

# Paschal • Murray

EXECUTIVE SEARCH

*Position Announcement*

## Executive Director

Valley View Hospital Foundation  
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

Reporting directly to the Chief Community Relations Officer (CCRO) with a line to the CEO, the Executive Director functions as the head executive for the active management of the Valley View Foundation, which serves as the fundraising arm for Valley View, the region's leading nonprofit independent healthcare provider. The engaging and inspiring work of the Valley View Foundation connects the community and grateful patients in powerful and compelling ways to directly support and improve care at Valley View. Working collaboratively with the CCRO, the Executive Director provides leadership to motivate, secure and grow philanthropy to the benefit of Valley View and the patients it serves. Key functions related to the management of the affairs of the hospital foundation include but are not limited to: Developing, executing and monitoring a comprehensive development program; setting and achieving development goals; legal, financial and general management; and Board management. This position is also responsible for managing a portfolio of high-net-worth donors. The Executive Director will direct Valley View's development team while collaborating with other Valley View leaders, staff and clinical partners.

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## Specific Responsibilities

- Develops and leads a comprehensive development program, setting and achieving development goals.
- Evaluates and measures performance toward goals.
- Grows philanthropic opportunities including annual giving, major giving, planned giving and grateful patient programs as well as meaningful cultivation and stewardship initiatives.
- Collaborates with the CCRO and other stakeholders to identify and develop fundraising campaigns and strategic initiatives that align with Valley View's strategic priorities.
- Supports the governance of the Valley View Foundation in partnership with the Valley View Foundation Board of Directors.
- Directs the legal, financial and general management of the Valley View Foundation including its financials, required filings, fund accounting and distribution of funds.
- Engages with Valley View leadership, clinical partners and the community to develop positive, trusting and productive relationships.
- Successfully manages a portfolio of high-net-worth philanthropic donors to generate philanthropic support for Valley View.
- Supports and enhances awareness and reputation of the Valley View Foundation in the community.
- Elevates the culture of philanthropy throughout the health system.
- Supervises, leads and evaluates staff.
- Develops and manages department budget.
- Upholds professional fundraising standards and ethics.
- Serves as a representative and ambassador of Valley View and the Valley View Foundation.
- Participates in continuing education and in-service training to maintain professional and personal growth.



## Qualifications

Qualities and experiences that ideal candidates should display include:

- Bachelor's degree in relevant field (e.g. Communications, Marketing, Business Administration) required.
- Minimum 7 years' experience in senior leadership positions focused on nonprofit development/philanthropy.
- Demonstrated fundraising success, particularly with major gifts.
- Experience building and executing comprehensive development programs.
- Experience managing legal, financial, and general management responsibilities for a not-for-profit organization.
- Experience in fundraising strategy, strategic planning and implementation with demonstrated success.
- Experience in relationship building, including the proven ability to cultivate and maintain strong relationships with donors, stakeholders, and community members, fostering long-term partnerships.
- Skilled collaborator and facilitator, working with diverse audiences and a variety of stakeholders.
- Ability to travel.
- Exceptional interpersonal, written, and verbal skills.
- Must be able to work some evenings and weekends as needed.



- A valid driver's license and automobile insurance required.
- Have satisfactory driving record, regular access to a vehicle for meetings and activities.

### 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.

### Compensation

Salary Range: \$145,000-\$160,000+  
Plus Valley View Leadership Bonus

### 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.

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:

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