



LOIS HOLE  
HOSPITAL  
FOR WOMEN



# Senior Development Officer

Presented By



## The Lois Hole Hospital for Women (LHHFW) is forging a path toward closing the gap between the disparities in women's healthcare and research.

As the only dedicated women's hospital in Alberta – and one of only four in Canada – it offers specialized services for women under one roof, improving accessibility and quality care for all those who walk through its doors. This can include everything from comprehensive, high-risk obstetrical and maternal care to the surgical treatment of ovarian, cervical, and other gynecological cancers.

Beyond primary care and surgery, research happening at the Lois Hole Hospital for Women is paving the way for advancements that will help transform clinical care, ensuring the best outcomes possible for women of all ages and in all stages of life.

The Lois Hole Hospital for Women is home to:

- **The Dale Sheard Centre for Solutions in Women's Health**, facilitating research into women's health and wellness;
- **A dedicated da Vinci Robot** (the only women's hospital in Canada with one);
- **The Allard Hereditary Breast and Ovarian Cancer Clinic**, which conducts research and provides care for women with high-risk cancers - a first of its kind in Alberta.

Lois Hole Hospital for Women is part of the Royal Alexandra Hospital, the largest hospital in Alberta by bed capacity and the busiest emergency department in Western Canada which provides care to a patient population spanning one-third of Canada's land area.

Community and donor support is crucial to the work of LHHFW. The Hospital's fundraising is conducted as part of the Royal Alexandra Hospital Foundation (RAHF) – the fundraising arm of the Hospital – which provides a way for thousands of individuals and organizations to support the Royal Alexandra Hospital and its number one priority: building better health care for the people of Alberta.

Now, the Foundation is looking for its next star to join the organization as **Senior Development Officer** (SDO), who will be the primary staff member leading major gift fundraising in support of the Lois Hole Hospital for Women.

Reporting to the Director of Philanthropy, this is a compelling opportunity for an experienced and passionate fundraiser to make transformative impacts in women's health in Alberta. The SDO will join a high-functioning and professional team in support of righting the inequalities in women's health.

Donors have responded to this need, and we know that they are set up for success from past donor interest and a robust donor prospect portfolio in place.



### **The Senior Development Officer's Activities Include:**

- Actively manage and grow a portfolio of 120-150 prospects and donors, with a focus on cultivating and soliciting major gifts (\$25,000+)
- Collaborating with healthcare leaders and fund development colleagues to create cases for support
- Leveraging the expertise of the Communications team for written cases for support, proposals, briefing documents, presentations, gift agreements, and other relevant materials
- Engaging the Stewardship and Donor Fulfillment team to implement appropriate donor recognition and stewardship strategies, in support of building long-term, meaningful donor relationships
- Advocating for the Foundation, raising awareness, and supporting the LHHFW & RAHF and their mission
- Participating in public events and outreach initiatives as appropriate
- Developing strategic fundraising plans for the Lois Hole Hospital for Women

### **What We're Looking For:**

- A passion for improving women's health
- Proven experience in a major, legacy, or annual gift fundraising environment, and a track record of securing major gifts
- Experience in strategy development and implementation around the giving cycle to secure major gifts
- Understanding of metrics execution
- Innovative and entrepreneurial thinking in developing donor relationships and promotion
- Capital campaign experience is considered an asset
- Post-Secondary education, or equivalent experience and education
- Certified Funding Executive (CFRE) designation is considered an asset
- Transferable skills from sales, financial services, or business development will be considered

### **What We Will be Exploring with you:**

- Excellent relationship-building skills; an ability to communicate effectively across all levels of an organization
- Results-driven attitude with the ability to work independently while meeting deadlines in a dynamic environment
- Demonstration and examples of developing and implementing funding programs from start to finish
- Personal qualities of integrity, credibility, and dedication to the RAHF mission
- Demonstration of creativity and diligence in identifying and cultivating new relationships with potential donors

## Information for Candidates

The Discovery Group is partnering with Lois Hole Hospital for Women to help find their new Senior Development Officer.

If you're interested or curious, please contact either:

Christoph Clodius at [christoph@thediscoverygroup.ca](mailto:christoph@thediscoverygroup.ca) or Laura Heikkila at [laura@thediscoverygroup.ca](mailto:laura@thediscoverygroup.ca).

### How to Apply:

Please apply with a cover letter/expression of interest and resume/CV, in a combined single document.

*Candidates will be evaluated on an ongoing basis, so we are encouraging early and/or immediate applications and enquiries. We welcome questions and enquiries prior to applications!*

### Commitment to Diversity, Equity, and Inclusion:

Royal Alexandra Hospital Foundation is committed to creating a diverse environment and is proud to be an equal-opportunity employer. Should you need any support during the application or interview process, please do not hesitate to reach out to us.

### Compensation and Benefits:

The SDO's salary range is \$85,000 – \$95,000 with a mid-point hiring target. LHFW also offers an annual Merit Based Compensation Model.

A competitive and comprehensive benefits package includes options for extended health & dental coverage, matching RRSP program, Employee Assistance Program, Professional Development support, and discounts to the on-site gym.

Time off includes 3 weeks of vacation with 7 personal days and additional paid time off during holiday break.

### Location:

This is a full-time permanent role located at the Royal Alexandra Hospital Foundation in Edmonton, Alberta. Royal Alexandra Hospital Foundation supports an in office work environment with flex days remote within the region.

At the Royal Alexandra Hospital Foundation, you are part of a collaborative environment and a passionate team that contributes to overall healthcare for the people of Alberta. The RAHF culture reflects our shared values of Excellence, Innovation, Integrity, Respect, Strong Relationships, and Stewardship.

We are proud to have been named one of Alberta's Top Employers for 4 consecutive years. Investing in our employees and developing a supportive and engaging work culture is a high priority for us.





## Navigating complex challenges for social profits

The Discovery Group is an international consulting firm dedicated to the social profit sector. We believe that social profit organizations can change the world. Since 2017 it has been our mission to help social profits across the globe achieve their vision and elevate community impact. We work side-by-side with our clients to help them envision change, determine how to make it happen, and put the necessary tools and skills in place for success.

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