient fundraising program and provide a systematic and strategic way of identifying new donors for emerging funding priorities for LG Health.

ESSENTIAL FUNCTIONS: Qualified individuals must have the ability (with or without reasonable accommodation) to perform the following duties:

- Works with the Director to develop a systematic and robust grateful patient program to identify new annual and major gift prospects for the key service lines and other funding priorities as identified by the leadership of LGH.
- Cultivates an effective prospect management system including research and identification of potential major donors for the LG Health Foundation.
- Proactively identifies and qualifies new prospects and helps expand, organize and prioritize the prospect pool looking at various constituencies.
- Serves as the liaison with the Foundations donor wealth screening vendor to manage the process for regular screening of donors and prospects.
- Stays informed with the evolving regulations related to fundraising and HIPAA to ensure LG Health's grateful patient program is compliant.
- Tracks effectiveness of grateful patient fundraising tactics to maximize ROI.
- Provides input to include strategic prospects in mailing lists for event invitations, appeals and other communications.
- Works with the Manager on fully utilizing the current donor database, and wealth screening tools to meet the evolving needs of prospect tracking/research.
- Helps prepare donor and prospect briefings for LG Health Leadership, Development staff, and volunteers for the purposes of donor cultivation and solicitation.
- Oversees the effectiveness of the clinician engagement program by developing and enhancing metrics dashboards.

MINIMUM REQUIRED QUALIFICATIONS:

- Bachelor's degree is required.
- 5 years' experience with donor research programs and Raiser's Edge required.

Follow this link to apply: https://lghealth.wd1.myworkdayjobs.com/LGHealth_Career/job/Lancaster-General-Hospital/Prospect-Management---Research-Specialist_REQ-0010175