



Major Gifts Officer (North) Alberta Cancer Foundation

Every day, 43 Albertans hear the words "you have cancer". At the Alberta Cancer Foundation, we are focused on changing the lives of Albertans who hear those words.

Every year, the Alberta Cancer Foundation invests more than \$20 million across this province. We only invest in ideas that will deliver results to cancer patients. As the fundraising partner for all of Alberta's Health Services cancer centres, including the Cross Cancer Institute in Edmonton, the Tom Baker Cancer Centre in Calgary, as well as 15 other associate and community cancer centres throughout the province, the Foundation ensures that our investments directly support cancer patients.

We strive to be one of the most innovative, philanthropic organizations in Canada by delivering transformational results for Alberta cancer patients and their families. We work closely with our partners in the health-care system to ensure they can quickly and effectively accelerate research discoveries to the clinic, with the ultimate goal of enhancing patient care and improving Albertan's lives.

As the largest philanthropic investor in cancer research in Alberta, we are able to bring together donors, patients, healthcare providers, and researchers to unlock solutions that previously would have been unthinkable. We take a strategic approach to investing donor dollars toward initiatives that will:

- Reduce the cancer risk
- Detect cancer earlier
- Improve treatment
- Improve the quality of life for patients and families

For more detailed information on our priorities, please see our Annual Report [here](#).

Our development team of over 20 staff is located in multiple locations including Edmonton and Calgary. The Foundation has a diverse fundraising portfolio, that includes: memorial and planned gifts; direct mail campaigns, online giving and monthly contributions, individual and corporate philanthropic gifts, sponsorships, more than 200 volunteer community fundraising and challenge events annually, and the Cash and Cars lottery.

THE OPPORTUNITY

We are seeking a dynamic and driven **Major Gift Officer** to actively lead and solicit major gifts in the region. Joining us at an exciting time in our growth, the Major Gift Officer will be key to achieving on our mission as we embark on the next stage of our strategy.

Reporting to the Director, Fund Development North, the Major Gift Officer is part of a collaborative and integrated fundraising team. This position is core to building and expanding our relationships with donors, community leaders, and other key constituents with the capacity and interest in making major gifts (\$10,000 or more).

Specific responsibilities of the Major Gift Officer include identification, cultivation, solicitation and stewardship of new prospects and existing donors. As part of the commitment to the integrated fundraising model, the Major Gift Officer will regularly engage existing donors (ie: annual donors or event participants) who have capacity for larger support, including major gifts and planned gifts.

This role is based in Edmonton.

RESPONSIBILITIES

Fundraising & Donor Relationship Management:

- Manages a portfolio of major gift prospects and donors at all phases of the development cycle.
- Executes the personal solicitation of assigned donors / sponsors, including individuals, corporations, and foundations.
- Using a variety of tools, including analytics, referrals, and prospect research, identifies and qualifies new major gift prospects for the pipeline.
- Manages personal relationships with assigned donors, establishing solicitation strategies to engage and move donors up the donor pyramid, recommending specific purposes aligning with Foundation priorities and level of gift.
- In collaboration with the Director and Executive Director, develops strategies for larger gift solicitations; staffs and supports major gift asks as appropriate.
- Identifies planned giving prospects and in collaboration with the Director, develops cultivation and solicitation strategies.
- Represents major gift interests and perspectives in all Foundation activities.
- Develops networks with the research, medical staff & volunteers at the TBCC & other AHS Cancer Centres to create an understanding of, and to build trust in the Foundation.
- Takes the opportunities to attend Grand Oncology Rounds and medical seminars to remain current and knowledgeable re: oncology advancements.
- Maintains knowledge of major gift fundraising, how wealth is structured, estate planning and tax aspects of charitable gifts, including relevant CRA legislation.

Acknowledgment and Stewardship:

- Responsible for devising a stewardship plan for assigned donors/sponsors, in conjunction with the Manager of Stewardship.
- As appropriate, pursues stewardship tactics including tours, hosting meetings/events, distribution of progress reports to donors.

Qualifications:

- Post-secondary degree in a relevant discipline, including Business, Marketing, Communications, Non Profit Management and/or combination of education, or equivalent experience and training.
- Direct relationship-based fundraising experience in a charitable organization, demonstrating a track record in identifying and cultivating relationships, and including experience in major gift fundraising (may include leadership giving).
- An understanding of the complexities of major gifts, their nuances and resolutions.
- Proven experience in nurturing and developing a prospect pipeline for specific fundraising cases that align the organization's priorities with donors' interests.
- Experience in the management of internal relationships both with other departments whose work directly impacts the required outcomes from this position and related internal stakeholders (e.g. front line cancer care staff).
- Previous experience in health care philanthropy is an asset.
- Experience using a relationship-based database preferred (RE use an asset)
- Successful candidates must present a current, valid criminal record check and vulnerable sector check prior to commencement for employment.

FOR MORE INFORMATION OR TO APPLY

KCI (Ketchum Canada Inc.) has been engaged to support the ACF in this important search. For more information, please contact Christoph Clodius, Vice President, Search Practice at (778) 331-8865, or email at albertacancer@kciphilanthropy.com. All enquiries will be kept in strict confidence.

Please note that we strongly encourage immediate enquiries as candidates will be evaluated on an ongoing basis.

Alberta Cancer Foundation is an equal opportunity employer.

Job Posting No: ACF-015-17