

## Corporate Giving Officer

### About North York General Foundation

Constantly redefining what it means to be a 'community hospital', North York General is a care-hub for our diverse community, an incubator for applied research, an innovation spring board in the health care landscape and destination for philanthropy.

At North York General Foundation, our team of creative and dedicated professionals supports raising and stewarding funds for our incredible hospital. Building on the unprecedented success to-date of our \$150 M Campaign for North York General, we are driving towards the future, planning and investing in programs and infrastructure that will transform how our hospital delivers exceptional care to our growing community. **Are you who we're looking for?**

Are you a creative problem-solver? A compelling story teller? A 'roll-up-your-sleeves-and-get-it-done' type of person? Can you juggle multiple tasks but still find time to 'think big'? Do you wake up in the morning wanting to make a difference? Are you passionate about health care philanthropy?

If you said yes to these, North York General Foundation wants you as our **Corporate Giving Officer**.

### The Position

Reporting to the Director of Philanthropy, the Corporate Giving Officer will contribute to the achievement of our annual business and strategic plans by cultivating and stewarding relationships with, and growing support from, current and future corporate partners.

An enthusiastic, resourceful, out of the box thinker with strong organizational skills is required for this role in order to meet the Foundation's current and future needs.

### **Highlights:**

Be the catalyst for the Foundation's growth in terms of corporate giving:

- Support the acquisition, growth and retention of multi-year corporate partnerships to generate significant revenue in a variety of portfolios, including major gifts.

- Focus on corporate partnerships both across the GTA, and in our more immediate North York community as well.
- Act as our organization's sponsorship expert, collaborate with other portfolios to ensure the coordination of asks, and associated internal processes.
- Develop clear, researched, targeted and effective proposals.
- Identify opportunities for growth and expansion within existing relationships.
- Secure large-scale cause related marketing partnerships that raise significant funds and/or awareness for NYGH.

### **Qualifications:**

- A post-secondary degree and/or diploma that lends itself to the position.
- Campaign and hospital fundraising experience an asset.
- Minimum of 3 years experience working in fundraising.
- Proven success in working closely with medium to large local and national corporations and brands and building marketing strategies, preferably in the not-for-profit sector.
- Understanding of the importance of moves management and prospect pipeline processes, and a commitment to ensuring their integrity.
- CFRE, or working towards a CFRE an asset.
- Understanding of, and adherence to, current finance and accounting principles as they relate to corporate giving.
- Experience with Raiser's Edge or other database management systems.
- Experience within the North York General community preferred.

### **Skills**

- Ability to initiate, analyze, monitor, evaluate and adapt strategic fundraising and stewardship plans.
- Demonstrated exceptional communication skills (verbal and written).
- Excellent interpersonal skills.
- Proven ability to attain financial and program goals within prescribed timelines.
- Experience working with volunteers.
- Proven ability to exercise diplomacy and good judgment.
- Ability to act as an ambassador throughout the community.
- A valid driver's license, use of a reliable vehicle and ability to travel locally is required.

We offer a comprehensive compensation/benefits package, a professional and balanced working environment, and an opportunity to grow with an organization that represents excellence in the not-for-profit and Hospital sector.

To apply for this role please forward your CV and cover letter to [FoundationCareers@nygh.on.ca](mailto:FoundationCareers@nygh.on.ca) by March 1, 2018. Please reference "Corporate Giving Officer" in the subject line.