



Joseph Brant Hospital Foundation
Chief Development Officer
(Permanent, Full-Time)

The Opportunity

We are seeking a dynamic, enthusiastic and results-driven fundraising professional to join the Joseph Brant Hospital Foundation as the **Chief Development Officer (CDO)**.

Reporting to the President & CEO, the CDO will lead the Foundation's fundraising programs, and will be directly responsible for developing, implementing, monitoring and evaluating a fully integrated development program that supports the overall mission of the Foundation.

The CDO will lead a team of approximately 10 fundraising professionals, and oversee all areas of major, planned, and annual giving including the identification of new revenue streams within these portfolios. As a key member of the Foundation's senior management team, the CDO will also play an important role in supporting the President & CEO with strategic planning, budget management, prospect/donor management, and day-to-day operations of the Foundation as required.

Donor-centric and service oriented, the CDO will work to deliver exceptional support to key internal and external stakeholders and groups, while meeting and exceeding ambitious personal and team targets. The CDO will work in close partnership with the communications & stewardship team to deliver an exceptional and unparalleled donor experience, while fortifying supporter loyalty and maximizing each donor's journey with JBHF.

Contributing to a mission-focused, fast-paced and cooperative team environment, the CDO will manage multiple priorities and competing deadlines while living the JBHF values - collaborative, inclusive, innovative, responsive and transparent, and team-designed culture code - accountable, collaborative, fun and respectful.

Demanding, challenging and exciting, this role requires an energetic, creative and relationship-oriented individual with a demonstrated track record of values-based team leadership, strategic development program oversight and fundraising success.

About Joseph Brant Hospital

Joseph Brant Hospital (JBH) is a full-service community teaching hospital located in the growing and thriving community of Burlington, Ontario, serving more than 185,000 residents in Halton, Hamilton, Waterdown, Flamborough and Stoney Creek. It is honoured to be recognized as one of Hamilton Niagara's Top Employers for nine (9) consecutive years, with a skilled staff of 194 physicians, 2,016 full- and part-time staff, and more than 300 volunteers.

JBH is a Clinical Education site in conjunction with McMaster University and is designated as an Academic Community Teaching Hospital. Its expanded campus includes the state-of-art Michael Lee-Chin & Family Patient Tower. JBH is also a partner member of the Burlington Ontario Health Team.

About Joseph Brant Hospital Foundation

Joseph Brant Hospital Foundation was founded in 1976 to support Joseph Brant Hospital. We are committed to engaging our community, inspiring investment in our Hospital, and ensuring exceptional healthcare for our community. We work to be the catalyst that enables philanthropy for our Hospital to thrive through the generosity of our supporters, with a commitment to equity, diversity and inclusion in partnership with Joseph Brant Hospital.

The Our New Era Campaign in support of the new JBH surpassed its goal of \$60M in 2017 raising an unprecedented \$65M, enabling the incredible transformation of our Hospital, and having a tremendous impact on our community for generations to come.

With the successful conclusion of the capital campaign, the Foundation continues to raise \$10M+ annually and is poised to leverage the overwhelming support of the community to support new and emerging priorities which will continue to enable our Hospital's vision of providing exceptional healthcare.

In January 2024, the Foundation announced a lead gift of \$5M to the \$20M For All Minds Campaign, which will support of the redevelopment of Mental Health and Addictions care spaces at JBH.

The Foundation is governed by a team of community volunteer leaders and is managed by a dedicated staff of professionals who ensure that every donation is used effectively and efficiently to meet the needs of patients and their families.

