



## DIRECTOR OF MAJOR GIFTS

The healthcare professionals of Methodist Hospital of Southern California are always exploring new ways to think, learn and grow. Every team member of our 348-bed, not-for-profit facility in Arcadia works in unison to help our patients—and each other—reach their goals and achieve positive outcomes. Together, we deliver care with the greatest compassion, while always striving to exemplify our shared values of IRAISE - Integrity, Respect, Accountability, Innovation, Safety and Excellence. If you'd like to join our exceptional team, consider this full-time opportunity for a Director of Major Gifts.

Reporting to the President of Methodist Hospital Foundation, the Director of Major Gifts is responsible for achieving the goals of the Major Gifts Program, which seeks gifts of \$10,000 and above from a variety of constituents, including board members, physicians, grateful patients and community residents. The Director strategically manages a portfolio of existing and prospective donors in order to successfully cultivate relationships, solicit gifts and provide appropriate stewardship. The Director will identify prospects by working closely with the Data Systems Manager and the Director of Annual Gifts, and through their own ability to analyze factors that predict a donor's capacity and enthusiasm for philanthropy. The Director also works closely with the Special Events Manager, the Directors of Planned Gifts and the support staff in the performance of their role.

### Experience/Qualifications:

- A Bachelor's degree (Post Graduate degree preferred)
- A minimum of five years of hands-on experience and demonstrated success in the personal solicitation of major gifts as a full-time fundraising professional (healthcare experience a plus)
- A results-oriented, high-energy team player with a commitment to, and enthusiasm for, philanthropy
- Ability and willingness to travel regionally on a limited basis and to work evenings and weekends as dictated by the fundraising program
- Ability to work with other fundraising professionals and support staff, medical staff, foundation and hospital leadership, volunteers and professional advisors
- Excellent written and verbal communication skills
- Five years of management experience in a fundraising environment
- General knowledge of planned giving vehicles and techniques
- Intuitive with a donor-centered approach
- High ethical standards
- Emotionally intelligent and politely persistent
- Strong management, administrative and organizational skills
- Certified Fund Raising Executive (CFRE) certification preferred

At Methodist Hospital, you'll enjoy an excellent compensation and benefits package, including professional development programs, and much more.

For more information, please email [Anna.Jefferson@methodisthospital.org](mailto:Anna.Jefferson@methodisthospital.org) or apply online at <http://www.methodisthospital.org/careers>. EOE