



Creating a healthier future, together.

# DIRECTOR, LEADERSHIP GIVING

Position Brief

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### FOR MORE INFORMATION

KCI Search + Talent has been retained to conduct this search on behalf the Saint John Regional Hospital Foundation. For more information about this opportunity, please contact Sylvie Battisti, Vice President, KCI Search + Talent by email at [SJRHF@kcitalent.com](mailto:SJRHF@kcitalent.com).

All inquiries and applications will be held in strict confidence. Interested candidates should send resume and letter of interest to the email address listed above by **April 6, 2022**.

*Our commitment to equity is grounded in an institution-wide commitment to fostering a diverse, inclusive and accessible work environment. We encourage people from all backgrounds to apply. Please inform us if you require accommodations during the recruitment process.*

*In compliance with the measures that have been put in place by the New Brunswick Government, the Horizon Health Network requires full vaccination for all staff and employees. Individuals will be required to provide proof that they are fully protected and exemptions will only be considered for defined medical conditions as determined by the provincial Ministry of Health.*

**Please note that the hiring salary range for this position is \$83,000 - \$117,000.**



## DIRECTOR, LEADERSHIP GIVING SAINT JOHN REGIONAL HOSPITAL FOUNDATION

### THE OPPORTUNITY

At the Saint John Regional Hospital Foundation (SJRHF), we believe in the power of community and the ability to inspire generosity, creating a healthier future for New Brunswickers. As a management team member, the Director of Leadership Giving, a skilled practitioner with a solid track record of fundraising success, will excel at providing strategic direction, operations management, and team leadership. The Director will thoughtfully apply best practices to build fundraising initiatives while capitalizing on opportunities to further the success of the Foundation. Drawing on experience in managing comprehensive fundraising programs, including Major Gifts and Planned Giving initiatives, the successful candidate will be adept at developing strategy in concert with the Foundation management team.

Reporting to the Vice President and working in collaboration with the Foundation's development team, the Director will play a vital role in providing existing and prospective donors with meaningful opportunities to impact health care delivery across New Brunswick.

On February 10, 2022 the SJRHF publicly announced the launch of a \$6.2 million appeal to purchase the province's first surgical robot and fund a three-year program to employ it across several departments capitalizing on Horizon's Saint John Regional Hospital's strengths. The campaign has inspired donors from across the province to come together to ensure our top surgeons get the latest technology, so patients can get the best care they deserve right here at home.

The Saint John Regional Hospital Foundation has raised over \$123,000,000 to advance leading-edge, world-class care for New Brunswickers for over 37 years. Throughout our history, we have funded initiatives outside the scope of government, investing in capital equipment, research, education, mental health and patient support programs. This role represents an exciting opportunity to be part of a highly dedicated, innovative and professional team striving to advance the Foundation to the next highest level in healthcare philanthropy, securing unprecedented investment and gifts for our hospital and healthcare across New Brunswick.

## ABOUT THE HORIZON HEALTH NETWORK

Horizon Health Network (Horizon) is the largest regional health authority in New Brunswick and the second-largest health authority in Atlantic Canada with expertise in diverse areas of health and community services. Focused on delivering quality and safe care to our patients, clients and their families, Horizon operates 12 hospitals and more than 100 medical facilities, clinics and offices throughout New Brunswick. Horizon provides services ranging from acute and specialized care to community-based health services. At the foundation of this health system is a robust network of community-based primary care services offered in a variety of settings in communities throughout the province. Our primary care system is comprised of a number of facilities and services, including community health centres, clinics, public health services, community hospitals, as well as addictions and mental health services. With a collaborative, team approach to offering services in English and French, Horizon delivers sustainable, safe and quality health care services to residents of New Brunswick, as well as northern Nova Scotia and Prince Edward Island. View the Horizon's Strategic Plan 2021-2026 [here](#).

## ABOUT THE SAINT JOHN REGIONAL HOSPITAL

The Saint John Regional Hospital is the largest tertiary care hospital in New Brunswick and is the primary health care referral centre for this area and to all New Brunswickers for major trauma and cardiac care. The New Brunswick Trauma Program and the New Brunswick Heart Centre are located within the hospital. It is also the center of Dalhousie Medicine New Brunswick's distributed medical education program. This site offers autologous stem cell therapy, and a new stem cell processing laboratory. A new 44,000 sq. ft. addition to the hospital's emergency department opened in early 2011.

## ABOUT SAINT JOHN REGIONAL HOSPITAL FOUNDATION

The Saint John Regional Hospital Foundation is a team of fundraisers and community leaders who are passionate about inspiring support for Horizon's Saint John Regional Hospital and vital programs across the province. For over 36 years, the Foundation has been honored to be stewards of the generous gifts donors have given to help fund new technologies, equipment, mental health, research, education and patient support programs. Every day we see the passion of health care providers, the impact of donor generosity and the difference it means for patients. Our purpose is to continue sharing your stories, inspiring community support in helping advance health care in New Brunswick.

