



**Ronald McDonald
House Charities®**
Alberta

Associate Director, Development – Major Gifts & Campaign Ronald McDonald House Charities® Alberta

Ronald McDonald House Charities® Alberta (RMHC Alberta) is passionate about providing a home away from home for families with seriously ill or injured children. Over 65% of Canadian families live in an area without a children's hospital. This means that when a child is seriously ill or injured, families must leave their homes, jobs, and support systems to access vital – and often life-saving – medical care. We are here to help.

We know that when a child is sick, the whole family hurts. That's why we're part of a global network prioritizing family-centered care through our unique core programs. Our growing organization offers 84 private family suites in Edmonton, Red Deer, Medicine Hat and Calgary. Our Houses provide a warm, compassionate, and comfortable environment where families can share experiences, eat a warm homemade meal and rest while caring for their child who's admitted to a nearby hospital.

Some families arrive in the middle of the night with nothing but their clothes. Other families face weeks or months of being away from home. No matter the situation, tens of thousands of families have come through our doors and received the support and healthcare access they need. But even with all the families we've helped over the last 36 years, we are serving only 14% of families who need to travel for pediatric care in our province.

RMHC Alberta is working toward a future when no family is turned away due to lack of space. To get there, we are focused on plans for future expansion in our two biggest facilities: Calgary and Edmonton. This is where the existing service gap is greatest.

Reporting to the Chief Development Officer, the Associate Director, Development – Major Gifts & Campaign will lead the Major Gift and Campaign team. The successful applicant will hold team members accountable to activity and revenue goals. The individual will also cultivate, solicit, and steward a portfolio of prospects and donors through face-to-face meetings, phone calls, emails, and stewardship opportunities.

Associate Director, Development – Major Gifts & Campaign - Qualifications/Experience

- Ten years of fundraising experience with a focus on major gift and/or campaign fundraising
- Five years of leadership experience with proven ability to lead a team
- Solid understanding and demonstrated success of fundraising achievement and portfolio management
- Experience with Raiser's Edge is required
- Keen attention to detail
- Proficient with Microsoft Office Suite (Outlook, Word, Excel, Power Point)
- Strong communication and presentation skills – verbal and written
- Strong networking, social and stewardship skills
- Ability to work well within a team and across functional groups



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- Highly resourceful, intuitive, and flexible
- Demonstrates a high level of professionalism
- Ability to prioritize, multi-task efficiently and respond to a high volume of ongoing requests in a timely fashion
- Experience working with a Board and Campaign Cabinet is an asset

Associate Director, Development – Major Gifts & Campaign - Responsibilities

- Develops customized strategies and plans to identify, cultivate, engage, solicit, and steward donors and prospects within the portfolio
- Provide leadership and mentorship to their direct reports as well as the rest of the Development team
- Forge new relationships to build Ronald McDonald House Charities® Alberta visibility, impact and financial resources
- Participate in regular Campaign Cabinet meetings
- Participate in development team meetings
- In partnership with our Prospect Researcher, identify campaign prospects and appropriate strategies
- Conduct prospecting and discovery activities to identify and qualify prospects
- Generate significant revenue annually in partnership with internal and external stakeholders
- Attend face to face meetings with donors and prospects alone and/or in combination with other strategic partners such as senior staff or campaign volunteers
- Participate in all aspects of our prospect management process including briefing docs, contact reports and timely Raisers Edge entry
- Work closely with the Chief Development Officer to achieve the approximately 40 million dollars needed to expand our Edmonton and Calgary facilities to meet the needs of the community

This position is full-time with some work required to happen outside of regular office hours. The successful applicant must live in Alberta and be available to travel within the province. RMHC Alberta offers a well-rounded compensation package as well as a great team environment. Please send your cover letter and resume to hr@rmhcalberta.org.