



POSITION PROFILE

Senior Development Officer, Major Gifts London Health Sciences Foundation

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PRESTON HUMAN CAPITAL GROUP



Position Overview



Organization:	London Health Sciences Foundation
Title:	Senior Development Officer, Major Gifts
Reports To:	Director, Major Giving
Location:	747 Base Line Road East, London, ON. 2x a week (Monday, Wednesday are anchor days), in office. 4-5x a week in office for first 90 days.
Compensation:	\$72,000 - \$90,000 plus HOOPP, comprehensive benefits and vacation. Compensation will be determined commensurate with experience.
Use of AI:	Artificial intelligence is not currently used to screen, assess or select applicants at any stage of the hiring process.

Is This You?



Are you a self-motivated high achieving major gift fundraising or sales professional who loves to accomplish goals and reach targets? Do you enjoy being on a team full of likeminded professionals who are creative, passionate, fearless and are highly collegial and strategic? Are you unafraid to pick up the phone and speak to anyone? You believe in a door knock approach because you are the type to come prepared to respond to questions – no matter what their interest in your organization may be. You are highly professional, polished and conduct yourself with a high degree of tact and diplomacy. Do you listen first, speak second, ask great questions, and connect the dots?

Are you known for your excellent written and verbal skills? Do your colleagues turn to you for advice on 'the pitch' and are you known among your peers as a highly competent and approachable colleague? Do you take pride in your work and the relationships you have built along the way? Are you collaborative, high energy, strategic, hardworking, and dedicated?

Above all, you have a proven track record in closing the gift (or making the sale). You know the ingredients that are needed to come to a positive outcome. You understand

the nuance and different approach that is needed when working with individuals and corporations and you are very good at adapting your style accordingly.

Can you see yourself being a passionate member of a Hospital Foundation who are dedicated to supporting a world-class health sciences centre committed to caring and innovating for the world?

If this is you, please read on...

The Organization



As the charitable arm of London Health Sciences Centre (LHSC), London Health Sciences Foundation (LHSF) strive to enhance the standard of care for patients at their hospital. Through donor generosity, they 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 the next generation of clinicians.

It is through the hope and kindness of their donors that the health and lives of patients at LHSC are impacted, today and tomorrow. The Foundation are committed to honouring donors' 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, they:

- 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 their donor community through accountability, reporting, acts of gratitude and milestone celebrations.

The Position



The Senior Development Officer, Major Giving (SDO) is a reimagined role and will report to the Director, Major Giving. The SDO will work collaboratively and strategically as a key member of the Major Gifts team, to identify, cultivate, solicit and steward gifts

\$50,000+ from individuals and corporations. This position will inherit a pipeline of donors, representative of key priority areas of the hospital. The SDO will be responsible for managing this pipeline of prospects, and they will work closely with LHSF staff, volunteers and physicians to motivate and inspire donors to give at significant values. The successful candidate will be highly collaborative, mission motivated and metrics/goals focused. Ideally, they will have experience within a philanthropic environment, but it's not critical. If they do not possess this direct experience, they will come from another sales focused role where client service and integrity are deeply valued.

Key Accountabilities



Fundraising (Sales) and Donor Activity:

- Identify, cultivate, solicit and steward gifts \$50,000+ from individuals and corporations to support key priority portfolios of the hospital.
- Manage a personal portfolio of approximately 100-120 major giving level donors and prospects.
- Develop and implement comprehensive cultivation, solicitation and stewardship plans for each assigned donor/prospect.
- Liaise with Donor Experience staff to ensure that donors are provided with appropriate recognition and stewardship.
- Partner with Marketing and Communications staff to develop proposals and stewardship reports.

Hospital & Clinical Relationships:

- Develop an understanding of the educational, research, clinical and financial needs and goals of LHSC with a focus on specific assigned priorities within key clinical service areas.
- Collaborate regularly with Hospital leadership, physicians and staff to identify fundraising priorities and match approved priorities to the interests and passions of assigned donors/prospects.

Administration and Teamwork:

- Be a positive role model for junior staff and mentor Development Officers.
- Input activity in Raiser's Edge (CRM) to report on progress toward achieving activity and financial objectives.
- Assist in the development of goals and strategies for the development department.

Other Responsibilities:

- Work as a team player promoting a positive and professional work environment and conduct role with integrity and respect.
- Act as an Ambassador throughout the Community, positively representing the Hospital and the 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.
- Other duties as assigned to meet the overall goals and objectives of the London Health Sciences Foundation.
- Operates within culture and core values of the organization

The Ideal Candidate



- Successful completion of post-secondary degree or diploma, or equivalent related work experience. CFRE designation an asset but not a requirement.
- Minimum 5 years of experience in major gift fundraising OR sales in a for-profit context.
- Demonstrated excellent communication skills (verbal and written).
- Excellent interpersonal skills and very strong person to person relationship-building skills.
- Ability to work with senior leaders, physicians, and other foundations effectively and collaboratively.
- Ability to attain financial and program goals within prescribed timelines.
- Experience working with volunteers and volunteer committees/boards in a wide range of capacities.
- Excellent organizational and planning skills with demonstrated ability to prioritize multiple and changing demands.
- Proven ability to exercise diplomacy and good judgment, a team player.
- Ability to work independently, high initiative.
- Proficient in the use of all corporate productivity tools including Microsoft Office Suite as well as Raiser's Edge or other CRM systems considered an asset.
- Ability to maintain confidentiality.

Application Instructions



London Health Sciences Foundation encourages applications from individuals reflecting the diversity of their community. London Health Sciences Foundation is committed to fair and accessible employment practices and when requested, will make reasonable effort to accommodate people with disabilities during the

recruitment and assessment processes when filling positions. Please advise Lindsay Preston (lindsay@phcap.ca) if you require accommodation.

Preston Human Capital Group is conducting this search on behalf of London Health Sciences Foundation. If you are looking for an outstanding challenge and meet the qualification criteria, we look forward to hearing from you. Please include a cover letter and CV addressed to Lindsay Preston at lindsay@phcap.ca. The posting closes on March 20, 2026. Please note that only candidates selected for an interview will be contacted. Thank you for your interest.