



MedStar Washington Hospital Center

(2) Senior Philanthropy Officers Washington, DC



Knowledge and compassion focused on you



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Exciting Opportunities with MedStar Washington Hospital Center

MedStar Washington Hospital Center is seeking two sophisticated and energetic Senior Philanthropy Officers to support the Washington Hospital Center Foundation's fundraising efforts. Reporting to the Senior Vice President and Chief Philanthropy Officer, the SPOs will be responsible for developing and implementing strategies for securing major and planned gifts, managing a portfolio of donors, and working with board members and other key stakeholders in order to identify and cultivate prospects. They will develop successful cultivation, solicitation, and stewardship techniques that result in the consistent upgrading of donors. The SPOs will also work collaboratively throughout the organization, including with physicians and health care staff to identify fundraising opportunities. S/he will also play a key role in securing major and principal gifts for the upcoming capital campaign. One SPO will have a broader fundraising focus across service lines, while the other will have a greater focus on fundraising for the MedStar Heart Institute.

About MedStar Washington Hospital Center

Founded in 1958 when three specialty hospitals merged to form a single institution, and located less than two miles from the US Capitol, the MedStar Washington Hospital Center offers primary, secondary, and tertiary health services to adult and neonatal patients. As the largest private hospital in the nation's capital and one of the 50 largest hospitals in the country, it has one of the region's most experienced medical staffs, numbering 1,407 physicians. U.S. News & World Report ranks the Hospital Center as the metropolitan region's #1 hospital and one of the nation's "Best Hospitals" for heart and heart surgery, diabetes and endocrine disorders, geriatrics, and gynecology. The Hospital Center is also a respected top facility in treating trauma and burn injuries, stroke, neurologic illness and injury, gastrointestinal disorders, women's services, and cancer.

MedStar Washington Hospital Center, part of MedStar Health, is a not-for-profit teaching and research hospital that not only provides world-class health care through 398,058 outpatient and over 42,412 inpatient visits in 2013, but also gives back to the underserved in the local community. In 2013 alone, the Hospital Center provided nearly \$120 million in unsponsored care. The Hospital Center provides a passion for caring and service that extends to every person who walks through their doors. This commitment to caring for the entire community is what truly defines the MedStar Washington Hospital Center.



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The Opportunity

The Senior Philanthropy Officers will:

- ❖ Thoroughly understand the MedStar Washington Hospital Center Foundation, its mission, policies, culture, values, history, key stakeholders, programs, and finances.
- ❖ Work alongside the Senior Vice President and Chief Philanthropy Officer to develop foundation fundraising targets that align with the MedStar WHC clinical priorities.
- ❖ Manage a personal portfolio of 100-150 prospects and donors including nurturing and building strong, positive relationships with individual donors through frequent communication and face to face visits.
- ❖ Raise philanthropic support for service lines within the hospital and regionally. Maintain strategic partnerships with personnel and Physician Philanthropy Champions from assigned service lines to identify potential grateful patients and to advance fundraising goals.
- ❖ Participate in the execution of the capital campaign including identifying and engaging campaign prospects as well as developing major gift strategies for solicitation.
- ❖ Leverage board and volunteer networks and relationships to identify and cultivate major gift prospects and donors. Assume similar responsibilities during the capital campaign.
- ❖ Proactively seek new major gift prospects, successfully educating and leveraging MedStar WHC's resources including senior hospital staff, physicians, nurses, administrators, Physician Philanthropy Champions, and key volunteers.
- ❖ Develop an effective moves management system that moves potential donors in a timely manner toward solicitation and closure.
- ❖ Plan and execute three to four cultivation events each year and develop an efficient follow up solicitation strategy for attendees and invitees.
- ❖ Serve as a passionate advocate for the organization, working collaboratively with colleagues, leadership, and other supporters to successfully identify opportunities and implement major gift fundraising initiatives across the organization.
- ❖ Effectively articulate the mission and impact of MedStar Washington Hospital Center to deepen relationships with donors, prospects, and high-level supporters, as well as external stakeholders.
- ❖ Exhibit respect for and excellent service to donors and all supporters of the MedStar WHC Foundation through prompt and courteous communications.
- ❖ Utilize prospect research and a variety of databases and tools. Track prospect and donor contact, status, follow up, and essential information in donor database.



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Ideal Experience & Skill Set

- ❖ At least seven years of experience raising five- and six-figure major gifts in a large, complex nonprofit organization, as well as experience securing major gifts in a campaign context.
- ❖ Demonstrated success developing and implementing effective cultivation, solicitation, and stewardship strategies, as well as training volunteer leaders in these areas.
- ❖ Proven success growing a major donor prospect base, managing a high-level donor portfolio, and moving donors up the giving ladder.
- ❖ Proven ability to conceptualize and describe funding needs in a way that is compelling to potential donors, board members, volunteer leaders, volunteers, patients, medical staff, and other stakeholders.
- ❖ Experience leveraging high-level volunteers/supporters, engaging them in the fundraising process and in building awareness for an organization.
- ❖ Knowledge of CRM software, database management, and donor systems that are used to identify prospects and to track donor cultivation and fundraising activities.
- ❖ Bachelor's degree required. Master's degree preferred.
- ❖ CFRE designation and/or affiliation with the Association of Fundraising Professionals and the Association of Health Care Philanthropy desired.

Personal Characteristics

- ❖ Strong commitment to the mission and vision of MedStar WHC Foundation with the ability to serve as a compelling ambassador for the hospital and foundation.
- ❖ A dynamic and proactive fundraiser who is determined to accomplish goals.
- ❖ An ambitious, innovative, and forward thinking approach to developing effective major gift fundraising strategies in a health care setting.
- ❖ The capacity to build and maintain strong relationships with high-level volunteers, board members, hospital staff, foundation colleagues, and other stakeholders.
- ❖ Professional maturity, sophistication, good judgment and honesty. Unwavering integrity and the passion necessary to motivate others in a similar manner.
- ❖ Excellent interpersonal skills, including the ability to communicate effectively and concisely (both in writing and orally); listens, as well as gives advice.
- ❖ A collaborative mindset with the ability to work across departments to advance fundraising efforts and continue to build a culture of philanthropy.
- ❖ Keen attention to detail with the ability to solve problems tactfully.
- ❖ Self-motivated with the ability to develop and execute plans efficiently and effectively.



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To Apply



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Questions, resumes and CVs should be sent to
search@driconsulting.com

All first round interviews for these positions will take place at Development Resources, *inc.* at 1601 N. Kent Street, Suite 1200, Arlington, VA 22209, (703) 294-6684, or via telephone/video conference.

MedStar Washington Hospital Center is an Equal Opportunity Employer and is seeking a diverse slate of qualified candidates for formal consideration.



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