

Job 2022-2278: Donor Development III

Detail: General Information

Job Code	001932
Job Posting Title	Donor Development III
Formal Job Title	Donor Development III
Job Folder	Approved
Hire Type	Replacement
# of Openings	1 (1 remaining)
Shift	Day

Detail: HR Data

Category (Portal Searching)	Donor Development
Position Type (Portal Searching)	Regular Full-Time
FLSA Status	Exempt
Requisition ID	2022-2278

Detail: Assignment

Recruiter	<a href="mailto:Nora.Sarieh@shrinenet.org">Nora Sarieh, noor.sarieh@shrinenet.org</a>
Hiring Manager	<a href="mailto:Nora.Sarieh@shrinenet.org">Nora Sarieh, noor.sarieh@shrinenet.org</a>
	<a href="#">Pasadena</a>
Location	909 South Fair Oaks Avenue Pasadena, California 91105 United States
New Hire Category	<a href="#">Exempt Hire</a>
Offer Preparer	<a href="mailto:Nora.Sarieh@shrinenet.org">Nora Sarieh, noor.sarieh@shrinenet.org</a>

Detail: Offer Settings

Offer Template List

[Offer letter Benefits-Eligible EXEMPT](#)

Detail: Compensation

Min	USD \$120,000.00/Yr.
Max	USD \$180,000.00/Yr.

Detail: Requirements

Remote	No
--------	----

Description: Job Description

Company Overview

Shriners Children’s is a family that respects, supports, and values each other. We are engaged in providing excellence in patient care, embracing multi-disciplinary education, and research with global impact. We foster a learning environment that values evidenced based practice, experience, innovation, and critical thinking. Our compassion, integrity, accountability, and resilience defines us as leaders in pediatric specialty care for our children and their families.

Job Overview

This position identifies and cultivates prospective donors in the local community from whom to solicit gifts. Nurture donor relationships through regular contact, communication and recognition. For the purpose of fund raising, develops and maintain relationships with hospital-affiliated Shriner Temples and the local community. Responsible for following and fulfilling the objectives and goals disseminated by Shriners Hospitals for Children's national and local boards as well as the Corporate Director of Donor Development. Directs, mentors, trains and supports a hospital — based development assistant. The position requires the willingness and ability to travel as needed and willing to occasionally work evenings and weekends when necessary.  
Salary Range: \$120,000 - \$180,000

#### Responsibilities

- Develops, builds and maintains a comprehensive, hospital-based donor development program focused on major gifts, planned gifts, annual giving and corporate and foundation giving.
- Responsible for developing and implementing long and short-range operational plans to strengthen and grow major gifts and planned giving programs.
- Identifies, cultivates and stewards prespect relationships through personal visits, and written and oral communication for the purpose of obtaining fundraising gifts to support SHC.
- Possesses a strong working knowledge of ways to make planned gifts, including Charitable
- Gift Annuities (CGA's) charitable trusts, bequests, real property, etc.
- Demonstrates a solid performance record for closing major gifts at levels of six and seven figures and higher.
- Plans and implements "moves management" strategies for identification, cultivation, timely solicitation and stewardship of prospects and the \$5,000 level or more to increase their level of support.
- Demonstrates a strong performance record for building relationships with and obtaining gifts from corporations and foundations.
- Develop solicitation priorities and donor/prospect visitation schedules for the top level staff and volunteer board members.
- Initiates, develops, and maintain cooperative relationship with hospital-affiliated Shriner Temples (fraternal organizations), local hospital Donor Development Committee, and within the local community for the purpose of raising philanthropic monies.
- Recruits members and provides staff support for volunteer committees and councils such as Hospital Donor Development Committee, Community Advocacy Council, Capital Campaign Committee, etc.) designed to provide assistance and support for hospital fundraising.
- Provides staff support for hospital fundraising committees.
- Develops outreach activities aimed at increasing the number of donor prospects at all giving levels.
- Assists the Corporate Director, Senior Regional Director of Donor Development or the
- Director of Planned Giving and Major Gifts in the management of specific solicitations and other programmatic elements,
- Directs, mentors, trains and supports a hospital-based Development Assistant. Completes an annual job performance appraisal and provides performance feedback to Development Assistant.
- Works closely with the Hospital Administrator, Board of Governors Leadership, and the Senior Regional and Corporate Directors of Donor Development in responding to strategic hospital and corporate institutional priorities by meeting annual donor activity and philanthropic revenue goals.
- Responsible for providing required reports in a timely manner to Regional Director of Development for submission to the corporate Donor Development Department.
- Ensures records of all donor-related activities and gifts are recorded accurately and timely in SHC's central donor development database.

#### Qualifications

- At least seven (7) years of progressively responsible fundraising experience, with at least five (5) years' experience working with major giving and planned giving programs.
- A demonstrable track record of fun-raising accomplishments is essential, including experience in building a major gifts program into a core component of philanthropic activity.
- Experience closing major and planned gifts from individuals, a working knowledge of all planned giving vehicles and prior experience with Charitable Gift Annuities Program is essential.
- Prefer experience in healthcare fundraising and supervisory experience.

Education:

Bachelor's degree or equivalent of education and experience required.

Graduate degree in a related field preferred.

Professional development accreditation preferred.

Updated: 1/19/2023 10:05 AM  
Created: 9/29/2022 3:18 PM