

Sr Director of Major and Planned Gifts

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 Sr Director of Major and Planned Gifts will be responsible for maintaining and significantly building and integrating the Major Gifts and Planned Giving programs. This individual will maintain his/her portfolio, securing 3-5 meaningful face-to-face visits weekly and 1-2 solicitations per month. This individual will also supervise a staff of four, create and implement short and long-term strategic team plans and goals, and provide ongoing analysis of the team's progress. In addition, this position will work closely with the Executive Director of the Foundation and colleagues to develop strategies to identify, cultivate and steward relationships with existing prospects, donors and volunteers. The Sr Director of Major and Planned Gifts will serve as the chief technical expert in planned giving and applicable tax law for the Foundation. This position will be responsible for an annual team fundraising goal of \$6M-\$10M.

Qualifications include:

- Ten or more years of progressive responsibility in major and planned giving with strong track record
- Bachelor's Degree and CSPG Certification
- Working knowledge of tax law and demonstrated skills as trusted technical expert for planned giving prospects and donors
- Sr level management experience and the ability to effectively build a cohesive team to achieve development goals
- Working knowledge of principles and practices of major gift fund raising in a healthcare institution
- Working knowledge and skills using planned giving software
- Demonstrated management skills to organize, direct, motivate and evaluate the efforts of professionals and volunteers
- Excellent interpersonal skills
- Demonstrated ability to communicate persuasively, orally and in writing, the importance of philanthropy and fund raising goals
- High level of initiative and energy
- Ability to think critically and articulate opinions
- Ability to become acquainted with key donors in a short timeframe

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