

# SENIOR DEVELOPMENT OFFICER – CORPORATE PARTNERSHIPS

## THE OPPORTUNITY

Are you a go-getter who thrives on maintaining and cultivating strategic partnerships with respected community leaders and organizations? Are you passionate about collaborating and innovating through long-lasting relationships with meaningful partners across the community? If so, London Health Sciences Foundation is looking for a dynamic, energetic and experienced **Senior Development Officer, Corporate Partnerships** to continue expanding our organization's reach while setting up our partners for success. The Senior Development Officer, Corporate Partnerships will manage a portfolio of approximately 125-150 corporate donors with an annual fundraising goal of \$2.0-\$2.5 million.

The Senior Development Officer, Corporate Partnerships will be passionate about health care and driven to inspire philanthropy that will improve the health and lives of patients and families at LHSC. They will play a key role for inspiring both corporate philanthropy and corporate sponsorship. Your tenacity to create continuous, irresistible value will enable both our organization and our external partners to be consistently satisfied.

**REPORTS TO:** Director of Development

## IDEAL CANDIDATE PROFILE

### Skills / Experience / Qualifications

- Successful completion of post-secondary degree or diploma, or equivalent related work experience required.
- 5+ years of experience in major gift fundraising with demonstrated success in securing investments of \$25,000+. **Corporate partnership experience is an asset.**
- Must have a great interest in gaining in-depth understandings of the partners' overall business needs.
- Ability to critically and creatively think of innovative solutions for the Foundation and external partners.
- Excellent interpersonal skills with passion for both corporate philanthropy and sponsorship.
- Experience in sales environment with demonstrated and proven results also considered.
- Excellent written and verbal communication skills.
- Comprehensive understanding of sales and business development.
- Track record of problem-solving and partnership negotiation.
- Strong ability to build relationships with frequent phone, email and in-person interactions.
- Basic understanding of the Ontario health care system.
- Demonstrated track record of achieving annual budget targets.
- Experience in creating and presenting compelling proposals to donors and/or customers.
- Strong sense of teamwork and collaboration.
- Proven ability to exercise diplomacy, good judgment and maintain confidentiality.
- Keen understanding and experience in how to identify and grow meaningful corporate partnerships.
- Ability to work independently and make sound decisions to achieve goals.
- Ability to multi-task and work effectively on a variety of priority projects with competing deadlines while maintaining a high degree of accuracy.
- Proficient in the use of all corporate productivity tools including Excel, Word, PowerPoint, as well as Raiser's Edge or other donor database management systems.

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

- Partners with Marketing and Communications staff to develop customized proposals and stewardship reports.
- Identifies, cultivates, solicits and stewards a portfolio of approximately 125-150 corporations focused on event sponsorship and corporate philanthropy.
- Actively stewards and engages existing corporate partners to renew and grow support.
- Assertively identifies and inspires new corporate support.
- Leads solicitation and stewardship presentations as well as development of customized collateral for current and prospective corporate partners.
- Develops and implements comprehensive plans for identifying, cultivating, soliciting and stewarding gifts from corporations to meet objectives.
- Liaises with Donor Relations and Stewardship staff to ensure corporate philanthropy donors are provided with appropriate recognition and stewardship.
- Liaises with Community Events to provide strategic support to third party event committees and helps pursue sponsorship opportunities for third party events as appropriate.
- Leads the development and execution of signature event sponsorship strategy including, but not limited to:
  - Liaising with Signature Events staff and executive event volunteers to identify and recognize sponsors.
  - Retains and upgrades existing sponsors.
  - Proactively identifies and solicits new sponsors.
  - Ensures Sponsorship Agreements are developed and executed in a timely fashion and tracks payments to ensure that sponsorship dollars are received prior to the event.
  - Develops and maintains a sponsorship recognition and benefit strategy for event sponsorship.

**Other Responsibilities**

- Works as a team player promoting a positive and professional work environment.
- Conduct role with integrity and respect.
- Ambassador within Community representing the Hospital and Foundation.
- Abides by the policies and procedures of the LHSF and LHSC.
- Abides by the *Occupational Health and Safety Act*, work in a manner that is safe and reports incidents immediately to direct supervisor.
- Other duties as assigned from time to time in order to meet the overall goals and objectives of the London Health Sciences Foundation.

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](mailto:nancy.foran@lhsc.on.ca)

**DEADLINE TO APPLY: 5:00 pm on Friday, August 20th.**

## 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.