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**MAJOR GIFT OFFICER
JACKSON HEALTH FOUNDATION
Miami, Florida**

<http://jacksonhealthfoundation.org>



The Aspen Leadership Group is proud to partner with the Jackson Health Foundation in the search for a Major Gift Officer.

The Major Gift Officer will be responsible for securing major gifts from the Jackson Health Foundation's supporters in the community and grateful patients of the Jackson Health System.

The Jackson Health Foundation, a 501(c)(3) nonprofit organization, is the fundraising arm of Jackson Health System, the most comprehensive healthcare provider in South Florida. Through the generosity of compassionate donors, the Foundation financially assists Jackson Health System in providing world-class medical care to children and adults in South Florida, and the global community. Funds raised by the Foundation help support major projects, special needs that cannot be supported by public dollars, as well as projects of special interest to donors and philanthropists.

The Foundation's fundraising efforts allow Jackson Health System to provide life-saving medical care to those in financial need, improve health care delivery, enhance the hospital experience for patients, and promote wellness and preventive medicine.

Established in 1991 as Jackson Memorial Foundation, the organization was renamed Jackson Health Foundation in 2014 to more closely align with the Jackson Health System. The Foundation is governed by a volunteer Board of Directors, which is committed to philanthropic activities that benefit Jackson Health System.

The work done through the Jackson Health Foundation is fundamentally personal. Its strength lies in its connection to the miracles performed daily throughout the Jackson Health System, and in the knowledge that every member of the Jackson team has been impacted by those miracles. This drives the Foundation's purpose, its mission, and what it values.

REPORTING RELATIONSHIPS

The Major Gift Officer reports to the Vice President of Development.

PRINCIPAL OPPORTUNITIES

Want to be a part of something truly extraordinary? Then join Jackson's dynamic team of professionals who work towards fulfilling the vision of a healthier future for the children and families of Miami-Dade. The Jackson Health Foundation is in the business of building strong families, and an even stronger community.

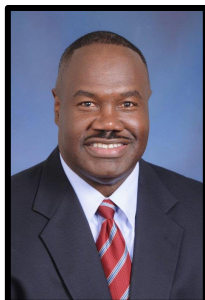
Where access to healthcare is the norm for others, access to excellent healthcare is Jackson's standard. Jackson Health System is known for superb healthcare for its community, both locally and globally. Located in a major international hub, its organization enriches and impacts the lives of many around the world from its top rated Holtz Children's Hospital and Rehabilitation facilities, to its life saving Ryder Trauma Center, Burn Center, and the Miami Transplant Institute.

PRIMARY RESPONSIBILITIES

The Major Gift Officer will

- develop and manage a portfolio of 120 to 150 major gift prospects and donors, with 40-50 being actively managed at any one time, with a significant goal of securing gifts of \$50,000 and above through active successful identification, cultivation, solicitation, and stewardship activities;
- complete a minimum of 20 substantive meaningful principal/major gift contacts a month;
- assist in developing and executing sophisticated long and short term strategies, as well as implementing them to secure major gifts from individuals, grateful patients, corporations and foundations, and other entities;
- be aware of planned giving vehicles and be able to discuss a planned gift where possible with donors;
- have the ability to exercise initiative and accept responsibility to work proactively and with minimum of supervision;
- have skills in motivating colleagues, volunteers, and donors;
- regularly report major gift activities and results against targets to achieve performance metrics of prospects cultivated, calls made, proposals developed, solicitations, gifts closed, and dollars raised;
- adhere diligently to the Foundation's moves management and reporting process, ensuring proper documentation of their progress;
- effectively engage prospective donors and raise funds for the priority projects, including the Angel Society, for the Jackson Health Foundation, and Jackson Health System;
- work collaboratively and positively with colleagues to maximize the giving potential of donors to ensure the success of the major gifts program and overall team;
- seek opportunities to represent the Jackson Health Foundation at community functions, networking opportunities, and nurture new and existing relationships;
- manage relationships with assigned current donors to ensure their continued engagement and increased support for the Foundation;
- work with medical staff, identify and cultivate new donors from grateful patients; and
- be a good collaborative colleague and contribute to the successful cultivation of the best gift for the donor and for the Foundation, working cooperatively with all development officers on the staff.

