

MAJOR GIFTS OFFICER

CHOC Children's Hospital of Orange County is 238-bed, state of the art hospital dedicated to nurturing, advancing, and protecting the health and well being of all children. But even our Magnet status does not truly reflect our tradition of excellence. We are designated one of Leapfrog's top eight children's hospitals nationally and the only California children's hospital to ever win the prestigious Silver Level CAPE award from the California Council for Excellence. Which is why CHOC's Leadership in advancing the boundaries of pediatric health extends far beyond the communities of Southern California.

The Major Gifts Officer is responsible for the identification, qualification, cultivation, solicitation and stewardship of donors capable of giving gifts of \$25,000 or more. This person will manage a portfolio of 75-100 prospects and will be responsible for achieving an annual fundraising goal of \$1.5 million. The person in this role must be a self-starter who is very comfortable in engaging people of means. In addition, this person must be confident calling on high net worth individuals, be committed to making cold calls on a weekly basis and have demonstrated success in working both independently and as a team member to create and implement fundraising strategies at the major gifts level. A passion for children's healthcare, exceptional communication skills in both writing and speaking, strong interpersonal skills and outstanding organizational abilities are essential, along with a proven track record of results.

Qualifications include:

- A Bachelor's Degree
- A proven track record of 3 or more years of successful fundraising at the major gifts level (\$25,000+)
- Superior management, organizational and interpersonal skills
- Proficiency in the use of Microsoft products
- The highest integrity and sense of personal/professional ethic

Please send resume to: sgoshen@choc.org or call 714 523-7882 for further information.