

Position Announcement Director of Philanthropy, Sports Partnerships



Organization Profile:

Rady Children's Hospital-San Diego (RCHSD) has been meeting the health needs of children and families in Southern California since 1954. Today, Rady Children's is a nationally recognized non-profit, pediatric-care facility dedicated to excellence in care, education, research and advocacy. In recognition of their strength and quality of patient care, Rady Children's has received Magnet® designation for nursing excellence from the American Nurses Credentialing Center (ANCC).

Rady Children's is the only hospital in the San Diego area dedicated exclusively to pediatric healthcare and the region's only designated pediatric Trauma Center. Rady Children's is one of the largest pediatric hospitals in the country, and a significant provider of care for children throughout the region. Rady Children's recently achieved its best-ever rankings; U.S. News & World Report ranked Rady Children's among the best children's hospitals in the nation in all ten pediatric specialties surveyed; rankings included the Orthopedics program ranked No. 2; Neurology & Neurosurgery program No. 8; Neonatology program No. 9; and Diabetes & Endocrinology program No. 10. In partnership with the University of California, San Diego School of Medicine, Rady Children's is the region's teaching hospital for the next generation of pediatric clinicians and continues to be a major pediatric clinical research center.



Reports To

Vice President, Corporate and Community Fundraising

Position Summary

The Director of Philanthropy, Sports Partnerships (Director) is responsible for developing relationships with a core group of prospective and current sports partners and advocates with capacity to give; managing an active portfolio of paid and earned sports and community partnerships; maintaining an active awareness of organizations/prospects in the prospect pool in various stages of identification, cultivation, solicitation and stewardship. Fundable programs and projects include, but are not limited to, institutes, centers, endowments, programs, chairs, fellowships and capital needs. The Director provides consultative and analytical services, contributing to strategies for sports partner priorities both independently and under the direction of Vice President, Deputy Executive Director, and Senior Vice President. Responsible for ensuring deliverables are met and outcomes achieved of the assigned projects. This position will partner across multidisciplinary teams to drive innovation, challenge the status quo and implement solutions and programs to advance priorities. Serves as a thought partner providing

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strategic direction through analysis and insights that provide implications to our business model and drives strategic choices and the planning process in line with the long-term strategic plan. The Director will establish and maintain strong customer relationships with both internal and external partners. Serves as change agent, championing agile ways of thinking and working to enable teams and individuals for success. The successful individual will drive excellence in communication (verbal, written and presentations), business and strategic planning, performance monitoring and reporting and they will support department and hospital-wide projects.

Specific Responsibilities

As part of a dynamic and collaborative team, the Director of Philanthropy, Sports Partnerships will be team-oriented and will be responsible for fulfilling the objectives and goals identified by the SVP/Executive Director of the Foundation and the Rady Children's Hospital Foundation Board of Trustees, including:

Portfolio Management:

Maintains a robust portfolio of local and national prospects with a capacity to give as defined by management. The portfolio will include a variety of corporations, organizations and individuals and will maintain a special emphasis on sports related entities and associations. Prospect/donor management will occur throughout the various stages of identification, cultivation, solicitation and stewardship. The position will work closely with Foundation departments and prospect research to identify and escort donors through the various cycles of giving.

Solicitation and Strategic Planning:

Develops giving opportunities and communication strategies with sports related corporations/organizations/individuals and/or affinity groups. Devises strategies and timetables for the successful solicitation of corporate/individual sponsors, as well as execution of special fundraising events and campaigns. Becomes thoroughly familiar with hospital priorities and leads the fiscally responsible execution of specified events/projects that will elevate the vision and reputation of the Foundation and Hospital. Achieves/exceeds annual metrics as assigned by management.

Philanthropic Advocate:

Advances a culture of philanthropy, collaboration, ethics and accountability with internal and external audiences to develop, enhance and sustain maximum fundraising effectiveness. Advocates for RCHSD in a variety of public and private functions regarding the need for and use of philanthropy to achieve organizational goals. Effectively illustrates the benefits of co-branding and partnership/sponsorship with Rady Children's Hospital. In conjunction with supervisor, arranges for leaders to participate in cultivation, solicitation and stewardship, as necessary and appropriate. Establishes close working relationships with department heads and hospital staff. Assists trustee and leadership volunteers in their endeavors to obtain philanthropic gifts for the hospital.

Donor Relations:

Coordinates stewardship initiatives to ensure regular contact with donors/organizations through personal visits, letters, emails and other written material, phone calls and events. Provides vehicles for continued awareness on the part of donors of current needs and objectives that encourage continued giving. Meets donor/prospect visit metrics as assigned by management. Provides excellent customer service to donors, colleagues, clinical partners, volunteers and hospital leadership.

Data Integrity and Confidentiality:

Ensures integrity and functionality of constituent management system through accurate entry and maintenance of constituent and gift data; maintains adequate security and confidentiality of data. Documents and tracks constituent activity and interactions in a timely manner; identifies, collects and analyzes appropriate data for critical decision making.

Verbal and Written Skills:

Demonstrates strong verbal communication skills; articulates the mission and fundraising goals of RCHSD; and makes persuasive oral presentations. Possesses effective communication skills necessary to write and edit letters, sponsorship/cause marketing materials, memos, reports, proposals and other cultivation, solicitation and stewardship materials. Works closely with supervisor to develop presentations to internal and external audiences regarding philanthropic opportunities and giving

vehicles. Works closely with supervisor to manage complex issues which arise from the elaborate interrelationships among hospital administration, departments, and/or Foundation staff.

Special Projects and Assignments:

Creates and executes special projects as assigned by the SVP/Executive Director and/or supervisor. Works evenings and weekends as needed.

Qualifications

Qualities and experiences that ideal candidates should display include:

- An earned baccalaureate degree.
- Three years of professional experience.
- Driver's license and proof of auto insurance.
- Experience in a fundraising setting.
- Experience with executing corporate/community solicitation and/or development.
- Detail-oriented.
- Team player with the ability to work collaboratively to achieve common goals.
- Work efficiently under pressure; meet deadlines; demonstrate strategic thinking and good decision-making, as well as an entrepreneurial spirit.
- Ability to work evenings and weekends as needed.
- Articulate, poised and possess strong writing skills.
- Ability to make frequent trips by personal vehicle between hospital buildings and donors.

Preferred

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

- Six years of experience.
- Experience in healthcare philanthropy.
- Knowledge around Blackbaud non-profit applications.
- Advanced academic degree in a related field.
- Professional and quantifiable fundraising experience with a children's hospital.
- Professional certification (CFRE, FAHP or equivalent).
- Demonstrated history of increased responsibility and progression in the fundraising field.

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.

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

Paschal•Murray

Executive Search

San Diego • Wilmington

beau@paschalmurray.com

Voice: (760) 863-4512

www.paschalmurray.com