



## Vice President, Individual Giving

### BC CHILDREN'S HOSPITAL FOUNDATION

Vancouver, BC

It's a transformational time at BC Children's Hospital Foundation and the organization is seeking an exceptional leader with a passion for donor stewardship, fostering high performing teams and an empathetic, collaborative and strategic approach.

The Vice President, Individual Giving will serve as a key member of the Executive Team at BC Children's Hospital Foundation (BCCHF) and will be responsible for strategically guiding the growth of a significant revenue portfolio at BCCHF, including Major Gifts, Principal Gifts and Gift & Estate Planning programs. Reporting to the Chief Development Officer, the Vice-President, Individual Giving will have a unique opportunity to be a member of a team that will provide leadership, develop strategy, and drive BCCHF towards a target of doubling current revenue of \$60M to achieving \$120M.

The ideal candidate is an accomplished fundraising leader and relationship builder, with a successful track record building an individual gifts strategy, growing individual gifts revenue and have a relentless focus on deepening and strengthening stakeholder relationships, including clinical and research staff in a healthcare setting. They are results and success driven. The selected candidate will be an essential thought partner, with experience as a successful fundraiser, leader and team builder.

If you'd like to explore this exceptional career opportunity further please visit our website and submit your application to **Shaun Carpenter** and **Jennifer Madden** at [www.pfmsearch.com](http://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.*



**PFM Executive Search**

Tel 604.689.9907 | Toll-Free 1.800.864.9970  
Suite 510–999 West Hastings Street  
Vancouver, BC V6C 2W2  
[www.pfmsearch.com](http://www.pfmsearch.com)