

DIRECTOR, PHILANTHROPY

ORILLIA SOLDIERS' MEMORIAL HOSPITAL FOUNDATION
A FULL TIME PERMANENT OPPORTUNITY

COMPETITION # 2022F-01

About Orillia Soldiers' Memorial Hospital (OSMH) Foundation

The OSMH Foundation is a proud partner of Orillia Soldiers' Memorial Hospital and the people of Orillia and North Simcoe/Muskoka. The Foundation provides funds to the Hospital to buy medical equipment, sustain programs and assist the Hospital in maintaining its position as a leader in providing quality community-based healthcare.

POSITION SUMMARY: The Director, Philanthropy is a new role being introduced as part of the growth and evolution of the Foundation.

Reporting to the Executive Director, and an integral part of the Senior Team, the Director, Philanthropy oversees all activity in Major and Planned Gifts, including assuming responsibility for an overall revenue target of \$3.5m+ across the two portfolios. The Director will also maintain a personal portfolio of approximately 75 prospects with a focus on securing major gifts at the \$10,000+ level.

Unique opportunities include: managing a high-performance team, deepening physician engagement, participating in campaign development, inspiring a generous community to give at a transformative level, and engaging cottagers and new residents.

The successful candidate will:

- Champion Soldiers' Foundation's new Strategic Plan
- Lead, inspire and mentor a team of talented major gift fundraisers
- Lead the Major Gift and Planned Giving programs
- Drive specific projects within the Major and Planned Giving portfolios
- Build and manage a portfolio of approximately 75 potential donors capable and inclined to give \$10,000 or more
- Maintain a visit schedule of 10-15 face-to-face cultivation/solicitation visits per month
- Collaboratively develop strategies and processes used to migrate donors from the Annual Fund portfolio to the Major Gifts program, and vice versa
- Work collaboratively to develop and implement annual and long-range plans, including Campaign plan(s), to maximize the cultivation, solicitation and stewardship of major gift donors and prospects
- Forge strong relationships with Hospital stakeholders, including physicians, managers and directors, front-line staff, administrative staff, volunteers and patients.

QUALIFICATIONS:

Education:

- Four-year undergraduate degree in a relevant field or an equivalent combination of education, experience and training
- Professional certification such as CFRE an asset

Experience:

- A minimum of 8 years' experience in Major Gift fundraising with a proven track record of meeting revenue targets and deadlines while working under strict time constraints and with a diversity of projects
- A demonstrated track-record of building and managing successful teams
- Prior experience engaging, training and inspiring volunteers, committees and boards
- Computer / word processing / database experience required, preferably in Microsoft Office and Raiser's Edge environments

- Prior experience in a healthcare environment an asset
- Prior public relations experience an asset

Core Competencies:

- A passion for Soldiers', our community and healthcare fundraising
- Excellent interpersonal skills and a genuine interest/pleasure in people's lives and charitable aspirations
- Deep relationship-building expertise that embodies a warm, respectful and patient approach with prospects, donors and other stakeholders, while at the same time relying on well-honed intuition to recognize and respond to cues that will strategically advance the relationship
- Outstanding communication skills, incorporating written, verbal, public speaking, tailored messaging and active listening
- A "go getter", team player and strong relationship builder as evidenced through assertiveness, attentiveness, compassion, initiative, sharing/learning, and calmness under pressure
- Flexibility and adaptability to manage and operate in an environment of uncertainty
- Organization skills to: determine priorities/workflow; maintain flexibility to contribute to group efforts; demonstrate excellent project management, planning and coordination
- Meticulous attention to detail
- Commitment to professional and personal growth through continuing education programs and self-directed learning
- Critical thinking and sound judgement in making recommendations and decisions
- Respects confidentiality and discretion while demonstrating tact, poise and sound judgement
- Highly professional, mature and confident
- Creative, innovative and resourceful
- Embraces positivity, friendliness and cheerfulness to create and sustain a positive team and work culture
- Sense of humour

Interested applicants should apply by submitting a cover letter and resume quoting the above competition number by 4:00 pm on Monday, February 7, 2022 to:

Mark Riczu, Executive Director
 Orillia Soldiers' Memorial Hospital Foundation
 146 Mississauga Street West, Orillia, ON L3V 3B3
 Tel: (705) 325-6464 Fax: (705) 325-4693
 Email: found@osmh.on.ca

Orillia Soldiers' Memorial Hospital Foundation is committed to its people and celebrates the unique talents, capabilities and perspectives they bring to our organization. As such, we pride ourselves on being open and accessible to all. We invite and encourage applications from individuals with diverse lived experiences, including folks who are black, indigenous, people of colour, people with disabilities, LGBTQ2IA+, and all others who would contribute uniquely to the diversity of our team.

Candidates who require accommodation during the recruitment process should contact found@osmh.on.ca. Please advise of the accommodation measures which may be required to enable you to be assessed in a fair and equitable manner.