### Our Values

- **Trust:** We believe that a person's reliability, ability, or strength is core to any relationship.
- **Respect:** We believe in valuing differences and listening to others to work together toward common goals to make the organization stronger.
- **Accountability:** We strive to honor commitments we have made and take responsibility for accomplishing our work efficiently and with the highest quality possible.
- **Innovation:** We believe in imagining what is possible and fostering creativity that challenges constraints and drives progress.
- **Leadership:** We believe in the courage to rise above challenges, work through adversity and inspire others.

## FUNDING PRIORITIES

Our funding priorities outline the causes we support to further our mission and vision.

### Innovation

The largest tertiary-care hospital in New Brunswick and provincial leader in minimally invasive and cardiac surgeries, the Foundation is on a mission to raise \$6.2 million to purchase the province's first surgical robot and fund a three-year program. The da Vinci robot will be employed across several departments, including cardiac, urology, and obstetrics, capitalizing on Horizon's Saint John Regional Hospital's strengths – setting the stage for the next level of surgical program excellence.

### Heart Health

The New Brunswick Heart Centre is the province's only tertiary cardiac care centre, providing cutting-edge care to a million Atlantic Canadians. The Foundation works with generous donors to equip the Heart Centre team with the latest technology, life-saving equipment and innovation advancing cardiac and vascular care for patients.

### Cancer Care

Recognizing that the cancer journey extends far beyond the treatment process for survivors and their loved ones, the Foundation is growing an endowment fund to ensure more patients can access Stay Strong, a 12-week cancer survivorship program at no cost for years to come.

### Mental Health & Addictions

Now more than ever, the Foundation is refocusing on projects that support innovative and effective mental health programs. Through our MindCare fund, we are committed to advancing meaningful initiatives missing the care model to improve the mental health and wellbeing of New Brunswickers.

### Research & Education

Investing in research and education translates into improved treatment and outcomes for patients. Donor generosity can help uncover discoveries, educate health care providers, and change the way health care is delivered in New Brunswick.

### Patient Support Programs

Patient support programs provide the little things that have an immediate impact on improving the patient experience, both with comfort and care and giving patients access to items they may not be able to afford or access.

In 2020-2021, the Saint John Regional Hospital Foundation revenues totalled \$11.8 million and a total of \$3.8 million was granted to support advancements in priority areas. Of the total revenues raised, \$4.4 million resulted from major gifts received from individuals, foundations, and corporations and \$264,483 was received from planned gifts.

The Foundation manages a range of endowments with a total value of \$11.82 million.

## BOARD OF DIRECTORS

**Lloyd Foote**, Chair

**Derek Dobson**, Vice Chair

**Veronica Ford**, Past Chair

**Jim Mowbray**, Treasurer/Secretary

**Anne McInerney**, Executive Member at Large

**Brenda Kinney**, Ex-Officio, ED Horizon Health

**Tom Adams**

**Dr. Colin Barry**

**Colleen Baxter**

**John Bujold**

**Nancy Creamer Ervin**

**Melanie Dowd Martell**

**Susan Harley**

**Armand Iratunga**

**Dean Mullin**

## ADDITIONAL INFORMATION

[About Saint John Regional Hospital Foundation](#)

[Saint John Regional Hospital Foundation Strategic Plan 2020-2025](#)

[Saint John Regional Hospital Foundation News](#)

[Saint John Regional Hospital Foundation 2020-2021 Annual Report](#)

[Saint John Regional Hospital Foundation Community Events](#)

[Our Team](#)

[Board of Directors](#)

## KEY DUTIES AND RESPONSIBILITIES

Leading the Leadership Giving team generating \$4.4 million annually and maintaining an active role in major gifts fundraising, the Director will manage a portfolio of donors (individuals, corporations and foundations) ranging from the \$5,000 - \$500,000 level and will be responsible for the following:

- Prepare and monitor SJRHF's annual Leadership Giving fundraising plan, budget, and revenue forecasts. Monitor and report on performance against plan and budget.
- Create individual goals for each prospect in his or her portfolio based on the donor's history of giving and the organization's knowledge of that donor's potential.
- Lead segmented and stewardship strategies to grow gift levels with major donors.
- Lead and develop legacy giving program.
- Lead research and prospecting, with a deep understanding of assessing indicators, cultivating relationship with prospective major givers across New Brunswick.
- Create a plan for each donor in your portfolio that will serve as a foundational communication and marketing plan to grow the existing portfolio.
- Fully utilize the Raiser's Edge NXT platform to document all moves management engagement.
- Provide leadership, direction, and management for SJRHF's leadership giving team, creating an environment of respect, accountability, motivation, professional growth, and high productivity.
- Work with the leadership team to enhance and maintain a stewardship system in place for relationship building and meaningful donor recognition.
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- Stay abreast of philanthropic, economic, social, and educational trends related to fundraising and SJRHF.
- Ensure that the Leadership Giving team effectively and strategically uses the donor database system to identify, track, and monitor donors and prospects.
- Provide accurate projections and forecasts for the purpose of budgetary and financial reports.