Key Responsibilities

- Lead the development of strategies and initiatives to achieve overarching fundraising and financial goals of the Major, Planned and Annual Giving portfolios of the Foundation;
- Have oversight responsibility for the Major, Planned and Annual programs, including capital campaigns, long and short-term fundraising plans, marketing initiatives and stewardship activities;
- Lead, implement and evaluate the impact of annual and strategic plans that encompass fundraising and donor relations;
- Accountable for the management of cultivation, solicitation and stewardship of donors at all levels, with annual personal moves management (cultivation and solicitation) and financial targets;
- Support the development of compelling cases for support to inspire donor investment in the established funding priorities of the hospital; and write engaging and inspiring proposals tailored to align donor interest with these priorities;
- Manage the overall relationship with the relevant committees and volunteer leadership as appropriate;
- Hire, manage, and coach all development staff, and ensure that individual performance goals are achieved;
- Lead and manage the prospect research activities of the Foundation to identify and acquire new donors for the major, planned and annual giving programs;

- Work with program leads to prepare department budgets and track results and provide regular quarterly reports to the President & CEO;
- Maintain up to date knowledge and expertise in all aspects of legislation affecting philanthropy;
- Maintain a high degree of motivation and superior work ethic consistent with the employment philosophy of the Foundation;
- Participate actively as a team member of the Foundation Leadership Team, and the Foundation team as a whole.

Qualifications and Experience Required

- Post-secondary education and minimum 10 years of related experience and demonstrated success in major and annual giving program development and management, including capital campaigns;
- A proven track record of personally cultivating and securing 6-figure+ level gifts;
- Demonstrated success driving results and persuading and influencing groups and individuals to support the organization's priorities, including colleagues, team members, volunteer leadership and other stakeholders;
- Demonstrated success leading and coaching other professionals and supporting staff and volunteers to achieve short and long-term goals individually and as a team;
- Ability to develop and implement strategic activities and tasks with clear goals and objectives;
- Excellent communication, interpersonal and writing skills;
- Strong project management skills, with a proven ability to manage timelines;
- Excellent diplomacy and proven ability in working successfully with volunteer groups;
- Experience working with Raiser's Edge fundraising software and Microsoft Office suite applications;
- Able to work successfully both in a team environment as well as independently;
- Demonstrated creativity and detail-oriented;
- Demonstrated analytical and decision making skills;
- Commitment to maintain confidentiality and a high degree of accuracy with donor records;
- CFRE designation and healthcare philanthropy experience considered strong assets.

Compensation: Target salary range is \$155,000 – \$170,000, plus a comprehensive benefits/pension (HOOPP) package and eligibility for annual merit incentive.

As part of JBHF's culture code and commitment to team well-being, JBHF offers a hybrid working model, paid professional development opportunities, social committee events/activities, flex/lieu time and more.

Interested candidates should forward their resume and cover letter in confidence by March 29, 2024 to:

Ashley Davidson, President & CEO
 c/o Melissa Perry, Administrative Assistant
 mperry@josephbranthospital.ca

This position is open to all Canadian citizens, permanent residents and those legally able to work in Canada. JBHF invites applications from all qualified individuals. JBHF is committed to employment equity and diversity in the workplace and welcomes applications from women, members of racialized groups/visible minorities, Indigenous persons, persons with disabilities, persons of any sexual orientation, and persons of any gender identity or gender expression.

Joseph Brant Hospital recognizes that our hospitals and community-based services are provided on the Treaty Lands and Territory of the Mississaugas of the Credit First Nation and recognize this land as being home and traditional territory to other Indigenous people since time immemorial. We must commit to not repeat past mistakes and to work towards more equitable and respectful relationships with the First Nations, Inuit, and Métis. Acknowledging the territories and the original stewards of these lands is a fundamental responsibility of our organization and part of our commitment to work towards Truth and Reconciliation. Joseph Brant Hospital wishes to respect and honour the original peoples of this land and the histories and lived experiences of these communities.

This is a permanent, full-time position based in the JBHF offices located in the Halton McMaster Family Health Centre Building at Joseph Brant Hospital, 1245 Lakeshore Road, Burlington, ON. JBHF employees are required to attest to having COVID-19 vaccinations.

JBHF thanks all applicants, however, will contact only those selected for an interview.