



OPEN POSITION

Major Gifts Officer

APPLY BY

October 18, 2024

ProMedica Foundation seeks Major Gifts Officer

This position plays a crucial role in advancing ProMedica's mission by securing philanthropic support and raising essential funds for hospitals and service lines across the 11-hospital system.

Responsible for mid-level giving from individuals new to ProMedica, the Major Gifts Officer effectively manages accounts for current donors and new prospects, most of whom have not yet engaged face-to-face with ProMedica's philanthropy team. The position is responsible for cultivating gifts of \$5000+ from individuals and collaborates closely with Philanthropy's Senior Leadership to secure higher-level gifts.

POSITION ACCOUNTABILITIES

1. Effectively manage accounts for current donors and prospective donors.
2. Cultivate philanthropic gifts of \$5000+ from ProMedica system prospects for hospitals and service lines.
3. Activate meaningful philanthropic conversations/visits with donors and new prospects; target is approximately 20 conversations per month.
4. Conduct business development efforts to successfully engage new prospects in the mission of ProMedica.
5. Document donor information and activities within Salesforce donor platform.
6. Work as part of a team with Philanthropy Senior Leadership for higher level gifts.
7. Create stewardship plans for new donors leading to continued/upgraded giving.

The above list of accountabilities is intended to describe the general nature and level of work performed by the incumbent; it should not be considered exhaustive.

EMPLOYMENT DETAILS

POSITION TITLE:

Major Gifts Officer

REPORTS TO:

AVP Fundraising Operations

LOCATION:

Office-based in Toledo, Ohio

POSITION STATUS:

Full-time, salary

COMPENSATION:

Commensurate with skills and experience; a generous benefits plan is available

TO APPLY:

Please submit a resume online (at the link below) by close of business on Friday, October 18, 2024. Select applicants will be chosen to complete a follow-up survey.

Only applications submitted online will be accepted.

[APPLY HERE](#)

MORE ON NEXT PAGE



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MISSION

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

VALUES

Compassion | Innovation | Teamwork | Excellence | Learning

ABOUT PROMEDICA

ProMedica is a mission-driven, not-for-profit organization focused on improving the health and well-being of those in our communities. Driven by clinical excellence and committed to exceptional experiences, ProMedica is advancing health outcomes and changing lives.

PROMEDICA'S STRATEGIC VISION

ProMedica is the region's most **trusted** and **state-of-the-art** health system. We are here to improve the health and well-being of our communities by giving you **easy access** to **clinically advance care**. Our goal is to deliver an **exceptional experience at every step of your journey**.

POSITION QUALIFICATIONS

- Bachelor's Degree in relevant field of study.
- Two or more years of experience in a sophisticated development, customer service, sales, business role; healthcare-related preferred.
- Experience in utilization of donor software system such as Raiser's Edge or Salesforce.
- Strong interpersonal and communication skills.
- Organized and detail oriented.
- Must be able to manage multiple, complicated projects simultaneously.
- Must be able to move about within and among multiple business units of the health system.

 **PROMEDICA**
FOUNDATION

promedica.org

