

## Director of Leadership Giving

Ajax Pickering Hospital has been a central part of the West Durham community since 1954. A hospital built by the community through their support and volunteer leadership, we have recently expanded with the addition of the Jerry Coughlan Health & Wellness Centre in Pickering and Lakeridge Gardens, a long-term care home in Ajax. With that growth (and more to come) we also have an opportunity to expand our Foundation team. The successful candidate will join a very dedicated team to work at a fantastic community hospital with strong community philanthropic support by individuals, corporations and government leaders. We are part of the Lakeridge Health system of care which includes five hospitals, four emergency departments, three critical care units, a long-term care home, a full range of medical and surgical specialties, more than 20 community health-care locations and a state-of-the-art surgical centre within the Jerry Coughlan Health & Wellness Centre. Lakeridge Health offers some of the broadest and most comprehensive acute care, ambulatory care, and long-term care services in Ontario. We are one of four foundations supporting Lakeridge Health, and our catchment area is West Durham (Ajax and Pickering).

Ajax Pickering Hospital Foundation is seeking an accomplished leader, relationship builder and fundraiser as its Director of Leadership Giving. The Director of Leadership Giving will lead and support a significant revenue-generating strategy as the organization looks towards the future. This leader will be collaborative and recognizes the uniqueness of our growing community and will discover, cultivate and invite community outreach.

The Director of Leadership Giving will contribute to the organization's strategies, plans, and successes by strategically guiding the growth major gifts. Reporting to the CEO, this role will provide leadership, develop strategy, and drive the Ajax Pickering Hospital Foundation towards greater success.

### KEY DUTIES & RESPONSIBILITIES

- Advance the mission, vision, and values of the Foundation.
- Grow the current revenue stream through effective stewardship of existing donors, by strengthening development strategies, and by implementing comprehensive plans to engage new donors through innovative fundraising approaches.
- Personally manage a portfolio of prospects with a variety of gift interests ranging from personal gifts, bequests and insurance to trusts, annuities and complex deferred giving structures.
- Working with the CEO and other Foundation colleagues to develop, cultivate and solicit new gift opportunities in the high six-figure range.
- Diversify the Foundation's donor base to reach our future goals.

- Provide strategic leadership to develop appropriate volunteer structures to develop, maintain, and expand philanthropic relationships with donors.
- Participate in short-term and long-term planning with the CEO.
- Develop annual and multi-year operational and financial plans for Major Gifts that align with the overall business plans.
- Support and contribute to a positive organizational culture

### QUALIFICATIONS & COMPETENCIES

- A minimum of five years progressive experience in the advancement field.
- Experience as an exceptional, proactive fundraiser, with experience in new donor cultivation, engaging new communities, and building a sustainable pipeline.
- Skilled background in identifying strategic business development opportunities and developing and leading such initiatives.
- Demonstrated ability to collaborate effectively with internal and external stakeholders.
- Strong relationship builder who works well in a collaborative environment with donors, staff, committees, external strategic counsel, and external foundations.
- Demonstrated ability to build donor relations across all categories of giving with success in creating strategies that convert donors to higher levels of giving.
- Experience recruiting, and supporting senior volunteers directly involved in gift cultivation, solicitation, and stewardship.
- Proficiency with donor databases and systems.
- Strong communication and presentation skills.
- Passion for health care philanthropy.
- Knowledge of the community is an asset

### COMMITMENT & COMPENSATION

**Time Commitment:** Full Time  
**Location:** Ajax Pickering Hospital  
**Start Date:** July/August 2024  
**Application:** Send to [tpaterson@lh.ca](mailto:tpaterson@lh.ca)