



CHIEF DEVELOPMENT OFFICER
MONTANA CHILDREN'S MEDICAL CENTER
KALISPELL REGIONAL HEALTHCARE
Kalispell, Montana
[Montana Children's Medical Center](#)



The Aspen Leadership Group is proud to partner with Montana Children's Medical Center (MCMC) in the search for a Chief Development Officer.

The Chief Development Officer will balance strategic leadership with frontline fundraising activity to secure maximum philanthropic support for Montana Children's Medical Center, focusing on high-net-worth donors and enhanced principal gift activity. The Chief Development Officer will act as a key face of the MCMC to the external community, communicating opportunities to donors, volunteer leadership, and other key stakeholders. The successful candidate will assist the MCMC Administrator and the President of the KRH Foundation in building a comprehensive fundraising program including grateful patient, annual giving, events, grant writing, and major gifts.

It is Montana Children's Medical Center's vision that it will become a pediatric health care destination, saving the lives and improving the health of children for generations to come.

Located in the heart of northwest Montana, Kalispell Regional Healthcare represents a family of healthcare services designed to meet the needs of both community residents and seasonal visitors. From preventive medicine and routine procedures to ongoing treatment and complex surgeries, Kalispell Regional Healthcare is equipped with the expertise and the facilities to improve the health and comfort of the people it serves. Understanding that healthcare is a local issue and health is a personal concern, Kalispell Regional Healthcare has assembled a full range of healthcare services to meet the growing needs of the region's residents and visitors. Kalispell Regional Healthcare's mission is to improve the health, comfort, and lives of the people it serves. It accomplishes its mission through a host of healthcare facilities and services designed to serve the local community.

REPORTING RELATIONSHIPS

The Chief Development Officer will report to the Administrator, Montana Children's Medical Center, Teresa Fisher.

MONTANA CHILDREN'S MEDICAL CENTER

Kalispell Regional Healthcare has embarked on the most ambitious undertaking in the health care system's 107-year history—the construction of a 190,000 square foot dedicated pediatric facility, called Montana Children's Medical Center. Recognizing that pediatric care is very different from adult care, this facility, designed exclusively for children, will be the only one of its kind in the State of Montana and will have a significant impact on children and their families.

Montana Children's Medical Center will increase access to pediatric specialty care, including the largest concentration of fellowship-trained pediatric sub-specialists in the state; deliver quality, compassionate pediatric care by a highly-trained team of clinicians, social workers, and others; reduce the need for patients and families to travel out-of-state for medical care; save more children's lives by providing faster delivery of life-saving treatment; support families with a wide range of patient and family resources; and enhance the care experience for the whole family in a modern, child-friendly environment.

Kalispell Regional Healthcare cares about the children, parents, grandparents, and many others that are impacted by a child's illness. That's why it is charting this new course to transform the future of pediatric care in Montana. This facility, its staff, and the level of services provided will be unmatched within the state.

Montana Children's Medical Center is envisioned as a pediatric healthcare destination that will save the lives and improve the health of children for generations to come.

PRINCIPAL OPPORTUNITIES

Kalispell Regional Healthcare is excited to announce our first facility and foundation dedicated to children and their family. This is the only children's medical center in the State of Montana dedicated to fully integrating healthcare and services for pediatric patients and loved ones. Montana Children's Medical Center is proud to present the opening of this facility (Spring 2019). The vision for this program and facility have engaged new donors and inspired generous commitments to support the growing impact of its Doctors, Nurses, clinical staff, and facilities for the state of Montana and throughout the region.

—Teresa Fisher, Administrator, Montana Children's Medical Center

PRIMARY RESPONSIBILITIES

The Chief Development Officer will

- develop, coordinate, direct, and manage all fundraising programs and events for MCMC including major gifts, annual giving, planned giving, capital campaign events, and other special events and programs;
- identify, cultivate, solicit, and steward major, leadership, and transformational level gifts;

- manage a portfolio of 100+ prospects/donors using a comprehensive moves management model;
- partner with Board members, physicians, and other hospital and volunteer leaders to identify, educate, solicit, and steward donors;
- solicit estate and planned gifts in partnership with the KRH Foundation President;
- plan and execute events and receptions;
- develop written proposals, presentations, and Case for Support documents;
- develop and execute personalized, meaningful, and timely stewardship activities;
- develop and manage vendor, corporate, and employee contribution programs;
- develop approaches, including writing grants and other special written proposals, to potential donors relating to MCMC projects;
- keep abreast of changes and patterns of philanthropy and related tax developments;
- extract and analyze data to make effective, efficient decisions about donor strategy and process;
- exhibit strength in developing fundraising plans and executing against those plans to achieve ambitious goals and objectives that are aligned to the MCMC strategic initiatives; and
- develop an effective fundraising structure in multiple geographic locations, while continuing to move individuals across the spectrum of prospect development.

