

Director, Philanthropy

Santa Monica, California

ReqID: 196165

Job Category: Fundraising

Schedule: Full time

Shift: Day

Description

Under direction of the Senior Vice President of Development, the Director, Philanthropy works with staff and volunteers where appropriate to initiate current major and planned gifts in support of campaigns and other identified fund-raising priorities of Saint John's Health Center in Santa Monica, CA.

Essential Functions:

- Identifies and pursues major funding prospects for campaigns and other funding priorities to further the mission of Saint John's Health Center and to meet the Foundation's fundraising goals.
- Plan, organize, coordinate and direct fundraising efforts that focus on gifts of \$100,000 and more.
- Communicate with portfolio prospects through face-to-face cultivation, solicitation, and stewardship meetings, as well as written strategies; ensure that each major donor and prospect has a clear strategy and timeline for cultivation, solicitation and stewardship utilizing a moves management protocol which includes tracking in the donor database.
- Establish, build, and strengthen relationships between current and potential major gift donors, the foundation and hospital.
- Manage campaign, major gift cultivation, recognition and solicitation meetings and events as assigned.
- Manage appropriate major gift and campaign volunteer & professional leadership as assigned.
- Take on additional areas of responsibility as needed.

Qualifications:

- Bachelor's Degree in any related field or equivalent education/experience.
- 5 years of progressive experience in managing and directing fund development programs.
- Experience in the field of fund development, including major gift fund raising, campaigns and gift planning.
- A thorough and demonstrated knowledge of the prospect identification, cultivation, and solicitation process with an emphasis on individual gifts at a level of \$100,000 and more.
- Coursework/Training - Participation in courses on Fund Development.

About Providence

At Providence, our strength lies in Our Promise of “Know me, care for me, ease my way.” Working at our family of organizations means that regardless of your role, we’ll walk alongside you in your career, supporting you so you can support others. We provide best-in-class benefits, and we foster an inclusive workplace where diversity is valued, and everyone is essential, heard and respected. Together, our 120,000 caregivers (all employees) serve in over 50 hospitals, over 1,000 clinics and a full range of health and social services across Alaska, California, Montana, New Mexico, Oregon, Texas, and Washington. As a comprehensive health care organization, we are serving more people, advancing best practices, and continuing our more than 100-year tradition of serving the poor and vulnerable.

About the Team

The Sisters of Providence and Sisters of St. Joseph of Orange have deep roots in California, bringing health care and education to communities from the redwood forests to the beach shores of Orange county - and everywhere in between. In Southern California, Providence provides care throughout Los Angeles County, Orange County, High Desert and beyond.

Our award-winning and comprehensive medical centers are known for outstanding programs in cancer, cardiology, neurosciences, orthopedics, women's services, emergency and trauma care, pediatrics, and neonatal intensive care. Our not-for-profit network provides a full spectrum of care with leading-edge diagnostics and treatment, outpatient health centers, physician groups and clinics, numerous outreach programs, and hospice and home care, and even our own Providence High School.

We are committed to the principle that every workforce member has the right to work in surroundings that are free from all forms of unlawful discrimination and harassment.

We are committed to cultural diversity and equal employment for all individuals. It is our policy to recruit, hire, promote, compensate, transfer, train, retain, terminate, and make all other employment-related decisions without regard to race, color, religious creed (including religious dress and grooming practices), national origin (including certain language use restrictions), ancestry, disability (mental and physical including HIV and AIDS), medical condition (including cancer and genetic characteristics), genetic information, marital status, age, sex (which includes pregnancy, childbirth, breastfeeding and related medical conditions), gender, gender identity, gender expression, sexual orientation, genetic information, and military and veteran status or any other applicable legally protected status. We will also provide reasonable accommodation to known physical or mental limitations of an otherwise

qualified caregiver or applicant for employment, unless the accommodation would impose undue hardship on the operation of our business.

We are a community where all people, regardless of differences, are welcome, secure, and valued. We value respect, appreciation, collaboration, diversity, and a shared commitment to serving our communities. We expect that all workforce members in our community will act in ways which reflect a commitment to and accountability for, racial and social justice and equality in the workplace. As such, we will maintain a workplace free of discrimination and harassment based on any applicable legally protected status. We also expect that all workforce members will maintain a positive workplace free from any unacceptable conduct which creates an intimidating, hostile, or offensive work environment.

Providence is proud to be an Equal Opportunity Employer. Providence does not discriminate on the basis of race, color, gender, disability, veteran, military status, religion, age, creed, national origin, sexual identity or expression, sexual orientation, marital status, genetic information, or any other basis prohibited by local, state, or federal law.

Pay Range: \$56.52 - \$92.78

Job posting link: <https://bit.ly/3NTfnJJ>

Contact Rebecca for more information

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