

Senior Development Officer, Major Giving

Full-Time Permanent

THE OPPORTUNITY

Are you a self-motivated high achieving major gift fundraiser 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? If so, London Health Sciences Foundation is hiring a Senior Development Officer, Major Giving (SDO).

The Senior Development Officer, Major Giving (SDO) is a strategic and collaborative member of the Major Giving team responsible for identifying, cultivating, soliciting, and stewarding significant philanthropic investments from individuals, corporations and foundations. The SDO develops and manages a portfolio of donors and prospective donors, building meaningful relationships that inspire transformational giving in support of the Foundation's mission, vision and strategic priorities.

Working closely with Foundation staff, volunteers, physicians and organizational leaders, the SDO engages donors through customized cultivation and stewardship strategies that strengthen long-term partnerships and maximize philanthropic impact. The SDO is highly motivated fundraising professional who thrives in a collaborative environment, demonstrates exceptional relationship-building skills, and is committed to achieving ambitious revenue goals and performance metrics.

REPORTS TO: Director, Major Giving

Key Functional Relationships:

Works with:

- Senior Leadership Team
- Senior Management Team
- Development Team
- Donor Experience Team
- Finance and Operations Team
- Marketing and Communications Team
- Hospital Staff and Physicians

Contacts:

- Donors
- Volunteers
- Hospital Staff

Skills / Experience / Qualifications:

- Successful completion of post-secondary degree or diploma, or equivalent related work experience. CFRE designation an asset but not a requirement.
- Minimum of 5-7 years of progressive major gift fundraising experience.
- Proven ability to cultivate, solicit and steward major gift donors while building strong long-term and meaningful donor relationships.
- Proven ability to secure significant and transformational philanthropic gifts.
- Exceptional verbal and written communication skills.
- Excellent interpersonal skills, and very strong person-to-person relationship-building skills with the ability to engage and influence a diverse range of stakeholders.
- Demonstrated ability to work effectively and collaboratively with senior leaders, physicians, and community partners.
- Demonstrated ability to exercise diplomacy, sound judgment and maintain confidentiality.
- Ability to successfully attain fundraising revenue and program goals within established timelines and performance expectations.
- Experience working with volunteers and volunteer committees and boards in a wide range of capacities.
- Excellent organizational and planning skills with demonstrated ability to prioritize multiple and changing demands.
- Self-motivated and results oriented, with the ability to work independently while contributing positively to a collaborative team environment/team player.
- Proficient in the use of all corporate productivity tools including Microsoft Office Suite, as well as Raiser's Edge or other comparable CRM systems, considered an asset.

Functions / Duties *(not in priority order or percentage of time):***Fundraising and Donor Activity:**

- Identify, cultivate, solicit and steward transformational philanthropic investments from individuals, corporations and foundations to support key priorities of the hospital.
- Manage a personal portfolio of approximately 120-150 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, and grateful patients.

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:

- Act 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.
- Operates within culture and core values of the organization.

Salary Range: \$38.44 - \$48.71

To apply for this position please submit a resume and cover letter detailing your experience to Tracy Manchen, Executive Assistant, tracy.manchen@lhsc.on.ca

DEADLINE TO APPLY: 5:00 pm on Monday, October 5, 2026

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.