KEY COLLEAGUES



Teresa Fisher
Administrator, Montana Children's Medical Center
Chief Nursing Executive

Teresa is the Chief Nursing Executive and Administrator of Montana Children's Medical Center. Prior to moving to Montana she spent more than 20 years as a healthcare executive in clinical as well as operational executive leadership capacities. She has worked extensively in Minnesota and in pediatrics at Colorado Children's Hospital. Her transformational style of working side-by-side with staff, physicians, and leaders has led to successful alignment and execution of organizational strategic initiatives throughout her career.



Tagen D. Vine
President of Kalispell Regional Healthcare Foundation

Before working at KRH, Tagen worked for the Boy Scouts of America in the suburbs of Chicago and in Western Montana for 10 years. He also served as a Campaign Officer at the Billings Clinic Foundation in 2005 before coming back to the Flathead Valley in 2006 to assume his role as President of the KRH Foundation. He sits on the boards of the Kalispell Chamber of Commerce, Montana Ambassadors, Eagle Transit, and the Rotary Club of Kalispell.



Jamie Shennan
Advisory Board Chair of Montana Children's Medical Center

Jamie Shennan has been in a variety of consumer businesses, including Procter & Gamble and Addison Consultants. Until retirement a few years ago, Jamie was a Senior Partner at Trinity Ventures, an early stage venture capital firm based in Menlo Park, California. Among the companies he funded at an early

stage are Starbucks, PF Chang's, Petsmart, Marmot Outerwear, Esurance, and Blue Nile.

While he has and is involved in a number Montana nonprofits like the Whitefish Community Foundation, Jamie's involvement in children's healthcare centers on the Lucile Packard Children's Hospital at Stanford. He and his wife chaired the \$150 million capital campaign to build the hospital. Jamie then held various board positions, including Vice Chair, in the hospital and then the successor LPCH Foundation formed on the sale of the hospital to the Stanford Medical Center.

CANDIDATE QUALIFICATIONS AND QUALITIES

Montana Children's Medical Center seeks a Chief Development Officer with

- demonstrated participation in a major capital campaign (planning, implementation, management, and successful conclusion) for a healthcare, higher education, nonprofit, or other institution of similar complexity with multiple stakeholders;
- a passion for children's healthcare;
- superior time-management and communication skills both written and verbal, strong interpersonal skills, and outstanding organizational abilities; and
- a full committed to and relentless drive for the organization's mission, translating that mission in donor-specific ways that inspire meaningful engagement and support.

A bachelor's degree is required for this position as is a minimum of ten years of experience in progressively responsible development leadership positions, which includes work in all functional areas (individual giving, institutional giving, planned giving, stewardship, board relations) preferably in children's fundraising. A minimum of ten years (with five years in pediatrics required) of experience and a proven track record of successful fundraising at the major gifts level is required. A master's degree is preferred.

SALARY & BENEFITS

Montana Children's Medical Center offers a competitive salary and benefits package.

LOCATION

Kalispell lies in the heart of the Rocky Mountains in the northwest corner of Montana and an hour south of the Canadian border. A half hour to the east lies the crown of the continent—Glacier National Park—and fifteen minutes to the south is Flathead Lake, a glacial jewel and the largest natural freshwater lake west of the Mississippi. The natural beauty surrounding Kalispell, the thriving economy and the growing community of friendly residents who take great pride in their home are a few of the many reasons why the quality of life in the area is exceptional. Kalispell boasts the diversity and vibrancy of a big city with the ease and security of small-town life offering a wide variety of housing, easy mobility, and an ideal community full of cultural and entertainment attractions along with recreational activities for optimal work-life balance. Along with great schools, a thriving economy, exquisite shopping, and fine dining, the Flathead Valley is truly a unique setting.

DIVERSITY AND INCLUSION

Kalispell Regional Healthcare is an Equal Opportunity Employer (EOE/AA/M-F/Vet/Disability). It encourages all qualified individuals to apply for employment. It does not discriminate against any applicant or employee based on protected veteran status, race, color, gender, sexual orientation, religion, national origin, age, disability or any other basis protected by applicable law.

APPLICATION INSTRUCTIONS

All applications must be accompanied by a cover letter and résumé. Before submitting your materials, please review them for accuracy. Review of applications will begin immediately and will continue until the successful candidate has been selected.

To nominate a candidate, please contact Anne Johnson:

annejohnson@aspenleadershipgroup.com.

All inquiries will be held in confidence.