



Director Major Gifts & Planned Giving

THE OPPORTUNITY

North York General Foundation (NYGF) is seeking an accomplished leader and fundraiser as its Director, Major Gifts & Planned Giving to advance our major gift and planned giving fundraising programs and be a key partner in executing our new comprehensive campaign. NYGF is gearing up for a historic period of growth. The Director, Major Gifts & Planned Giving will lead and support a significant revenue-generating strategy as the organization looks towards the next campaign to support our hospital capital expansion.

The Director, Major Gifts & Planned Giving will serve as a key member of the Senior Leadership Team at North York General Foundation and will contribute to the organization's strategies, plans and successes. You will be also responsible for strategically guiding the growth of a significant revenue portfolio at NYGF: the Major Gift and Gift and Estate Planning programs. A key focus within this team will be the development of new opportunities at all levels including large, six-figure gift opportunities. At the same time, the Director, Major Gifts & Planned Giving will guide a team of fundraisers in identifying, cultivating, soliciting and stewarding prospects and donors and confirming and stewarding bequests in support of the NYGF. Reporting to the Chief Development Officer, this role will have a unique opportunity to provide leadership, develop strategy, and drive NYGF towards greater success in the next comprehensive campaign.

This is an exciting time to join NYGF as we drive towards the future, build the NYGH brand in collaboration with the hospital, and invest in volunteer leadership who are committed to the transformational change the hospital is undertaking in order to serve the ever-growing and diverse community of North York and beyond.

ABOUT US

North York General Foundation's mission is to raise and steward funds that enable North York General Hospital (NYGH) to deliver exceptional health care to our growing and diverse community. Exceptional care requires exceptional support. At North York General Foundation, we know this to be true, which is why we are grateful to every one of our supporters who understand the central role that NYGH plays in caring for our community. The Foundation supports the hospital's most urgent needs, including upgraded equipment, technology and new care environments. We look beyond the needs of the day-to-day and seek to invest in programs and infrastructure that will transform how our hospital delivers care and how this improved care can be replicated and scaled across Canada.

North York General Hospital is proud to be

- Top community academic hospital in Canada, one of the top 5 hospitals in Canada, and one of the top 100 in the world (Newsweek)
- Top performer in Ontario in wait times
- Pioneer in people-center care



- At the forefront of digital health and named among the world's best smart hospitals
- Top choice for medical education
- Trailblazers in quality of care and patient safety
- Leader in applied research with five Research Chairs North York General Hospital is a leading community academic hospital serving a population of nearly 500,000 in one of Toronto's most diverse and rapidly growing areas.

North York General Hospital is a leading community academic hospital serving a population of nearly 500,000 in one of Toronto's most diverse and rapidly growing areas. The hospital provides a wide range of acute care, ambulatory, and long-term care services across seven sites. In addition to having one of the busiest Emergency Departments in the GTA and one of the highest volume single-site birthing centers in Canada, the hospital is recognized for clinical excellence including breast cancer and colorectal cancer care, family medicine, children's mental health, palliative care, and geriatrics. NYGH also owns and operates a 192-bed long-term care (LTC) home, the Seniors' Health Centre (SHC), which is known for leading-practice, seniors-focused care. Beyond health care delivery, NYGH is at the forefront of applied research in Canada and is a top destination for learners.

NYGH is known for:

- ❑ **Labor & Delivery:** One of the busiest single-site birthing centers in Ontario
- ❑ **Family Medicine:** Among the largest family medicine departments in Canada
- ❑ **Emergency Department:** One of the busiest in Ontario with the shortest wait times
- ❑ **Cancer:** Canada's only accredited breast cancer program
- ❑ **Seniors' Care:** Building one of the largest long-term care centers in Ontario
- ❑ **Mental Health:** Leader in mental health for youth, adults and seniors across four sites

For more information about North York General Hospital and its Foundation, please visit:

- ❑ [North York General Hospital](#)
- ❑ [North York General Foundation](#)
- ❑ [Foundation Board of Governors](#)
- ❑ [Covid-19 Response](#)
- ❑ [Annual Reports and Financial Statements](#)
- ❑ [Ways to Donate](#)

KEY DUTIES & RESPONSIBILITIES

Strategy and Fundraising:

- ❑ Advance the mission, vision, and values of the Foundation in partnership with the Chief Development Officer, Foundation President and CEO and the Senior Leadership Team;



