

## *Position Announcement*

### **Senior Director of Development**

**Partners in Care**

San Fernando, California



#### **Reports To**

Vice President, Development

#### **Organization Profile**

Headquartered in San Fernando, California, the Partners in Care Foundation collaborates with innovative healthcare and social service organizations, educational institutions and funders to develop projects and models of care that achieve high impact in changing the way services are delivered. Through developing collaboratives, technical assistance and direct services, we help communities and organizations to improve the delivery of home and community-based services to meet the needs of the chronically ill. Partners in Care positively seeks to change health care systems, change communities and change lives of those we serve.

Partners in Care Foundation requires ongoing and sustainable funding through public and private foundations, individuals, corporations, as well as several direct service safety net programs to address the current gaps in access to needed home and community- based services for those in crisis.

**Position  
Summary**

By professionally representing Partners in Care, the Senior Director of Development will continuously elevate and strengthen the culture of philanthropy both internally and externally. The Senior Director will work closely with the Vice President of Development in the creation of fundraising strategies while coordinating and executing major fundraising programs and initiatives. This role will be responsible for maintaining and increasing philanthropic support from individual donors and corporations and effectively managing a major gift portfolio that will include a variety of constituents. With a focus on increasing philanthropic support, solicitations will include current, deferred and blended gifts.



**Specific  
Responsibilities**

Working in partnership with the Vice President of Development and in collaboration with the CEO on strategic grants and proposals, the responsibilities will include:

**Fundraising – 60%**

Assist the Vice President of Development in creating a system to re-engage lapsed donors. Cultivate new relationships and increase annual fund participation. Invite donors and prospects to be engaged with the organization through a variety of outlets, including financial and volunteer support. Create strategies to strengthen and expand private support. Establish and build a Legacy Society using the existing estate gifts as a basis for cultivation and stewardship. Consistently identify and qualify prospects to build donor base and increase the major gift pipeline.

**Strategy – 40%**

In collaboration with the grants team, the Senior Director will lead, coordinate, and participate in various activities

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to efficiently expand the organizations philanthropic capacity. The Senior Director will be entrepreneurial in conceptualizing and developing strategic projects and workplans. The Senior Director will play a critical role in leading the strategic fund development work which will include writing and submitting proposals.

## Qualifications

Qualities and experiences that ideal candidates should display include:

- Bachelor's degree or beyond.
- 5+ years' experience working in development/fundraising.
- Demonstrable passion for Partners in Care's mission.
- Professional and mature.
- Proactive and results oriented.
- Commitment to meeting deadlines.
- Self-motivated and able to demonstrate individual initiative.
- Ability to control and move forward on several priorities simultaneously.
- Strong communication skills, both oral and written
- Excellent people skills.
- Possess high work standard and track record in meeting and exceeding goals.
- Builds trust with others through authentic commitment and high ethical standards.
- Ability to perform in a fast-paced setting.



## Preferred

Preference will be given to candidates that also display one or more of the following:

- Advanced degree.
- Fundraising certifications (CFRE, ACFRE, etc.).
- Fundraising experience in a health care environment.

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- Experience working with Raiser's Edge.

**Memorandum**

The salary and benefits are competitive and commensurate with experience and qualifications. Paschal•Murray supports the commitment of our client in encouraging applicants from diverse backgrounds and cultures. As a condition of employment, our client reserves the right to conduct background verification including academic, work, driving, credit, and criminal histories.

This position announcement is not intended to be an exhaustive list of all responsibilities and requirements. It is presented as a fair reflection of the principal job elements.

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Nominations and applications are welcome. Please send résumé and letter of application as separate documents attached to an e-mail message to:

Beau Cummings, Senior Search Consultant

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