## QUALIFICATIONS & KEY COMPETENCIES

- Demonstrated progressive front-line fundraising experience with a significant track record of success in the area of major gift development at the \$100,000 level and above.
- Proven success meeting fundraising financial goals from Major Gifts (individuals, foundations and corporations) and Planned Gifts.
- Management experience including the ability to attract, retain, mentor, evaluate, direct, motivate and lead a professional team to achieve common goals and objectives.
- Strong analytical and technical skills, with an understanding of data-management systems and the essential role they play in achieving fundraising success.
- Knowledge of and experience with donor/prospect databases (Raiser's Edge NXT preferred).
- Demonstrate tact and an ability to handle sensitive and confidential information.
- Ability to work within a fast-paced environment that requires a flexible schedule, including travel and occasional weekends and evenings.
- Evidence of continued growth through education and participation in professional fundraising organizations as well as knowledge of the philanthropic environment.
- University degree / College diploma in relevant field or a related mix of education and fundraising experience.
- CFRE designation considered an asset.



## BIOGRAPHIES

### Jamie Gallagher, President & CEO



Jamie Gallagher is the President and CEO of the Saint John Regional Foundation. He was appointed to this position in July 2021, and he is responsible for moving the organization forward and growing and diversifying the Foundation's revenue. Before being appointed to this position, Jamie was the owner of Shadow Lawn Inn, a historic Inn and an award-winning restaurant. Jamie has had a career in sales. He has over 20 years of management experience, with almost a decade focused on development in sales at Xerox Corporation. Throughout his career he has volunteered on various boards, including as Chair for the Saint John Regional Hospital Foundation and the President of the Board of Directors of the United Way Greater Saint John.

### Shannon Hunter, Vice-President



Shannon Hunter was recently appointed as Vice President of the Foundation. Shannon is a seasoned marketer and strategist with impressive accomplishments across her career. In her new role, she will continue to lead brand efforts to competitively position the Foundation while providing strategic oversight in the diversification of fundraising programs and daily operations. Shannon has two decades of experience aligning marketing strategy with client satisfaction and achieving exceptional results. Having worked in the government, healthcare, and food sectors, she has marketed everything from cannabis legalization and vaccines to food and health benefits. Shannon was most recently the owner of Shannon Hunter Consulting Inc. and prior Vice-President of Strategy and Events for a lifestyle company, leading a team

across North America. Under her leadership, they delivered award-winning events, talent management, sponsor relations and marketing campaigns, generating over 260M impressions of earned media.

