

Philanthropy Director | 20-month contract

Sinai Health Foundation raises and stewards funds to support Sinai Health. Sinai Health is Canada's leading integrated health system and comprises Circle of Care; Hennick Bridgepoint Hospital; Lunenfeld-Tanenbaum Research Institute; and Mount Sinai Hospital, Joseph & Wolf Lebovic Health Complex. The generous support of our community fuels everything we do from seamless care to scientific discovery.

People are excited to come to work every day at Sinai Health Foundation. As a **world-class institution**, we have a unique and rich personality. We are driven to make a positive impact for patients, their families and society.

We love the clash of ideas that lead to better solutions. Challenging the status quo is encouraged. **Collaborating** will allow us to push forward.

We recognize that the pace of change continues to accelerate and understand **flexibility** is vital. We take our work seriously and have a lot of **fun** doing it! Laughter echoes throughout our organization.

We embrace and celebrate differences. Diversity, equity and inclusion are an important part of our culture. We have great **respect** for our strengths, perspectives, opinions and lifestyles. We have high expectations of each other, but even higher expectations of ourselves. We are not hampered by rules and processes, we **trust** in each other.

We do all that we can do...and then we find a way to do a little bit more. We embody creativity, imagination and a fierce determination to make the world a better place.

A Philanthropy Director is being sought to solicit major gifts (\$50,000 and above), to cultivate, solicit and steward prospective and current donors, focusing on the institutional priorities of Sinai Health and aligned with Sinai Health Foundation's strategic plan.

Reporting to the Vice-President, Philanthropy and as part of a dynamic fundraising team, the Philanthropy Director will play an important role in meeting the exciting goals of our five-year strategic plan, building on Sinai Health's rich history and deeply valued culture of philanthropy. This position will support several key areas of care within the fund-raising campaign, including, but not limited to, Rheumatology, Palliative Care, Social Work, Pain Management, Renew Sinai, and opportunities related to Mount Sinai 100. The Philanthropy Director will work with volunteers, clinicians and researchers to solicit for a full range of major gifts from existing and new donors, giving them the opportunity to work on complex gifts with influential philanthropists and the world-leading scientists and clinicians.

Responsibilities include, but are not limited to:

- Work closely with all Foundation teams and relevant Hospital colleagues to identify, close and steward major gifts of \$50,000 and higher
- Identify and oversee excellent stewardship opportunities for past donors to ensure they remain involved and engaged

- Manage relationships with prospective and existing donors; expected to identify, qualify, cultivate, solicit and steward them
- Build and maintain strong relationships with Sinai Health staff; understand assigned areas of care and the key fundraising priorities within them
- Work collaboratively with and in support of volunteers, other development and philanthropy staff, and Sinai Health staff to raise funds for Sinai Health priorities
- Ensure accurate donor records are kept in Raiser's Edge, the Foundation's database of record.

Job Requirements:

- 7-10 years of recent and related experience preferably within a large dynamic fundraising not-for-profit environment
- Successful completion of a degree or diploma in a relevant field from an accredited educational institution or equivalent combination of education and experience
- A professional with a track record of building donor relationships and closing gifts in the five and six-figure range
- Effective verbal and written communication skills and ability to communicate in a tactful and professional manner
- Working knowledge of Raiser's Edge or similar database preferred
- Respectful and service oriented to donors, volunteers, and peer foundation and hospital staff
- Demonstrated ability to attend to details; exceptional follow-through as demonstrated through effective project management experience
- Proactive self-starter with a bias for action
- Works well in a diverse team environment; able to multi-task and meet deadlines
- Strong understanding of donor stewardship fundamentals
- A professional aligned with Sinai Health Foundation's five values: collaboration, flexibility, fun, respect and trust.