

## Development Officer

### Description:

Reporting directly to the Assistant Vice President, responsible for the identification, qualification, cultivation, solicitation and stewardship of donors capable of giving gifts of \$50,000 or more. Manage a portfolio of 100+ prospects and will be responsible for achieving an annual fundraising goal of \$3M.

### Experience:

#### REQUIRED:

- A proven track record of 7 or more years of successful fundraising at the major gifts level or equivalent experience in the development and execution of marketing partnerships and product branding.
- Bachelor's Degree
- Self-starter comfortable in engaging major gifts prospects. Confident calling on high net worth individuals, committed to making introductory calls on a weekly basis, and have demonstrated success in working both independently and as a team member to create and implement fundraising strategies at the major gifts level. Ability to gain expert knowledge in specific area of responsibility and communicate in lay terms. Superior management, organizational and interpersonal skills. Proficiency in use of Microsoft Products. Highest integrity and a sense of personal/professional ethics. A passion for children's healthcare, exceptional communication skills in both written and spoken word, strong interpersonal skills, and outstanding organizations abilities are essential as is a proven track record of results

#### PREFERRED/DESIRED:

- Experience in a healthcare setting. Ability and experience working with seven or more years development experience.
- Experience using The Raiser's Edge
- Experience managing a budget
- Cert Fundraising Exec (CFRE)