



# Job Posting

## Director, Corporate Partnerships

### About Children's Health Foundation

Children's Health Foundation (CHF) is the fundraising arm of London Health Science Centre's Children's Hospital, Children's Health Research Institute (CHRI) and TVCC (formerly Thames Valley Children's Centre). Our sole purpose is to raise funds for our healthcare partners to better allow them to fill their missions and to benefit children and their families from across southwestern and northwestern Ontario.

We are part of the Children's Miracle Network and one of the 13 Canadian Paediatric Hospitals forming Canada's Children's Hospital Foundations.

Over the last number of years, CHF has steadily increased our annual fundraising success growing from approximately \$8,000,000 in 2016-2017 to nearly \$20,000,000 in our most recent fiscal year. While we have enjoyed significant success, the needs of our partners continue to increase and we are confident, based on a number of external comparables that we can continue our trajectory of growth.

Donations fund cutting-edge equipment, care enhancing programs and ground-breaking paediatric research at Children's Hospital, TVCC and CHRI. The Foundation helps to ensure better childhoods for kids facing challenges and serious health issues and hope, relief and support for those who love them.

Governed by a highly committed volunteer board of directors, CHF has a staff team of approximately 25 people at various stages of their careers. We are known for our positive work environment and enjoy good pay, exceptional benefits, and an average tenure well above industry norms. We invest strongly in our people and the majority of our management team are internally promoted staff. We are committed to building excellence, transparency and accountability in all areas, including governance, finances, fundraising, staff management and volunteer involvement.

### About the Opportunity/The Role

A dynamic and supportive group, the team at Children's Health Foundation is seeking a self-starter with strong communication skills and a passion for inspiring support in our region for children and families facing serious health issues.

Reporting to the Vice President, Philanthropy, the Director, Corporate Partnerships will drive the planning, implementation, and stewardship of Children's Health Foundation's corporate relationships and Children's Miracle Network portfolios. The Director and Corporate Partnerships team will be responsible to identify, build and manage relationships with corporate donors, securing gifts in support of the Foundation's mission and growth strategy.

The ideal candidate will be personally aligned with the Foundation's values of Gratitude, Respect, Excellence, Authenticity, and Trust. Specifically, they will be

- highly motivated with a superb work ethic and able to work independently and as part of a team.
- thorough, accurate and pay attention to detail in all aspects of their work.
- able to build strong relationships and have exceptional communications skills, a tactful and diplomatic communicator both verbally and in written word.
- organized with strong analytical skills, creativity and excellent time management abilities.

## **Ideal Candidate Profile:**

- Corporate partnership experience is a prerequisite. A minimum of five to seven years direct fundraising experience, with a focus on corporate partnerships.
- University degree, post-secondary diploma or higher, with focus in fundraising, public relations, sales, or other applicable disciplines.
- Progressive growth in the fundraising profession with a demonstrated ability to manage a portfolio of donors/prospects. A track record of successfully securing and activating partnerships of significant value.
- The ability to think strategically to direct new initiatives or enhance existing programs.
- Demonstrated ability to build new and long-term relationships with prospects, donors, and senior level volunteers.
- Goal oriented, with a strong commitment to success. An organized individual with strong analytical skills, attention to detail, creativity, and excellent time management abilities.
- Superior verbal and written communication skills, including public speaking; at ease with senior business leaders and high impact donors and volunteers.
- Strong skills in financial management including budgeting, reporting, and monitoring.
- A CFRE/ACFRE/FAHP designation is an asset.
- Proficient computer skills: Microsoft Office and database software with Raiser's Edge preferred.

## **Key Responsibilities and Accountabilities:**

- Strategic Leadership
  - As a part of the management team, the Director will support an internal culture of empowerment, employee engagement and ongoing development.
  - Sets and implements growth strategies in the local market and beyond ensuring the achievement of activity and revenue targets as an integrated part of the Foundation's fundraising efforts.
- Corporate Partnerships
  - Develops and engages corporate donors and prospects for cultivation, solicitation, and stewardship.
  - Proactively develops and implements strategies that identify, engage, cultivate, solicit, and steward a major gift pipeline of corporate donor prospects in all stages of the development cycle.
  - Works with the Communications team to prepare compelling and strategic corporate donor communications materials including cases for support, tailored proposals, and stewardship reports.
- Children's Miracle Network/Canadian Children's Hospitals Foundations
  - Acts as the Children's Miracle Network Liaison for the purposes of representing CHF at CMN related activities; enhancing CMN national sponsors revenue both locally and regionally; and to introduce CMN initiatives to CHF. Attends CMN functions and meetings as required.

## **Requirements:**

- The nature of the Director's role will require work outside of traditional office hours because of meetings with donors and required attendance at community and Foundation events. Travel will be required. It is expected the incumbent will have access to transportation and use of a vehicle.

## Director, Corporate Partnerships, Job Posting

- This position offers a combination of being office-based and working remotely.
- All Foundation staff are required to be fully vaccinated against COVID-19 unless they have a valid medical exemption.
- A Vulnerable Sector Check is a requirement of employment.

### Salary Range

The Director, Corporate Partnerships annual salary range is between \$90,000 to \$130,000.

You are invited to submit a confidential letter of application and resume to [careers@childhealth.ca](mailto:careers@childhealth.ca) by **October 11, 2024** Please quote “*DIRECTOR, CORPORATE PARTNERSHIPS*” in the subject line.

It is Children’s Health Foundation policy to comply with all applicable laws and regulations which prohibit unlawful discrimination because of race, religion, creed, colour, national origin, sex, sexual orientation, age, disability or marital status or any other protected class.

No phone calls please. While we wish to acknowledge all candidates, only those selected for an interview will be contacted.