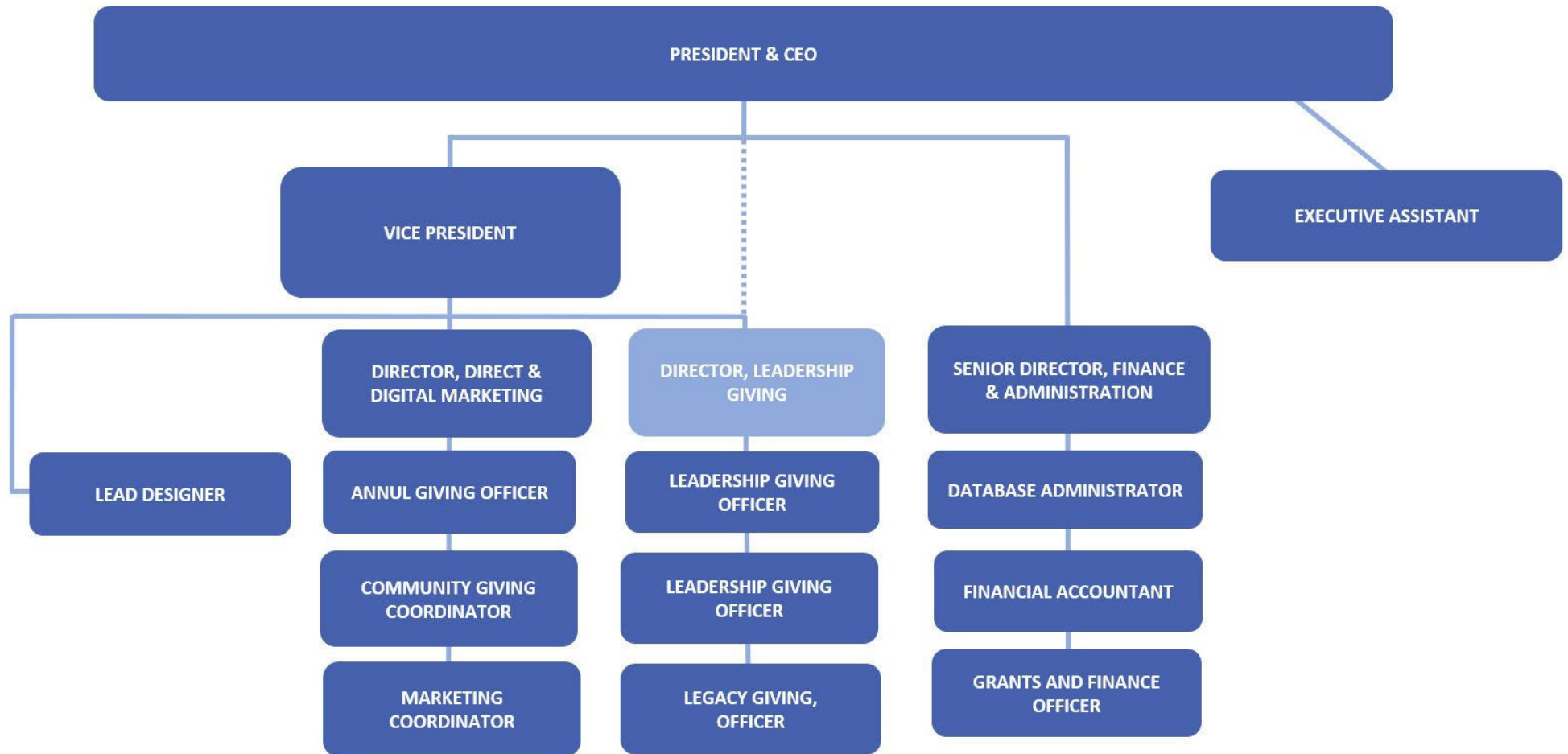
### Lloyd Foote, Chair



Lloyd Foote, a Chartered Professional Accountant, joined the Foundation board as a member in 2017 and recently served on the Executive Committee as the Treasurer/ Secretary. He is currently President of Foote Corporate Advisory services and specializes in Chief Financial Officer and Family Office services. He is a graduate of Memorial University of Newfoundland (B. Commerce) and retired on May 31, 2015, from Deloitte as a 28-year senior partner. With over 40 years experience, Mr. Foote is a seasoned financial expert and will build on his experience as an Executive member of the Board to continue the momentum that continues to be built at the Foundation.



## SAINT JOHN REGIONAL HOSPITAL FOUNDATION ORGANIZATIONAL CHART



## LIVING IN SAINT JOHN, NEW BRUNSWICK

Saint John is centrally located on the southern New Brunswick coast on the Bay of Fundy, at the mouth of the Saint John River. Because it is the only city on the Bay of Fundy – home of the world's highest tides – Saint John is known as the anchor of the Bay of Fundy experience. The City of Saint John has a population of approximately 80,000, and 130,000 in Greater Saint John, which includes the neighbouring communities of Rothesay, Quispamsis, Grand Bay-Westfield and Saint Martins. From urban areas to suburban and rural, Saint John provides residents a variety of lifestyles all within a 20-minute drive to the city centre.

The Saint John region offers high-quality education at all levels. All newcomers to Saint John have the option of schooling their children in either English or French. High school students have access to both an International Baccalaureate and an Advanced Placement Program. The New Brunswick Community College in Saint John offers a hands-on approach to learning including real-life work experience. At the university level, University of New Brunswick - Saint John campus offers both undergraduate and graduate programs, including a medical school. There are a variety of additional private post-secondary institutions available for students looking for training including the Atlantica Centre for the Arts, Eastern Trades College, and the Academy of Learning.

New Brunswick has a universal health care system where all New Brunswick residents are provided with a full-range of doctor and hospital services. Saint John is home to the largest hospital in New Brunswick, which is the Saint John Regional Hospital.

Saint John offers a vibrant arts and cultural community. The city welcomes performances from around the world and is also home to numerous theatre, music, and dance organizations. Throughout the year, there are festivals and events that bring the community together and celebrate the City's rich cultural heritage.

Saint John is surrounded by three bodies of water and a natural environment that offer residents many outdoor activities. Rockwood Park is Canada's largest municipal park and offers many activities throughout the year. Swimming, rock climbing, biking, geo-caching, camping, boating, cross-country skiing, snowshoeing, and hiking are among the many things you can enjoy.

Saint John is a one-hour drive to the United States border at Calais, Maine; a 4 hour drive to Halifax, Nova Scotia; and a 10 hour drive to Montreal, Quebec. The Saint John Airport is located 16km from the city centre. A short 2 hour flight to Toronto, 90 minute flight to Montreal, and 45 minutes to Halifax can connect you to international destinations.