



Are you interested in joining a team where you are improving lives by propelling meaningful healthcare advancements within our community? At **Calgary Health Foundation**, that is what we do! Through collaboration, philanthropy, and strategic investment, we enable new levels of excellence across the entire healthcare system, all to enhance outcomes and build healthier communities.

We are growing and have exciting career opportunities within many areas and functions. If you are ready to make a difference in the community in which you live and work, please apply today.

THE OPPORTUNITY: Philanthropy Advisor

As a key member of our Annual Giving team, in this newly created Philanthropy Advisor position, you will be responsible for establishing and managing mid-level program initiatives, including enriching the donor experience through customized engagement and stewardship to retain and increase giving of mid-level donors. Also assisting with the growth and stewardship of the monthly giving program and by working collaboratively and strategically with multiple teams within the organization, you will support lead generation strategies for higher level giving and ensure the delivery of consistent and meaningful stewardship and engagement initiatives, fostering positive long-term donor relationships to maximize fundraising revenue.

Key accountabilities of the role include:

- **Building Calgary Health Foundation's mid-level donor program** (\$1,000–\$10,000 giving range), including strategic donor segmentation, engagement tactics, solicitation and cultivation calendars, and giving circle implementation.
- **Managing a portfolio of mid-level donors**, with focus on aligned, personalized donor communications to steward, renew, and upgrade.
- **Overseeing the production of annual appeals, materials, and correspondence specific to the mid-level program**, for both acquisition and stewardship purposes.
- In collaboration with the broader Philanthropy team, **executing moves management and lead generation strategies for higher level giving**.
- **Recording and analyzing donor data** to monitor mid-level donor engagement, performance metrics, and fundraising success.
- **Supporting monthly giving growth and sustainability**, including the identification and development of new acquisition channels and optimization of existing channels, including tele-fundraising, digital, lottery pipeline, etc.

THE IDEAL CANDIDATE

The ideal candidate has proven fundraising success and demonstrated knowledge and application of best practices in direct mail and marketing integration, online integration, and donor cultivation. Possessing exceptional interpersonal and communication skills, the ability to interact tactfully with diverse stakeholders, analytical focus and attention to detail, and proven organizational and prioritizing abilities, the successful incumbent will bring creativity and energy to grow and sustain donor engagement and commitment.

Additional qualifications:

- Bachelor's degree in a relevant field (i.e., business, communications, marketing, public relations).
- A minimum of 3 years' fundraising experience, including mid-level and/or monthly giving program development.
- Experience with donor / client relationship databases such as Raiser's Edge is highly desirable.

If this sounds like you, please apply by no later than February 15, 2025, including a cover letter and résumé via:

- LinkedIn (preferred): [Calgary Health Foundation - Philanthropy Advisor](#)

OR

- by email in confidence to careers@calgaryhealthfoundation.ca.

ADDITIONAL INFORMATION

It is expected that the starting salary for this position will be in the range of \$70,000 to \$80,000, aligned with the successful candidate's experience and skill set.

Calgary Health Foundation is a community-based charity raising funds to advance our city's healthcare. For more information about Calgary Health Foundation, please visit www.calgaryhealthfoundation.ca, or find us at on social media @yyc_health and calgaryhealthfoundation.

Our team is made up of people-minded, empathetic, and innovative contributors. We are an equal opportunity employer, and we strive to create an inclusive culture for all employees. We believe that diversity and collaboration amongst our teams drives innovation and transformation.

If this posting describes your background, skills and attributes please visit our website for more information and submit your resume and cover letter. If it doesn't describe you exactly but you feel you are well suited to this opportunity, we encourage you to apply.