

Who We Are

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.

About This Role

The Community Giving & Engagement Division is responsible for advancing VGH & UBC Hospital Foundation's mission through comprehensive engagement strategies that strengthen the community's trust in the Foundation. As a lead for the Foundation brand, the Division is responsible for building awareness of the Foundation and the need for philanthropic support. It is the driving force behind communicating the Foundation's impact on the health care innovation for all those that live in BC. Through acquisition and retention strategies, including fundraising events, direct response, community outreach and other annual giving tactics, the Division is focused on increasing revenues and expanding the number of donors who support the various organizations the Foundation funds.

The Director, Community Giving & Engagement is an experienced fundraising leader, capable of driving excellence through the development of clear strategies, coaching a team for high performance, and inspiring a culture of innovation. They are responsible for leading a diverse community giving portfolio involving individuals, corporations and foundations giving up to \$25,000 annually. Programs within the Director's oversight include fundraising events, direct response and digital campaigns, mid-level giving, legacy giving, monthly giving, grateful patient programs and Asian community fundraising. The Director will lead a team of over 15 and be accountable for a total revenue target of \$12 million, with an expectation of year-over-year growth.

Key Responsibilities

- Provides strategic leadership to Community Giving Team and the fundraising strategies that ensure consistent growth in annual revenues, donor numbers and legacy gift expectancies.
- Ensures full integration of Community Giving fundraising including Annual Giving, Annual Leadership Giving, Legacy Giving, Asian Community Strategy and Fundraising Events.
- Ensures that the Community Giving teams are structured, resourced, and managed to deliver an integrated strategy, and that the required processes are in place to support implementation and KPI achievement, including any required cross-organizational collaboration with other teams and divisions, such as Major Gifts, Donor Engagement and Stewardship, Strategic Partnerships & Campaign Communications Teams.
- Works closely with other members of the Directors Team to operationalize organization plans and strategies, promoting collaboration among the different teams to maximize efficiency and results.
- Provides mentorship and coaching that leads to professional growth among team members and an elevated level of performance.
- Is focused on annual planning and goal attainment as well as long-term revenue and benchmarks associated with the organizational strategic plan

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- Monitors and evaluates CG&E fundraising initiatives to ensure income and donor generation is efficient and effective, including setting/measuring success metrics and assessing return on investment (ROI).
 - Identifies, manages, and mitigates risk in community giving by ensuring appropriate development of robust policies, procedures, and systems, and ensuring internal standards are based on fundraising best practices.

What You Offer

- Significant experience in the not-for-profit sector and as a team leader. Relevant experience from other industries may be considered.
- Demonstrated ability to research, ideate/identify, develop, lead and evaluate implementation of fundraising strategies focused on driving donor retention, acquisition, cultivation and stewardship.
- Experience overseeing mid-level giving, annual giving programs, fundraising events, and legacy giving, or some combination of multiple revenue stream programs.
- Ability to absorb and synthesise complex information, apply critical thinking and complex problem-solving skills, and ideate innovative solutions to bring a wider benefit to the organization.
- Highly numerate and experience in utilizing analytics and metrics to support decision-making for resource allocation and fundraising initiatives.
- Highly developed interpersonal and relationship skills, including effective persuasion and negotiation skills. Ability to build strong relationships with a wide range of people, including experience working with fundraising boards or groups of community leaders.
- Demonstrated leadership and coaching skills, including setting and evaluating performance, identifying learning and development opportunities, building effective teams, networks or communities of practice, and fostering constructive cross-team collaboration.
- Strong organizational and project management skills and ability to meet deadlines and also involves utilization of external partners and vendors.

What We Offer

The successful candidate can expect a starting salary between **\$148,199.64** and **\$168,408.69**, depending on factors such as skills, experience, and internal equity. Once hired, salary is reviewed annually and successful employees have the opportunity for their salary to increase over time up to the maximum of the pay band, currently **\$190,301.82**.

To Apply

Please click on the link below to apply:

[VGH & UBC Hospital Foundation - Director of Community Giving \(Vancouver, BC\)](#)

We welcome applications from anyone who is eligible to work in BC and fully vaccinated against COVID-19. We encourage applications from Indigenous people, people with disabilities, BIPOC and racialized individuals, people of minority sexual orientation or gender identity, and others who may contribute to the Foundation's organizational diversity and who share the Foundation's values.