

Director Development - Philanthropy | Sharp Coronado Hospital

Apply at: <https://bit.ly/3PI5RPY>

What You Will Do

Lead and direct the comprehensive fundraising programs at Coronado Hospital Foundation (CHF) to meet annual fund-raising goals that provide support to Coronado Hospital.

Required Qualifications

- Bachelor's degree or equivalent experience.
- 5 years of progressive fund-raising and philanthropy experience with a proven track record of success.
- Experience in working with volunteers is important.

Essential Functions

- **Responsible for the success of all major, campaign and planned giving** fundraising initiatives through leadership of donor identification, cultivation, solicitation and stewardship. Provide overall leadership for the fundraising program including; execution of Management Services agreement; annual giving programs, administrative functions, board and board committees such as Executive, Nominating, Membership and serve as key liaison for the implementation of the OPA agreement with the City of Coronado. Provide staff leadership to appropriate Coronado Hospital physicians and leaders.
- **Provide leadership to hospital CEO, physicians, volunteers and hospital** leadership team to develop and manage a comprehensive Coronado Hospital strategic plan, case statements, collateral materials, and stewardship plan to meet the hospital's fundraising goals. Identify, cultivate and solicit major/planned/campaign gift donors in collaboration with executive leadership, physicians and volunteers. Establish and maintain strong relationships with donors to steward existing gifts and create opportunities for future philanthropic support. Create effective solicitation approaches to include planned giving strategies in conjunction with hospital and

physician leadership. Recruit and train volunteer leadership to support philanthropic programs.

- **Provide oversight to annual giving program** to assure a consistent message regarding fund raising priorities and activities. Develop and implement strategic messaging for all annual giving activities including direct mail, employee giving, special events, guardian angel program, Partners program and general foundation communications (newsletters, web site, acknowledgement letters, annual report).
- **In conjunction with staff at Sharp HealthCare Foundation and with the Management Services Agreement**, direct all administrative functions of CHF including administrative support, gift processing, and general clerical assignments. Supervise Sr. Development Officer, Development Assistant and Development Clerk. Provide leadership for all Board meetings and committee meetings (Executive, Membership, and Nominating) and assist with Finance and Audit committees. Serve as key liaison between CHF and the City of Coronado regarding the implementation of the OPA agreement. Represent the foundation and hospital in the community and other professional organizations and significant organizations to enhance the visibility of Coronado Hospital in the philanthropic community and to attract new donors to CHF. Provide staff leadership to appropriate Coronado Hospital leaders to assure are well versed in fund raising process and able to assist as an allied relationship or in identifying others.
- This position has access to confidential and sensitive information regarding patient data through our system and Raiser's Edge. The employee is expected to access the minimum amount of information necessary to accomplish the job responsibilities which are limited to: patient name, address, dates of services, marital status, spouse name, company, affiliation, and facility. Utilization for fund raising purposes cannot be based on information that may be viewed as a result of access to demographic information.

Knowledge, Skills, and Abilities

- Ability to plan, organize, and direct fund raising organizational activities including excellent organizational and interpersonal skills.
- Must be able to coordinate with allied partners and ask for five figure gifts.
- Have excellent organizational and interpersonal skills.
- Must be able to write effective and successful requests for funding.
- Must be personable, articulate, diplomatic and able to motivate individuals and groups with differing points of view.

- Demonstrated ability to both work with a high degree of autonomy and participate effectively on a team.
- Excellent time management and prioritization skills with strong attention to detail.
- Ability to plan, organize and direct fund-raising or organizational activities.
- Have excellent organizational and interpersonal skills.
- Must be able to formulate and express ideas and concepts clearly and concisely with special sensitivity to the needs of health care.
- Must have excellent analytical skills.
- Must be able to handle multiple priorities.

Questions: email: Connie.Chovan@sharp.com, Executive Recruiter, Sharp HealthCare.

Please only principal inquiries, no agency engagement.

Sharp HealthCare is an equal opportunity/affirmative action employer. All qualified applicants will receive consideration for employment without regard to race, religion, color, national origin, gender, gender identity, sexual orientation, age, status as a protected veteran, among other things, or status as a qualified individual with disability or any other protected class.