



Chief Development Officer

BC CHILDREN'S HOSPITAL FOUNDATION

Vancouver, BC

The Chief Development Officer (CDO) is responsible for the successful leadership and operational management of the Foundation's philanthropic endeavors according to the strategic direction and governance standards approved by the Chief Executive Officer (CEO) and Board of Directors. The CDO creates development strategy, implements best practices and builds lifelong relationships, both internally and externally to support and ultimately achieve the transformational revenue goals as part of the Foundation's overall vision.

As a member of the Executive Team, the CDO participates in the development of new initiatives between functional teams and units that drive growth, performance and efficiency across the Foundation. The CDO leads a complex portfolio and is charged with inspiring and coaching the Foundation's two Vice Presidents (Individual Giving and Corporate & Community Giving) as well as eight directors (Major Gifts, Principal Gifts, Gift & Estate Planning, Chinese Community, Corporate, New Business Development, Community, and Events). Among the top priorities for the CDO is building trusting and impactful relationships with the Board, the development leadership, staff, and donors across the entire province and beyond.

The ideal candidate is ambitious, creative, compassionate, and strategic, with an outstanding reputation as an individual who builds genuine relationships with donors. You are a compelling storyteller and a compassionate spirit who can rally internal resources and external partners to achieve philanthropic achievements that were previously never thought possible. You are an accomplished fundraising leader with particular expertise in major gift development and you intrinsically understand the benefits of operating within a collaborative and coordinated fundraising culture.

You care deeply about your team, appreciating the unique talents and contributions of each team member. You are transparent in your communication as well as respectful and inclusive, recognizing that the best ideas and solutions come from engaging others. Warm, empathetic and highly relational in your communication style, combined with personal energy and sound business acumen, you are committed to the Foundation's projects and investments, ultimately shaping health outcomes for the children and youth of British Columbia.

If you'd like to explore this amazing career opportunity further please visit our website and submit your application to **Shaun Carpenter** and **Jennifer Madden** at www.pfmsearch.com.

BC Children's is the only hospital in the province devoted exclusively to the care of children—and the only hospital here with the expertise to treat the most serious, critical and complex conditions. As one of the top-ranked pediatric hospitals in the world, our expertise is what sets us apart from every other hospital in BC—and it's why the most challenging conditions faced by kids are treated here. Simply put—there is no other place in the province that does what BC Children's does. Our goal as the fundraising organization for BC Children's is to ensure that through donor support, every child in the province has access to the best health care imaginable. Since 1982, our Foundation has been working to inspire people and communities to join our quest to conquer childhood illness and transform children's health care. The generosity of donors helps change the lives of children and families today; from making new programs possible that are tailored to the medical, emotional and psychological needs of children, to purchasing the latest innovations in equipment and technology. Donor support is also what gives families new hope for tomorrow; helping shape what child health can become by fueling research and initiatives aimed at conquering and ultimately preventing childhood diseases.



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