

Major Gifts Officer

This is a full-time salaried (exempt) position with an office based in New Bedford, MA at St. Luke's Hospital.

Job Description:

Summary of Duties: Under direction of the Director of Major Giving & Capital Campaigns help build a sustainable major gifts program that encompasses major gifts, planned gifts, annual giving, corporate giving and donor relations in support of the *Campaign for Southcoast Health*. In addition, act as a key contributor in the execution of a multi-year, \$25 million system-wide capital campaign.

Essential Functions:

- Partner with the Director of Major Giving & Capital Campaigns to help build a major gifts solicitation program to achieve ongoing growth.
- Assist in developing solicitation strategies and effective stewardship efforts to grow major gift donor relationships and maintain support from existing donors.
- Collaborate with philanthropy colleagues to help execute a comprehensive, multi-year campaign strategy that will increase major gift support for Southcoast Health with a goal of \$25 million.
- Carry a portfolio of 100-150 prospects and ensure their effective, coordinated and timely advancement.
- Execute a disciplined moves management system that will compel the systematic identification, cultivation and stewardship of major gift/campaign prospects.
- Effectively communicate the Case for Support and implement fundraising goals established during the Campaign's strategic planning.
- Identify and leverage the talents of the campaign volunteers, senior administration, medical leadership and other colleagues to facilitate the solicitation of donors and increase support for the health system.
- Promote the mission of Southcoast Health in the community through active participation in key community events and organizations.

Job Requirements:

Language Skills: Requires excellent public speaking ability as well as excellent verbal and written communication skills.

Education and/or Experience: Bachelor's degree in related field required, master's degree preferred. Five years (5) experience in development required; experience in healthcare/medical field preferred. Track record of meeting and exceeding established fundraising goals and securing gifts of \$25,000 and above. Strong organizational, motivational, financial and budgeting skills required. High-level of computer literacy including familiarity with Blackbaud's Raiser's Edge preferred.

Certificates, Licenses, Registrations: Certified Fund Raising Executive (CFRE) certification preferred.

About Southcoast Health:

Southcoast Health is a community-based health system with multiple access points offering an integrated continuum of health services throughout Southeastern Massachusetts and parts of Rhode Island. Southcoast Health's mission is to promote the optimal health and well-being of individuals in the communities it serves. To achieve this aim Southcoast Health has built an integrated "Community of

Care” that delivers safety, quality, convenience and an exceptional patient experience in an environment that offers the greatest opportunity for improved health.

Southcoast Health is comprised of four hospitals — Charlton Memorial in Fall River, St. Luke’s in New Bedford, Tobey in Wareham and Southcoast Behavioral Health in Dartmouth — two Centers for Cancer Care, three Urgent Care Centers, a physician’s network, an employed physicians group, a visiting nurse association and numerous additional ambulatory facilities and serves more than 719,000 residents in 33 communities covering over 900 square miles.

Southcoast Health is the largest provider of primary and specialty care in the region with more than 600 physicians, hospitalists and mid-level practitioners in the Southcoast Physicians Network — 450 of whom are employed by Southcoast Physicians Group (SPG). SPG unites Southcoast Health’s primary care, surgical, and specialty services into one seamless, region-wide provider. SPG is comprised of a wide-range of specialties and offers advanced care locally. Physician practices are located throughout the South Coast region and parts of Rhode Island.

With more than 7,500 employees, Southcoast Health is the largest employer in Southeastern Mass., and the 16th largest employer in the Commonwealth according to the *Boston Business Journal*.

Southcoast Health is a not-for-profit charitable organization that depends on the support of the community to provide services. More information is available online at www.southcoast.org. Connect to Southcoast Health through social media on Facebook, Twitter and LinkedIn.

How to Apply: Candidates meeting the minimum requirements are encouraged to apply online at www.southcoast.org/careers:

1. Click on Position of Interest “Major Gifts Officer”
2. Click Here to Apply Online
3. Complete the Application
4. Insert Cover Letter and Resume
5. Click Submit