

Position Announcement

Senior Development Officer

Valley View Hospital
Glenwood Springs, Colorado



VALLEY VIEW
FOUNDATION

Reports To

Chief Community Relations Officer

Organization Profile

Nestled in the heart of the Rocky Mountains, Valley View is an independent, nonprofit health system based in Glenwood Springs, Colorado. Its integrated network of physician practices, specialty centers and hospital provide multi-disciplinary care across the health spectrum. Locations throughout western Colorado affirm Valley View's role as the region's healthcare leader as does its unique offering of services. From the largest network of primary care to comprehensive cancer care and the area's only 24/7/365 emergency cardiovascular care, Valley View challenges what is possible for rural healthcare.

Valley View has been recognized for performance excellence from Healthgrades, J.D. Power & Associates, Truven Health "Top 100 Hospitals", Survey Vitals and Consumer Reports. Led by an exceptional team of specialized providers, Valley View delivers world-class care and consistently achieves positive patient outcomes. The availability of spine surgery, a comprehensive cancer center, and interventional cardiology in state-of-the-art cardiac catheterization laboratories enables residents to stay local for both planned



and emergent care. From Vail to Grand Junction, and from Aspen to Craig, Valley View brings better care closer to home for remote and rural communities, prioritizing access and convenience for patients. Valley View is a partner in all things health, embodying care the way it's meant to be.

Position Summary

Working closely with the Chief Community Relations Officer, the Senior Development Officer (SDO) will oversee and manage all aspects of a sustainable individual giving program. The SDO will ensure the success of the philanthropic program by serving as a subject matter expert, mentor and strategic leader. With an emphasis on major gifts, the SDO will be responsible for identifying, qualifying, cultivating, soliciting and stewarding donors. Serving in a supervisory role and leading by example, the SDO will be expected to efficiently and effectively manage a major gift portfolio. The SDO will work in partnership with key volunteers and colleagues to build a pipeline of major gift donors and successfully secure major gifts; both current and deferred.



Specific Responsibilities

- Work in collaboration with Chief Community Relations Officer to develop and execute major gift fundraising strategies.

Paschal • Murray

EXECUTIVE SEARCH

www.paschalmurray.com

- Manage a major gift portfolio – effectively utilize a moves management approach.
- Lead major gift efforts to achieve fundraising activity and revenue goals.
- Identify, develop and manage philanthropic priorities and special fundraising projects.
- Promote blended gifts – incorporate planned giving into donor engagement.
- Foster an environment of team cohesion – serve as a role model and mentor.
- Strengthen the culture of philanthropy internally and externally.
- Plan and implement strategic cultivation, solicitation and stewardship plans for major gift prospects and donors.
- Grow philanthropic revenue from individual donors with an emphasis on major and planned gifts.
- Maintain regular contact with donors.
- Continuously contribute to pipeline development through donor identification and qualification.
- Identify, develop and manage fundraising opportunities.
- Coordinate activities with foundation staff and physicians.
- Continuously pursue professional growth.
- Professionally represent Valley View throughout the community and region at all times.
- Other duties as assigned.

Qualifications

Qualities and experiences that ideal candidates should display include:

- Bachelor's degree from accredited institution.
- Five years of fundraising experience.
- Demonstrated history of successful major gift solicitations.
- Ability to travel.
- Ability to work evenings and weekends as needed.
- Must be comfortable networking and engaging the community.

- Team oriented approach.
- Ability to prioritize competing priorities.
- Ability to work independently and collaboratively.
- Possess strong organizational, analytical, project management and critical thinking skills.

Preferred

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

- Advanced degree.
- Professional certification (CFRE, Plus Delta, FAHP, etc.).
- Fundraising experience in a healthcare environment.
- Management experience.
- Familiarity with CRM platforms.

Compensation

Salary Range: \$89,897.60 - \$134,846.40
Plus Performance-Based Incentive Plan

Benefits

- Medical, Pharmacy, Dental and Vision coverage.
- Flexible Spending Account (FSA).
- Generous Paid Time Off accrual.
- Tuition Assistance.
- 401(a) and 403(b) plans.
- Employee Assistance Program.
- Employee discount on Valley View Services.
- Use of Sunlight and Aspen SkiCo day passes.



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.

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

