



The Opportunity:

Children's Hospital Foundation is seeking an accomplished major gift officer to work with donors and prospective donors, formulate gift strategies and play a vital role in advancing the mission of Children's Hospital of Richmond at VCU (CHoR). As a frontline fundraiser, you will develop long-term philanthropic relationships with existing donors and prospects and will work entrepreneurially to identify and cultivate new relationships focused on individuals, grateful families, and family foundations. Working in close partnership with Foundation colleagues, hospital leadership and clinical leaders, major gift officers at Children's Hospital Foundation ultimately seek to raise gifts of \$25,000 or more. Gift officers must be comfortable discovering and qualifying prospects and have a proven track record in effectively coordinating gifts through the moves management process. Success will be achieved by establishing and building long term donor partnerships and demonstrating that all levels of philanthropic support are leveraged to realize maximum impact for CHoR's mission.

The Ideal Candidate

Excited to work with a collaborative fundraising team and physician leaders to build a strategic fundraising plan for identified service lines ▪ A clear communicator who is comfortable working with physicians, leaders, and administrators to develop messaging focused on research, education, and clinical care ▪ Consistently work with and engage faculty to educate and coach them effectively on delivering the message and vision to donors ▪ An entrepreneurial self-starter who is comfortable working in a start-up environment and comfortable establishing and leading fundraising programs ▪ Passionate about children's healthcare and excited to be part of Children's Hospital of Richmond at VCU's vision to become a Top 20 Children's Hospital ▪ Facts and metrics driven with intrinsic motivation to seek out new information and research ▪ Strong ability to translate complex medical research and science concepts to multiple audiences, including individual donors, foundations and grateful families

Required Education and Experience

Bachelor's degree

At least five (5) years of experience in fundraising

Microsoft Office and experience with constituent management databases

Preferred Education and Experience

Experience in medical fundraising strongly preferred

Previous experience identifying, cultivating, soliciting, and closing 6-figure gifts from individual donors

Additional Requirements

- Intellectual curiosity
- Comfort working in a complex, matrixed organization
- Demonstrated ability to relate well and respect individuals from diverse backgrounds
- Effective communicator with the ability to translate the academic and clinical missions to lay and professional audiences
- Must possess initiative, leadership, creative energy, well-refined organizational skills, strong interpersonal skills, and the ability to take calculated risks
- Fast paced and results oriented with the ability to work in a timely manner with multiple deadlines and competing requirements
- Strong written, presentation, verbal, organizational, and interpersonal skills
- Demonstration of good judgement, professionalism and the highest standards of ethical conduct

Schedule:

Hybrid with on-site meetings. Position requires candidates to be located within a commutable distance of our Richmond campus.

About Children's Hospital Foundation:

Children's Hospital Foundation is an independent 501(c)3 that works to maximize philanthropic impact in children's health at Children's Hospital of Richmond at VCU. We are dedicated to raising and stewarding philanthropic resources that will enable CHoR to become a top, nationally ranked children's hospital. With roots going back more than 104 years to the incorporation of Richmond's original children's hospital on Brook Road in 1920, we are proud to work with generous members of our community to drive excellence in patient care, education and research.

Children's Hospital Foundation is currently engaged in a \$100 million capital campaign to fund construction of the Wonder Tower, CHoR's new home for inpatient, emergency and trauma services. Set to open in spring of 2023, the new facility will complete an entire city block—one million square feet—dedicated to the care of children.

Salary range:

From \$100,000; competitive and commensurate with experience

To apply, please email a resume and cover letter to careers@chfrichmond.org. Review of applications will begin immediately and will continue until the position is filled.

Children's Hospital Foundation is an equal opportunity/affirmative action organization providing access to employment without regard to race, color, religion, national origin, age, sex, political affiliation, veteran status, genetic information, sexual orientation, gender identity, gender expression, or disability.