



OPEN POSITIONS

- Major Gifts Officers
- Executive Director, Portfolio Management



A new era of Philanthropy at ProMedica

Major Gifts Officers

ProMedica seeks experienced major gifts officers to play a key role in advancing the growing philanthropic goals across the ProMedica healthcare system.

Our major gifts officers are expected to develop and manage a portfolio of 125-150 donor/prospects, each with an estimated capacity to give \$10,000 or more. In coordination with the ProMedica philanthropy team, the major gift officers are responsible for building strategic relationships between the people in his/her portfolio and the comprehensive campaign needs of the system.

The major gift officers will spend a significant amount of their time (90%) in direct interaction with donors and will be supported by a prospect research and administrative team. **ProMedica is hiring for more than one of these positions and desires candidates with at least three (3) years of related fundraising experience.**

There is also a select opportunity for seasoned and senior-level major gift officer candidates (including those who are CFRE credentialed) with seven to ten (7-10) years of demonstrated major gift experience. The most competitive candidates will have **proven experience converting annual donors into major donors** within a campaign environment, a **strong commitment to stewardship** and a **superior ability to communicate**, verbally and written.

Executive Director, Portfolio Management

ProMedica seeks a motivational leader for the core philanthropy executive team. The executive director, portfolio management, with the help of a prospect researcher, will assist our major gift officers in developing their solicitation portfolios and creating gift strategies and proposals.

This leadership position will support the success of our team by ensuring the major gift officers are consistently supplied with qualified donor/prospect leads and interfacing with optimal levels of engagement and interaction to produce results. **ProMedica desires candidates with three to five (3-5) years of experience in nonprofit fundraising**, preferably with campaign and/or major gifts experience.

This position will have supervisory responsibilities and **will need to work efficiently and effectively with the Raiser's Edge donor database platform**. The most competitive candidates will balance research and strategy with the need to motivate and support, all while holding others accountable for performance and success.

EMPLOYMENT DETAILS

EDUCATION:

In addition to the skill and experience requirements listed in the position narratives, a bachelor's degree is required for all positions.

COMPENSATION:

Salary is dependent on experience, qualifications and credentials.

BENEFITS:

ProMedica provides an outstanding benefit package, including comprehensive healthcare, paid time off and a 401(k) plan with employer match.

LOCATION: Toledo, Ohio

TO APPLY:

Please submit a cover letter (addressing what you would like to accomplish if chosen for this position), salary requirements, resume and contact information for three professional references to:

Aly Sterling, CFRE

President

Aly Sterling Philanthropy

alysterling.com/job-search/promedica



Only applications submitted online will be accepted.



OPEN POSITIONS

- Major Gifts Officers
- Executive Director, Portfolio Management

APPLY TO

ALY STERLING PHILANTHROPY

[alysterning.com/
job-search/promedica](http://alysterning.com/job-search/promedica)

MISSION

Our mission is to improve your health and well-being.

ABOUT PROMEDICA

Established in 1986, ProMedica is a locally owned, nonprofit healthcare organization serving northwest Ohio and southeast Michigan. Driven by our mission to improve your health and well-being, we offer a full range of diagnostic, medical and surgical specialties in areas such as emergency medicine and trauma, heart and vascular, oncology, orthopaedics, neurology, and women's and children's services.

Today, ProMedica – a committed team of dedicated experts, passionate volunteers and inspired advocates – is recognized nationally for the consistent, high-level care that we provide our communities.

THE PHILANTHROPY TEAM

We're building a team to champion a new era of philanthropy at ProMedica. Our aim is to work with stakeholders in meaningful ways to advance the ProMedica mission and help fulfill donors' strategic charitable goals.

Our healthcare system has carefully positioned itself to be ready to launch several significant capital campaigns and giving initiatives across the region we serve. Joining our team now is an incredible opportunity to work with a dynamic team of professionals committed to improving quality of life, health and well-being in our communities.

THE PROMEDICA DIFFERENCE: OUR PEOPLE

Going to work every day should be more than just a way to earn a paycheck. As a member of the ProMedica family, you too can work for the greater good of the community – and make a real difference for our patients and their families.

We take pride in the community and culture we've built within our mission-based, not-for-profit healthcare system. ProMedica strongly encourages and supports personal and professional growth, diversity and active community involvement.

Our commitment to improving health and well-being starts with our employees. To learn why we've been named one of the 100 Great Places to Work in Healthcare (2013 Becker's Hospital Review and Becker's ASC Review), please visit promedica.org.



ABOUT THE AREA

From bustling metropolitan experiences to friendly small-town living, the mid-sized city of Toledo and its surrounding communities offer the best of both worlds. Great shopping, eclectic dining, exciting nightlife, and various sporting and cultural opportunities are just a few reasons more than 300,000 people call Toledo "home."

The area also offers an affordable housing market and excellent school systems.

There's no shortage of opportunities for families and individuals to realize their dreams. For more information about the area, visit promedica.org/aboutthearea.

 **PROMEDICA**
TOLEDO, OHIO
promedica.org

