



### **We're in the business of changing lives**

The QEII Foundation inspires generosity to advance health care through the QEII Health Sciences Centre (QEII) – Atlantic Canada's leading healthcare institution. Renowned for its innovation and leadership in philanthropy, the Foundation is currently seeking a highly motivated and qualified individual to join our dynamic team of professionals as our **Director, Major Gifts**.

The QEII Foundation is in the early stages of Atlantic Canada's largest fundraising campaign for health care and are fortunate to be working with some of the region's most passionate business and community leaders.

### **Join our team of passionate and dynamic fundraising professionals**

The QEII Foundation encourages and welcomes applications that reflect the diversity of our community. Reporting to the Vice President, Philanthropy, the Director, Major Gifts is a member of the senior management team responsible for the overall leadership and growth of the Major Gifts program, by inspiring and leading the team of two Major Gift Officers and Manager, Donor Relations & Stewardship. Specifically, the role will pave the path for growth by leading the planning & management of key relationships, and engaging potential leadership donors, to develop cultivation and solicitation plans for potential donors and manage the overall major gift program pipeline aligned with our significant campaign.

#### Key Responsibilities

- Work closely and collaboratively with the Foundation's Vice President, Philanthropy. Play a key role in driving, monitoring and adapting an ambitious campaign strategy, by working with QEII/Nova Scotia Health leaders, as well as individual QEII Foundation Volunteer Board of Directors and campaign volunteers to develop strategies that advance the mission of the health centre and the Foundation.
- Play an active role engaging with, motivating and supporting volunteer campaign leadership including prospect identification, cultivation, solicitation and stewardship of both individual and corporate donors.
- Work closely with the Senior Director, Gift Planning; Director, Annual Programs; Manager Donor Relations & Stewardship; Manager, Research & Analytics; and Manager, Special Events, to create a comprehensive, collaborative development program.
- Hire, coach and mentor a talented team of major gift staff.
- Develop positive and meaningful relationships with donors, identifying opportunities for engagement, regionally, nationally and potentially internationally.

- Develop positive relationships with physicians and internal QEII staff to build strong relationships with grateful patients.
- Assess current donor strategies and develop new elements and revisions to attract new growth and to upgrade current donor giving.
- Work with Manager, Research & Analytics to develop the major gift pipeline of potential donors for the capital campaign.
- In collaboration with Manager, Research & Analytics, use data analytics to drive business decisions that will elevate the major gift program, while ensuring integrity and security of the donor database.
- Develop and produce various campaign and related reports for analysis.
- Develop a comprehensive stewardship program for major gift donors.
- Develop yearly business plans, including performance metrics that align with the overall strategic plan for the organization. Support the major gift team on performance management to ensure yearly metric targets are tracked and met.
- Provide mentorship to the QEII Foundation team as we lead into the campaign.

The successful candidate will bring a minimum of eight years of experience, working at a similar level within a complex organization; a track record of success; and a reputation as an engaging and inspiring professional with true leadership qualities.

The incumbent will demonstrate a high level of professional motivation; sound ethical practices; superior written and verbal communication skills; and a high degree of management expertise. The candidate will bring a heavily donor/community-centered philosophy to all day-to-day activities and will understand how to align the organization's fundraising needs with a donor's charitable goals. The candidate will also demonstrate a high level of emotional intelligence and is passionate about healthcare philanthropy.

The salary range for this position is \$73,207 - \$101,677 dependent upon your relevant qualifications and experience. The QEII Foundation offers a highly collaborative and supportive atmosphere, the opportunity for professional growth and development, and a competitive benefits package. We thank all applicants but only those selected for an interview will be contacted.

If you demonstrate the above attributes and are interested in exploring this career opportunity to make a meaningful difference, we'd like to hear from you. Please forward a cover letter and resume to Jennifer Keeping, Manager Administration at [jennifer.keeping@qe2foundation.ca](mailto:jennifer.keeping@qe2foundation.ca). **Application deadline is October 22, 2021.**

The QEII Health Sciences Centre Foundation is a non-profit charitable organization established to strengthen the QEII Health Sciences Centre's ability to provide health care of the highest quality across Atlantic Canada. With financial support from all levels of the community, the QEII Foundation helps fund new technologies, medical research, innovation and professional education that contribute to life-changing moments experienced every day by patients and their loved ones at the QEII. Inspired by the patient stories and the passion shown by the QEII's health care teams, the QEII Foundation staff and Board of Directors continue to achieve 100% participation in giving. By working together with people who share a vision of better health, the Foundation strengthens care delivered at the QEII, improving the health and lives of Atlantic Canadians. [QE2Foundation.ca](http://QE2Foundation.ca)