



Sunnybrook

FOUNDATION

Manager, Advancement

POSITION PROFILE

Position Overview

Organization:	Sunnybrook Foundation
Title:	Manager, Advancement
Reports to:	Director, Advancement
Team:	4 Direct Reports
Location:	Sunnybrook Foundation: 2075 Bayview Avenue

The Sunnybrook Foundation is seeking a senior major gifts leader who will inspire transformational philanthropy and lead a team of fundraising professionals (note, though this is a Manager title, the level within the Foundation is senior and elsewhere would be akin to Director). The new leader will provide strategy, leadership direction and management of the fundraising team, and will be responsible for developing and implementing fundraising programs designed to increase major and transformational gifts.

Our successful candidate will bring their major gifts fundraising expertise and their track record in leading high performance fundraising teams to an institution that has a unique combination of clinical excellence, academic reputation, high patient volumes with the main goal of inventing the future of health care.

We're looking for a senior leader who enjoys managing and mentoring staff while contributing toward the development of a overall high performing team. Our candidate will possess a track record in driving transformational gifts (\$1M+) and will move forward their own portfolio of prospects. Our candidate will work with senior level volunteers and will apply creativity and tenacity to acquire donors. Our candidate will be motivated and inspired by their fundraising goal!

If you want to be a part of a results driven team and enjoy working with colleagues who are both collegial AND demanding, while also sharing your passion, intellect and professionalism, then read on ...

The Organization

Sunnybrook is a premier academic health sciences centre, fully affiliated with the University of Toronto, with a mission to invent the future of health care. Today, with 1.3

million patient visits each year, Sunnybrook has established itself across three campuses and is home to Canada's largest trauma centre.

Sunnybrook Foundation exists to raise awareness and funds required to enable the Hospital to care for patients and their families when it matters most. In partnership with the University of Toronto, Sunnybrook leads by discovery, innovation, teaching and learning.

Sunnybrook Foundation's five strategic areas of focus are:

- Cancer
- Heart and Vascular
- High risk maternal and newborn
- Image-guided brain therapies
- Trauma

The Position

The Advancement team is growing. This is a newly created role and will be the third Manager, Advancement role within the foundation. The other two Managers are Molly Wilkie, a long-term Sunnybrook staff member and Christine McKernan, who joined Sunnybrook Foundation in October 2018.

Reporting to the Director, Advancement, the Manager, Advancement will join a team of 15 professionals responsible for major gifts and estate and gift planning. The team is led by two directors who report directly to the President & CEO, Dr. Jon S. Dellandrea, C.M. and the EVP and COO, Pamela Ross.

The Manager, Advancement will oversee and mentor a team of high performing major gift staff and will also manage and build a portfolio of engagement major gift prospects and donors in support of the hospital's priority projects.

The successful candidate will have ideally worked in a hospital foundation previously or for a large, complex, matrixed fundraising organization. They will be a proven people leader and will be known in the sector by their peers and previous/current colleagues alike as an exemplary leader.

They will be an excellent relationship builder, a sophisticated fundraiser with excellent strategic ability and tact. Furthermore, they will be intellectually curious about the work being done at the hospital. They will be comfortable speaking to all types of stakeholders; from physicians and program heads; to nursing staff; to grateful patients; and ultimately

to the donor. They will possess a high level of professionalism and polish and will act as an excellent ambassador of the hospital in the community.

Primary Accountabilities

The successful Candidate will be accountable for the following:

Team Leadership

- Work with the Director, Advancement to develop and execute the organization's advancement plan to successfully reach annual goals for major gifts
- Manage, and mentor the performance of a team of professionals, providing positive and rewarding support, ensuring professional growth and on-going learning
- Define, create, review and implement processes to improve advancement team functioning
- Provide direction and support to Advancement Officers on the development of donor strategy
- Work closely with other Foundation teams to execute cultivation or stewardship events and/or marketing initiatives and maximize advancement opportunities
- Represent the Advancement Team at meetings and on committees where appropriate and as assigned
- Remain abreast of best practices in the field and promote a culture of philanthropy Donor Activity
- Develop and manage a portfolio of major gift prospects and current donors to reach annual performance goals
- Prepare and brief the President and CEO, EVP, Directors, volunteers and physicians on advancement calls as appropriate
- Collaborate with the Director in advancement activities as required Hospital Relations
- Build and maintain a network of mutually beneficial relationships with Hospital staff, physicians and other health care professionals as assigned
- Work closely with physicians and hospital staff within assigned areas to understand their strategic priorities and directly contribute to the development of major gifts to support those priorities

Donor Activity

- Develop and manage a portfolio of major gift prospects and current donors to reach annual performance goals
- Prepare and brief the President and CEO, EVP, Directors, volunteers and physicians on advancement calls as appropriate
- Collaborate with the Director in advancement activities as required

Hospital Relations

- Build and maintain a network of mutually beneficial relationships with Hospital staff, physicians and other health care professionals as assigned
- Work closely with physicians and hospital staff within assigned areas to understand their strategic priorities and directly contribute to the development of major gifts to support those priorities

The Ideal Candidate

The ideal candidate will be a seasoned and sophisticated major gift fundraising professional with a track record of major gift solicitation at the \$1M gift level and larger. Importantly, the successful candidate will be a proven leader of a high-performance team who is comfortable in a mission-oriented setting where teamwork and relationship building for the purpose of raising money is a primary deliverable and an accountability that s/he will fully embrace.

Our successful candidate will have:

- Minimum 7 years of progressive major gifts experience, preferably in a hospital or large highly matrixed fundraising environment
- Demonstrated major gift development experience in leading strategy and driving the acquisition of gifts at a leadership level and overall integrity in dealing with donors
- Experience leading a high-performance team of entry level fundraisers; someone who energizes staff through a collaborative and participative leadership style
- Experience in managing and being accountable for budgets and fundraising targets
- Sound judgement and strategic thinking
- Excellent communication skills both written and oral
- Personal stability, maturity, optimism and a sense of humor
- Minimum university degree or equivalent
- Strong computer skills using MS Office suite software including Word, Excel and PowerPoint
- Knowledge of Raiser's Edge and/or similar fundraising platforms an asset

If you are someone who is looking for an outstanding challenge, working with a great team for a much-loved Toronto healthcare institution, then what are you waiting for? Apply Now (lindsay@phcap.ca). Please include a Cover Letter along with your CV addressed to Lindsay Preston. Please note only qualified candidates will be contacted.