

Who are we?

VGH & UBC Hospital Foundation is Vancouver Coastal Health's primary philanthropic partner, raising funds for specialized adult health services and research for all British Columbians. We partner with donors to drive innovation and sustainable health care at VGH & UBC Hospital, GF Strong Rehab Centre, Vancouver Coastal Health Research Institute and Vancouver Community Health Services. Further information about the Foundation is available at www.vghfoundation.ca.

What's the opportunity?

The Director, Philanthropy & Campaigns is an exciting new role within our organization, designed to ensure our campaigns are thoughtfully designed and that campaign objectives are met. As this role takes the lead in cross-campaign leaderships, our ideal candidate is a seasoned fundraising professional and established organizational leader with experience leading and managing within a campaign-based fundraising environment. To that end, the Director develops and manages the campaign pipeline/prospect assignments and ensures associated prospect research requests are aligned to the campaign plan(s), monitors activity to ensure campaign plans are moving forward in a strategic and timely manner, ensures the effective functioning of the volunteer committees (i.e. Campaign Cabinets) and regularly reports on campaign status to the Foundation's senior leadership.

Reporting to the Senior Vice President, Philanthropy, this role leads and mentors our Major Gifts fundraising team, a group of knowledgeable major gift fundraisers responsible for leading each of our six fundraising themes (Surgery, Brain Health, Cancer, Heart & Lung, Innovation and Community) and their related fundraising campaign(s) as well as the administrative support team that enables our major gifts fundraisers.

While overseeing a team of senior fundraisers and managing toward departmental revenue and relationship management targets, the Director is also responsible for developing and managing a personal portfolio of key donor relationships as an active fundraiser.

Who are you?

You are a skilled fundraiser with 10 years' experience including campaign management and are familiar with the principles of fundraising campaigns, CRA regulations related to giving and federal and provincial privacy legislation.

You value the work required to lead a team toward accomplishment of fundraising goals. You have a proven ability to lead, support and guide staff, volunteers, key stakeholders and prospective donors in support of successful creation and execution of operational plans. Equally you have proven your ability to hold team members collectively and individually accountable for results.

A dedicated professional, a diligent analytical and creative thinker and a caring colleague, you are able to understand the context in which an organization is functioning and establish a direction that will achieve the organization's vision and goals, innovate and generate fresh ideas and perspectives, and identify opportunities to drive your team's success.

You are a leader who values creating a collaborative and supportive environment within the Major Gifts team that motivates, guides and supports all team members to contribute fully to the realization of the Foundation's goals and objectives. You work to ensure your team members are developed and supported in their fundraising work, serving as a mentor, leader and role model for the frontline fundraising team and administrative support, taking responsibility for cultivating a culture of excellence, collaboration, accountability and efficiency.

You bring an understanding of the strategies and principles of raising major gifts from individuals, corporations and foundations as this role oversees and implements all aspects of campaign strategy, including prospect identification and alignment with the campaign, coordination of marketing and communications initiatives, and volunteer and physician engagement. You are skilled at using data analysis to inform planning and decision-making across the Major Gifts portfolio.

You value collaboration at all levels and work to build bonds across the organization. Your style is to connect and liaise with colleagues throughout the organization and beyond, to ensure all related account management activities are in place to develop and execute cultivation, solicitation and stewardship plans for major gifts to our active campaign(s) rather than to direct others' work on behalf of the Foundation's major giving goals. In service of this, you put energy toward engaging clinical and community partners in bringing the Foundation's work to fruition.

You are considered by those who have worked with you to clearly place team before individual achievement and to be a true team builder, capable of developing and maintaining cooperative work relationships within and beyond your organization.

You are an enthusiastic, energetic, goal-oriented individual with a demonstrated ability to function effectively in a complex and highly dynamic environment. You set high standards for yourself and others, pursue aggressive organizational outcomes and hold those around you accountable to the same standards you set for yourself.

What do we offer?

The successful person can expect a competitive base starting salary between \$125 and \$143k, depending on experience. Additional variable pay, benefits, pension, flexible working arrangements, investment in professional development and subsidized access to fitness, cycling and parking facilities all contribute to a top-notch total rewards package.

To Apply

If you possess the qualifications and experience indicated, please email your resume and cover letter in a single pdf file, with "[Your Name], **Director, Philanthropy & Campaigns**" in the file name and email subject line, to hr@vghfoundation.ca by 8 am on Monday 9th March.

We truly appreciate every applicant's interest and will contact only those under consideration.