



Senior Major Gifts Advisor

As a key member of our team, the **Senior Major Gifts Advisor** plans, develops, implements, and manages strategies for cultivation, solicitation, and stewardship best practices for a portfolio of top-tier major and principal gift donors. Maximizing philanthropic support that advances child health and wellness, this position works collaboratively within the broader Fund Development Team and requires a creative mindset and approach to strategy development. This collaborative approach ensures multi-faceted giving opportunities are considered and communicated to donors and prospective donors. To ensure success in this role, the Senior Major Gifts Advisor will maintain a portfolio of major and principal gift prospects and employ a strategic moves management program to ensure each prospect's timely progression along the donor continuum. The primary focus and responsibility of this role is to raise funds for the Alberta Children's Hospital Foundation.

Our Ideal Candidate

- With a minimum of ten (10) years of fund development experience (at least half of which is specific to major gifts), you have demonstrated success in building and maintaining relationships with donors, prospective donors, and key stakeholders. This is reflected in your successful and progressive track record of soliciting and closing major gifts, developing high potential prospects and donors while strengthening relationships to secure major gifts. Your experience includes the development of customized cultivation plans, proposals, and stewardship reports as well as planning cultivation and stewardship meetings that are reflective of the reputation and standards of the organization.
- While a relevant post-secondary degree is required, suitable combinations of education and experience will be considered. It would be of benefit to have education with a specialization in communication, business, or fundraising, a CFRE (or similar) designation, and/or specific fund-raising experience in a hospital/health care environment.
- You are persuasive and professional in your writing, presentation, and communication skills and have successfully developed written materials, reports, and resources for a variety of audiences.
- Although you work independently to articulate and drive new initiatives or enhance existing programs, you remain a committed team member and provide an appropriate level of support to ensure the success of other fundraising professionals on your team. We are a highly collaborative environment and you demonstrate a willingness to work as a part of a cohesive team with colleagues and volunteers alike. Your professional approach is based on tact, discretion, and sound judgement, building a foundation for positive relations.
- Given your experience, you have well-established project management skills with the ability to manage multiple demands in a dynamic and time-sensitive environment. Hands on experience with Raiser's Edge Software is required along with the ability to build queries and reports. Of course, you have working proficiency in the Microsoft Office Suite of products including Outlook, Excel, PowerPoint, and Word. Experience in SharePoint would be considered an asset.
- Finally, we hope that, in reading our job ad, you love who we are, what we do, and are inspired to apply for this role. We work hard and have high expectations of ourselves, but have fun along the way. The entire team at the Foundation truly embraces the mission and vision to enhance care for children and families. Join us as we work towards achieving that vision.

To be considered for this amazing opportunity, submit your resume along with a cover letter outlining what makes you our ideal candidate. Please include your compensation expectations for this role. Applications for this role will be accepted until the close of business on February 12th, 2021.

We thank all applicants for their interest and will contact those selected for interview. Please visit the [Alberta Children's Hospital Foundation](https://www.albertachildrenshospitalfoundation.org/) website for further information about our team and organization.