

Development Officer, Mid-Level Giving

Full-Time Permanent

THE OPPORTUNITY:

Are you driven by the desire to make a direct and lasting impact on the lives of patients and their families? Do you have a passion for healthcare transformation and a knack for forging meaningful relationships? If so, London Health Sciences Foundation (LHSF) is looking for you. The Development Officer, Mid-Level Giving is a pivotal role in fueling our mission to enhance patient care and outcomes through strategic fundraising.

As Development Officer, Mid-Level Giving, you'll be at the forefront of catalyzing positive change in healthcare. We want someone who finds fulfillment in making a difference and thrives on building connections with like-minded individuals who are dedicated to changing lives. This role will engage with donors who believe in the power of philanthropy to transform patient care and to create meaningful giving opportunities aligning with their values and aspirations. You'll be part of a dynamic team that's not only raising crucial dollars, but also propelling London Health Sciences Centre (LHSC) into a future where healthcare reaches new heights of excellence.

Imagine being the bridge between compassionate individuals who want to make a difference and the groundbreaking advancements in healthcare that will impact countless lives. Your contributions will shape the trajectory of our institution and your ability to effectively communicate the importance of philanthropy in healthcare will lead to lasting change. If you're ready to seize this opportunity, channel your passion into purpose and be part of a transformative team, we invite you to embark on this exciting chapter with us.

REPORTS TO: Associate Director, Development

IDEAL CANDIDATE PROFILE:

- Successful completion of post-secondary degree or diploma and/or equivalent related work experience.
- Additional studies in fundraising through a recognized program an asset.
- Minimum 4-5 years of direct fundraising and/or sales experience
- Self-motivated with a passion for healthcare.
- Highly organized; takes initiative; detail oriented; works independently; problem solver
- Proficient in the use of all computer productivity tools including Microsoft Office Suite.
- Working knowledge and/or experience with Raisers Edge an asset.
- Ability to manage multiple projects with competing deadlines with a high degree of accuracy.

- Ability to interact effectively with all levels of the organization at LHSF and LHSC, members of the public and the ability to maintain confidentiality.
- Excellent interpersonal and communication skills; must be articulate and confident in written and verbal communication.
- Ability to work effectively as part of a fundraising team.

Functions/Duties: *(not in priority order or percentage of time)*

- Develops and executes strategies and tactics to identify, qualify, cultivate, solicit and steward mid-level gifts (\$1,000 - \$25,000), with a focus on individuals, foundations, small/medium businesses and industry partners.
- Actively manages a portfolio of 200-250 donors/prospects with a focus on building meaningful personal relationships.
- Develops and maintains a good working knowledge of all fundraising priorities.
- Evaluates, recommends, and implements innovative, mid-level giving strategies.
- Works closely with Director, Donor Experience to ensure appropriate recognition and stewardship of assigned donors.
- Monitors and actively engages in the moves management of donor/prospects focusing on exceeding defined key performance metrics.
- Maintains donor database (Raisers Edge) with timely and accurate notes to reflect activity.
- Prepares relevant activity and financial reports.

Other Responsibilities:

- Acts as an ambassador throughout the community, positively representing the Hospital and the Foundation.
- Work as a team player promoting a positive and professional work environment and conduct role with integrity and respect.
- Other duties as assigned from time to time to meet the overall goals and objectives of the London Health Sciences Foundation.
- Abide by the policies and procedures of the LHSF and LHSC.
- Abide by the *Occupational Health and Safety Act*, and work in a manner that is safe, reporting incidents immediately to direct supervisor.
- Operate within culture and core values of the organization.

To apply for this position please submit a resume and cover letter detailing your experience to Nancy Foran, Executive Assistant, nancy.foran@lhsc.on.ca

DEADLINE TO APPLY: 5:00 pm on Friday May 30, 2025.

ABOUT LONDON HEALTH SCIENCES FOUNDATION (LHSF)

As the charitable arm of London Health Sciences Centre (LHSC), we at London Health Sciences Foundation (LHSF) strive to enhance the standard of care for patients at our hospital. With your generosity, we support the development of critical initiatives such as ground-breaking research, state-of-the-art equipment, specialized care with personalized treatment options and the education of our next generation of clinicians.

It is through the hope and kindness of our donors that the health and lives of patients at LHSC are impacted, today and tomorrow. We are committed to honouring your compassion with acts of gratitude, stewarding with respect and reporting with honesty, transparency and accountability.

On behalf of LHSC, the communities it serves, and the individuals whose lives are impacted by its work, we:

- **Nurture** kindness and empathy with initiatives that help those in need, today and tomorrow.
- **Champion** gratefulness with legacy choices and commitments that can transform lives.
- **Inspire** optimism with meaningful relationships and creative partnerships.
- **Serve** as trusted stewards committed to responsible, respectful cultivation and engagement of our donor community through accountability, reporting, acts of gratitude and milestone celebrations.

Our Beliefs

You are the difference.

Your hope creates possibilities. Your compassion generates strength. Your commitment builds resilience. Because you believe, others thrive.
Making a difference for another person is both noble and joy filled.
It matters deeply.

We honour your kindness and empathy...

With initiatives to help those in need, today and tomorrow.

We fulfill your gratefulness...

With legacy choices and commitments that can transform lives.

We celebrate your optimism...

With meaningful relationships and creative partnerships that prove there are no boundaries to what can happen next.
But it's you – your heart and spirit – who creates the dignity, the support and the love that enriches the lives of your family, your friends, your neighbours and your community.

You choose to care.

We're here to serve that choice and the powerful difference it will make.