



We're looking for individuals who bring fresh ideas, enthusiasm, passion, and dedication to making a difference. Be a part of a team driven by donor impact, healthcare innovation and purpose! 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 with a view to enhance outcomes and build healthier communities.

We are growing and we 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 an 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 75-100 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 75-100 donors and prospects**, with a focus on, major (\$10,000 - \$999,999) and principal (\$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 and 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.

THE IDEAL CANDIDATE

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 April 18, 2025, including a cover letter and résumé via:

- LinkedIn (preferred): [Senior Philanthropy Advisor, Major Gifts | Calgary Health Foundation](#)

OR

- by email in confidence to careers@calgaryhealthfoundation.ca.

WHY JOIN US?

At Calgary Health Foundation, we believe in the power of philanthropy to transform healthcare and improve lives. As a nonprofit organization dedicated to funding breakthrough medical research, life-saving equipment, and innovative health programs, we are driven by a shared purpose: to advance healthcare for better lives.

When you join our team, you become part of a passionate group of professionals committed to making a tangible difference in our community. You'll work in a dynamic, collaborative environment where your skills and ideas help shape the future of healthcare in Calgary.

What We Offer:

- **Meaningful Impact** – Your work directly contributes to improving patient care, supporting medical innovation, and advancing life-saving healthcare initiatives.
- **Collaborative Culture** – We foster a supportive, purpose-driven workplace where teamwork and shared success are celebrated.
- **Professional Growth** – We invest in our people through mentorship, learning opportunities, and career development.
- **Work-Life Balance** – We offer flexibility and benefits that prioritize your well-being.
- **A Passionate Community** – Be part of a team that is inspired by the stories of those we help and the donors who make it possible.

If you're looking for a career that combines purpose with professional growth, join us and help shape the future of healthcare in Calgary.

ADDITIONAL INFORMATION

It is expected that the starting salary for this position will be \$85,000 - \$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, or find us at on social media @yyc_health and calgaryhealthfoundation.

If this posting describes your background, skills and attributes please visit our website for more information and submit your resume and cover letter.