- Grow the current revenue stream through effective stewardship of existing donors, by strengthening development strategies, and by implementing comprehensive plans to engage new donors through innovative fundraising approaches;
- Personally manage a portfolio of prospects with a variety of gift interests ranging from personal gifts, bequests and insurance to trusts, annuities and complex deferred giving structures, on their deferred/planned gifts and in-life major giving;
- Oversee acceptance of all in-life structured gifts, such as insurance policies, gifts of residual interest and trusts.
- Working with the CDO, CEO and other Foundation colleagues to develop, cultivate and solicit new gift opportunities in the high six-figure range;
- Support key Foundation volunteers and NYGH senior staff and physicians to develop and build linkages between the Foundation's prospects and the Hospital;
- Diversify the donor base of NYGF to reach our future goals.

Team Leadership:

- Provide strategic leadership to the Major Gift and Gift Planning teams, aimed at developing, maintaining and expanding philanthropic relationships with donors; Manage, coach and mentor direct reports;
- Participate in short-term and long-term planning with the Chief Development Officer (CDO) and the Senior Leadership Team.
- Working closely with the fundraising teams to ensure that fundraising activities are aligned with strategic priorities of the Foundation and Hospital;
- Alongside the Senior Leadership Team, lead the development of annual and multi-year operational and financial plans for Major Gifts and Gift Planning that align with the overall Foundation's business plans;
- Serve as a mentor and resource to team members within the team and to colleagues outside of the team;
- Contribute to revenue generation in programs outside of the immediate portfolio by developing strategy, referring prospects, and creating opportunities for others in a collaborative way;
- Manage a high-performing development team ensuring that the mission and values of North York General Foundation are put into practice driving the best results;
- Support and contribute to a positive organizational culture.

QUALIFICATIONS & COMPETENCIES



- ❑ A university degree or equivalent experience combined with progressive leadership in senior fundraising roles with proven experience developing and executing innovative fundraising strategies within a complex environment.
- ❑ A minimum of 7-10 ten years progressive experience in the advancement field;
- ❑ A proven track record as a skilled leader with experience mentoring staff;
- ❑ A proven track record as an exceptional, proactive fundraiser, with experience in new donor cultivation, engaging new communities, and building a sustainable pipeline;
- ❑ A proven track record in identifying strategic business development opportunities and developing and leading such initiatives;
- ❑ Demonstrated ability to collaborate effectively with internal and external stakeholders;
- ❑ Strong relationship builder who works well in a collaborative environment with diverse groups including donors, Foundation and Hospital staff, committees, external strategic counsel, and Hospital and Foundation Governors.
- ❑ Demonstrated ability to build donor relations across all categories of giving with success in creating strategies that convert donors to higher levels of giving.
- ❑ Demonstrated success in building and retaining a high performing team by coaching, managing, evaluating, and inspiring staff.
- ❑ Experience recruiting, and supporting senior volunteers directly involved in gift cultivation, solicitation, and stewardship.
- ❑ Proficiency with donor databases and systems and a commitment to the importance of a data driven culture.
- ❑ Demonstrated ability to build relationships with donors, volunteers, hospital representatives and other key stakeholders, with a keen sense of diplomacy;
- ❑ Superior communications skills, writing and interpersonal skills, in addition to well-developed presentation abilities.
- ❑ Demonstrated commitment to equity, diversity and inclusion.
- ❑ Passion for health care philanthropy, North York General Hospital, and its leadership role in the Greater Toronto Area.

FOR MORE INFORMATION

All inquiries and applications will be held in strict confidence. Interested candidates should send their resume and letter of interest to foundationcareers@nygh.on.ca no later than November 28, 2023.

The target compensation for this role is \$120,000-\$150,000. We also offer an industry-leading pension plan (HOOPP), and an excellent benefits package.

Foundation staff enjoy the flexibility of a hybrid work model working in the Foundation office located at 4001 Leslie St with an expectation to be in the hospital offices at least 2 days per week.



At North York General Foundation, we are committed to fostering an inclusive and accessible environment. We are dedicated to building a workforce that reflects the diversity of the community in which we live, including those with disabilities. North York General Foundation is committed to providing accommodations in all parts of the hiring process. If you require accommodation, we will work with you to meet your needs.

Proof of full COVID-19 vaccination is a requirement of all NYGF staff except for those with an approved medical or human rights exemption.