

SEARCH PROFILE



**University
Hospital
Foundation**

UNIVERSITY HOSPITAL FOUNDATION
VICE PRESIDENT, PHILANTHROPY

OCTOBER 2017

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Talent[®]**

THE UNIVERSITY HOSPITAL FOUNDATION

The University Hospital Foundation (UHF) believes in the power of generosity to change and save lives.

Established in 1962 and governed by a volunteer Board of Trustees, the Foundation has evolved into one of the most successful hospital fundraising organizations in Canada, having been recognized as a “high performer” by the Association for Healthcare Philanthropy’s (AHP) Performance Benchmarking Service. The University Hospital Foundation values the opportunity to compare the Foundation to that of their peers, and consistently seeks to improve efficiencies and impact.

As prudent stewards of donor dollars, the University Hospital Foundation works diligently to efficiently and effectively raise and manage gifts. As well as ensuring that donations make the most significant impact possible, the Foundation strives to give donors confidence that their donations are wisely spent through comprehensive, transparent financial reporting.

The University of Alberta Hospital site is renowned for many areas of specialization which include central and northern Alberta’s only Level 1 trauma centre; world class neurosciences and cardiac sciences programs; one of only two dedicated burn units in Canada; and Canada’s busiest multi-transplant program. Donor gifts to the University Hospital Foundation support advancements in patient care, fund innovative clinical research and education, and help purchase advanced medical technology that leads to faster and more accurate diagnosis and treatment.

The University Hospital Foundation works closely with the leadership teams at the University Hospital, the Mazankowski Alberta Heart Institute, and the Kaye Edmonton Clinic (all located in Edmonton).

For further information on the University Hospital Foundation, please visit: www.GiveToUHF.ca.

VICE PRESIDENT, PHILANTHROPY

Reports to:	President
Direct/Indirect Reports:	10+
Location	Edmonton, Alberta

THE INDIVIDUAL

Are you a proactive, confident self-starter that thrives in a competitive and fast-paced environment? The University Hospital Foundation is looking for an individual who is tenacious, persistent and driven to succeed and lead our philanthropy team.

The successful candidate will have the following qualities:

- Self-motivated, self-sufficient and driven to lead their team to achieve success;
- Strategic, proactive and forward thinking;
- Persuasive, outgoing and confident; and
- Possesses the highest standards of personal and professional integrity.

MANDATE

Based in Edmonton, Alberta and reporting to the President of the University Hospital Foundation, the Vice President of Philanthropy provides strategic leadership for all aspects of the major gifts and planned giving programs (including capital campaigns), while managing a personal portfolio of donors at various stages of the giving cycle including identification, cultivation, solicitation and stewardship, and being responsible for raising major gifts.

The Vice President of Philanthropy will lead the Brain Centre Campaign, the University Hospital Foundation's current fundraising focus. The Brain Centre Campaign has raised over \$45 million to date, taking brain care at the University of Alberta Hospital to a dynamic new level. With the Foundation's recent announcement that Wayne Gretzky has joined the Brain Centre Campaign Team as Honourary Chair, the opportunity and profile of this campaign will continue to expand. The Vice President of Philanthropy will lead our dedicated team of volunteers and donors in raising funds to develop a Brain Centre of national stature in Edmonton.

KEY ACCOUNTABILITIES

The position will include the following responsibilities:

Lead the Philanthropy Team:

- Manage a robust fundraising program through the development and implementation of business plans, goals and measurements that align with the University Hospital Foundation's mission and vision – helping to meet strategic priorities and current/future funding needs;
- Leading by example, oversee, coach and inspire the planned giving, major gifts and accountability and stewardship teams to meet and exceed annual revenue goals;
- Develop and implement an annual budget for the major gifts program; monitoring performance to ensure budget targets are met; and
- Establish, implement and monitor goals and metrics for pipeline management.

Secure Major Gifts:

- Build and increase support for the University Hospital Foundation through oversight and active participation in identifying, cultivating and stewarding relationships and connections that lead to major, capital campaign and/or planned gifts;
- Develop strategies to solicit and secure future major gifts, including prospect research, customized proposal writing, presentations and direct involvement in major gift solicitations; and
- Connect and understand the interests of prospects and donors and effectively communicate face-to-face and in writing.

Contribute to Overall Strategic Leadership of the Foundation:

- As a member of the University Hospital Foundation's Senior Management Team, contribute to strategic planning related to fundraising, operations, communications and special events; and
- Collaborate and provide strategic direction to the communications and special events team on the creation, planning and preparation of donor cultivation and recognition events, stewardship and impact reporting, and brand development and marketing initiatives, that sustain and increase support for the University Hospital Foundation and its funding priorities.

FIRST YEAR DELIVERABLES / MEASURES OF SUCCESS

Success in the first year will be determined by the candidate's ability to:

- Firmly establish her or himself as a trusted advisor to the President, related to overall management of the philanthropy team;
- Support the achievement of defined goals and parameters for direct reports including metrics to evaluate and review success;
- Enhance existing and develop and foster new relationships with donors and key stakeholders;

- Manage the operation of the Foundation's pipeline management system including reporting (metrics) and defined outcomes including the achievement of solicitation and revenue targets; and
- Actively participate in securing major gifts.

CANDIDATE PROFILE

The successful candidate will have the following:

EDUCATION:

- Bachelor's degree;
- Master's degree considered an asset; and
- Certified Fund Raising Executive (CFRE) designation.

EXPERIENCE:

- Minimum 10 years' experience in progressively responsible professional fundraising, account management, relationship management, sales or marketing roles;
- Previous fundraising experience is required;
- Previous experience with capital campaign major gifts;
- Demonstrated experience in recruiting and motivating volunteers for fundraising for major gifts and capital campaigns;
- Knowledgeable in best practices and performance metrics related to fundraising and prospect research;
- Proven track record of leading and motivating a successful major gifts fundraising team, managing, cultivating and securing gifts and personally securing six and seven figure gifts;
- Understanding of and experience in effectively navigating complex organizations such as health care or higher education; and
- Proficiency with CRM systems, specifically, Blackbaud's Raiser's Edge.

COMPETENCIES & ATTRIBUTES:

- Excellent interpersonal skills with the ability to build deep, meaningful relationships and work effectively with donors, volunteers, stakeholders and community partners;
- A high degree of comfort in identifying, contacting and developing new major gift prospects as well as superior interpersonal skills in stewarding existing donors; and
- An outgoing, positive, group win approach with a willingness to learn, teach and share – bringing new skills and developing one's own skills.

THE COMPENSATION

A competitive and comprehensive package that incentivizes over achievements awaits the successful candidate.

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