



Are you interested in joining a team where you are improving lives by propelling meaningful healthcare advancements within our community? At **Calgary Health Foundation**, that is what we do! Through collaboration, philanthropy, and strategic investment, we enable new levels of excellence across the entire healthcare system, all to enhance outcomes and build healthier communities.

We are growing and have exciting career opportunities within many areas and functions. If you are ready to make a difference in the community in which you live and work, please apply today.

### **THE OPPORTUNITY: Senior Philanthropy Advisor, Major Gifts**

Calgary Health Foundation is looking for a dynamic, energetic, and experienced Senior Philanthropy Advisor to join our growing Major Gifts team. Passionate about health care and driven to inspire philanthropy that will improve the health and lives of patients and families, as a Senior Philanthropy Advisor, you will advance the mission of Calgary Health Foundation by fostering strong relationships to generate philanthropic support. Managing approximately 80 - 120 prospects/donors consisting of individuals, foundations, and corporations, you will play a leading role in growing a dynamic giving portfolio through active identification, cultivation, solicitation and stewardship strategies and tactics.

Key accountabilities of the role include:

- **Actively manage and grow a portfolio of 80-120 donors and prospects**, with a focus on, major (\$10,000 - \$999,999) and leadership (\$1,000,000+) gifts.
- Utilizing principles of relationship management, **meet individually with current and prospective donors to build meaningful relationships, identify philanthropic interests and align donor objectives** with the Foundation's priorities.
- **Work collaboratively with the Research Team to identify and qualify individual and corporate prospects** based on capacity, interest, linkage, and readiness for major and/or legacy gifts.
- **In partnership with Donor Relations & Community Engagement, build stewardship strategies** for qualified major gift prospects and ensure that all donors in the portfolio are recognized according to the relevant donor recognition vehicles
- **Prepare relevant activity and financial reports.**
- **Identify, engage, coach, and support influential community leaders** in fundraising activities including AHS partners.

## THE IDEAL CANDIDATE

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The ideal candidate has proven fundraising success, is highly organized, takes initiative, and works equally well independently as well as collaboratively with others. Possessing exceptional interpersonal and communication skills, an analytical mindset with strong problem-solving capabilities, and the ability to accurately manage multiple projects with competing deadlines, the successful candidate will bring creativity and energy to grow and sustain donor engagement and commitment.

Additional qualifications:

- Bachelor's degree in a relevant field (i.e. business, communications, marketing, public relations).
- A minimum of 5 years' direct fundraising/ or sales experience.
- Experience with donor/client relationship databases such as Raiser's Edge is highly desirable.

**If this sounds like you, please apply by no later than July 26<sup>th</sup>, including a cover letter and résumé via:**

- LinkedIn (preferred): [Senior Philanthropy Advisor, Major Gifts](#)

OR

- by email in confidence to [careers@calgaryhealthfoundation.ca](mailto:careers@calgaryhealthfoundation.ca).

## ADDITIONAL INFORMATION

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It is expected that the starting salary for this position will be in the range of \$85,000 to \$100,000, aligned with the successful candidate's experience and skill set.

**Calgary Health Foundation** is a community-based charity raising funds to advance our city's healthcare. For more information about Calgary Health Foundation, please visit [www.calgaryhealthfoundation.ca](http://www.calgaryhealthfoundation.ca), or find us at on social media @yyc\_health and calgaryhealthfoundation.

Our team is made up of people-minded, empathetic, and innovative contributors. We are an equal opportunity employer, and we strive to create an inclusive culture for all employees. We believe that diversity and collaboration amongst our teams drives innovation and transformation.

If this posting describes your background, skills and attributes please visit our website for more information and submit your resume and cover letter. If it doesn't describe you exactly but you feel you are well suited to this opportunity, we encourage you to apply.