DEPARTMENT SUMMARY

St. Michael's Hospital Foundation (SMHF) is the exclusive fundraising organization to generate and manage philanthropic funds for St. Michael's Hospital and Providence Healthcare, within Unity Health Toronto. Through multiple lines of fundraising income generation and stewardship activity, SMHF, in conjunction with Unity Health Toronto, will define and promote the St. Michael's and Providence brands to maximize philanthropic revenue to fuel their healthcare, research, teaching and health equity missions. We will inspire our communities, local, provincial, national and international, to invest in our organizations' priorities to drive and implement innovation that will equitably support all members of our society to manage and overcome disease and health crises and live healthier lives to create a more inclusive and thriving society. Join us!

POSITION SUMMARY

The Director, Major Gifts will join a dynamic, diversified, talented team of major professionals. This role's primary responsibility will be to provide fundraising leadership for two key fundraising priorities, within the Foundation's new campaign. Leading a team of campaign volunteers, the Director, Major Gifts will focus on managing priority setting, donor identification, cultivation, solicitation and stewardship activities to support the Foundation's campaign. In addition, the Director, Major Gifts will provide leadership, coaching and mentoring to members of the Major Gifts Team in order to develop opportunities and strategies to engage donors. This position works closely and collaboratively with stakeholders across the Foundation as well as the Hospital.

RESPONSIBILITIES & ACTIVITIES

Campaign Leadership Activities:

- Manage and lead a team of volunteers and hospital partners to support two key fundraising priorities within the Foundation's new campaign.
- Work with the Associate Vice President, Transformational and Principal Gifts to identify potential campaign volunteers, and other key fundraising opportunities.
- Work with a team of campaign volunteers to initiate the most appropriate solicitations, based on the needs of both St. Michael's Hospital, Providence Healthcare and donor interests.
- Work with Marketing and Communications colleagues to ensure development of compelling case materials for the campaign and donors.

Fundraising Activities:

- Work at the strategic level with the Vice President, Principal, Major and Planned Gifts, Associate Vice President, Transformational & Principal Gifts, and philanthropy teams to raise funds to support St. Michael's Hospital and Providence Healthcare's highest priority needs.
- Manage a group of 80-100 potential donors at varying stages of identification, cultivation, solicitation and stewardship using a focused and accountable approach of strategy development and implementation.
- Actively solicit donors with an annual new cash and pledges goal of $5-$10 million annually.
- Contribute as a team member on potential transformational gift discussions of $10 million+, whether with the PCEO, VP, or AVP Transformational & Principal Gifts.
- Support senior Foundation leadership staff and volunteers in the development and execution of major gifts for donors with the capacity to give $1 million+.
- Working with a team of volunteers and with the BIIT and Prospect Research teams, identify potential donors and develop strategies to solicit new donors to St. Michael's Hospital and Providence Healthcare.
- Work with the Director, Stewardship and Donor Relations to ensure that all donors in portfolio have a personalized donor experience that reflects their specific interests, aspirations and accountability requirements, delighting each donor in their experience with St. Michael's and Providence.
- Engage regularly with Hospital leadership, physicians and staff to identify, cultivate, solicit, and steward major gift donors.

Leadership Activities:

- Work with Vice President, Principal, Major and Planned Gifts, and Associate Vice President, Transformational and Principal Gifts on the development of strategy and operational plans to support campaign planning and development.
- Assist with the leadership and preparation of an annual fundraising plan of measurable goals and strategies to maximize principal and major gifts from individuals, corporations and foundations.
- Support and manage the coaching and mentoring of the Major Gifts team in the development and execution of principal, major and planned giving strategies.
- Work as a team player promoting a positive and professional work environment and conduct role with integrity and respect.
- Promotes a workplace environment that fosters collaboration, respect, and the pursuit of excellence.

- Act as an Ambassador throughout the Community, positively representing the Hospital and the Foundation.
- Abide by the policies and procedures of Unity Health Toronto.
- Abide by the Occupational Health and Safety Act, and work in a manner that is safe, reporting incidents immediately to direct supervisor.
- Perform other duties as assigned in order to meet the overall goals and objectives of the Foundation.
- Operate within the culture and core values of the organization.

KNOWLEDGE & SKILLS

- A University degree or a combination of comparable skills and experience.
- Must have a minimum of 10 years of experience working in fundraising or equivalent experience in major gift fundraising with a proven track record in cultivation and solicitation.
- Demonstrated leadership and the ability to successfully manage multiple priorities and diverse areas.
- Ability to initiate, analyze, monitor, evaluate and alter strategic fundraising and stewardship plans.
- Excellent written and verbal communication skills, and ability to communicate in a compelling manner with audiences of all sizes.
- Excellent interpersonal skills.
- Experience collaborating with senior volunteers and volunteer committees/boards in a wide range of capacities.
- Ability to work with senior leaders, physicians, and other foundations effectively and collaboratively.
- Understanding of healthcare delivery system in Ontario.
- Exemplary attention to detail with excellent planning, organizational and time management skills.
- Ability to work independently using an above average level of initiative.
- Enjoys working in a fast paced, dynamic organization with the ability to relate to a variety of personality and communication styles.
- Demonstrated commitment to and understanding of the mission and values of St. Michael's Hospital, Providence Healthcare and the St. Michael's Foundation.
- Willingness to work flexible hours.