KEY COLLEAGUES



Keith R. Tribble

President & Chief Executive Officer, Jackson Health Foundation

Keith R. Tribble oversees all fundraising efforts for one of the nation's largest and most respected public healthcare networks, Jackson Health System. Tribble has been charged with developing philanthropic activities that will assist the taxpayer-owned health system in advancing its iconic 97-year reputation for providing world-class medical care to South Florida residents and patients from across the country and around the world.

Since his arrival in 2014, Tribble has built significant momentum through the Foundation's giving programs including the Golden Angels Society, Guardian Angels program, and the International Kids Fund Wonderfund. In this short period, he has implemented various initiatives to drive local and global fundraising efforts, while successfully managing a multimillion-dollar operating budget. In just his first two years with the Foundation, he and his team secured over \$30 million in gifts, successfully moving the Foundation from an informal state of dormancy caused by a shift in leadership.

Tribble earned a Bachelor of Science degree in Journalism from the University of Florida, Gainesville.



Carlos A. Migoya

President & Chief Executive Officer, Jackson Health System

Carlos A. Migoya has served as President and CEO of Jackson Health System since May 2011, overseeing one of the nation's largest and most respected public healthcare networks. Jackson has the distinction of bringing world-class medical care including the medical school faculty and students from the University of Miami and Florida International University to a taxpayer-owned system that guarantees a single high standard of care for all residents of Miami-Dade County. The system is anchored by

Jackson Memorial Hospital, one of the top-ranked hospitals in Florida. The system also includes two neighborhood community hospitals, Holtz Children Hospital, Jackson Behavioral Health Hospital, Jackson Rehabilitation Hospital, two nursing homes, and numerous clinics.

In his first year at Jackson, Migoya led a transformation that reversed years of massive losses, including an \$82 million loss in the prior year, and produced a surplus of more than \$8 million. It was the first time Jackson produced a surplus since 2006. In each of the following two years, the surplus topped \$50 million. At the same time, key indicators of healthcare quality and patient satisfaction improved, proving that public hospital systems need not choose between medical excellence and operational sustainability. In November 2013, he led a successful campaign in which 65 percent of Miami-Dade voters approved the \$830 million Jackson Miracle-Building Bond program, which is the cornerstone of a 10-year, \$1.4 billion capital plan to renovate, modernize and expand Jackson's facilities.

Prior to joining Jackson, Migoya served as City Manager in Miami, successfully tackling the city's ailing budget issues. Most of Migoya's professional life has been spent in the banking industry, rising through the ranks over more than 40 years from part-time teller to regional president and CEO. He spent many years working for Wachovia, most recently as the regional president of Wachovia in North Carolina and the CEO for the Atlantic region, responsible for banking in New Jersey, Connecticut and New York.

He is actively involved in several community organizations, including having served as the foundation chairman of Florida International University and as a member of the university's Dean's Council, the College of Business Administration's principal advisory board. For nine years, Migoya served as a director of AutoNation, the largest auto retailer in the US. He currently serves as chairman of the Safety Net Hospitals Alliance of Florida and sits on the boards of the Downtown Charter School in Miami, the Beacon Council, and the United Way of Miami-Dade.

Migoya earned an undergraduate degree in finance and a Master of Business Administration in finance from Florida International University.

CANDIDATE QUALIFICATIONS AND QUALITIES

The ideal candidate for the position of Major Gift Officer will have

- demonstrated experience in soliciting gifts of \$25,000 and above;
- excellent and persuasive verbal and written communication skills, and ability to present a compelling vision and case for support;
- the ability to prioritize and effectively manage multiple projects and deadlines simultaneously, and experience in writing proposals and oral presentations;
- excellent relationship and organizational skills;
- experience in a hospital and/or academic medical center setting (preferred);
- international fundraising experience and/or interest (preferred);
- the ability to maintain a flexible work schedule, including some evenings and weekends; and
- computer fluency in MS office, Raiser's Edge, or other donor database software, web applications, and knowledge about the role of technology and electronic communication in fundraising.

A bachelor's degree is required for this position, as is a minimum of five years of major gift fundraising experience.

SALARY AND BENEFITS

The Jackson Health Foundation offers a competitive benefits and compensation package.

LOCATION

This position is located in Miami, Florida.

APPLICATION DEADLINE

Before sending your résumé for this position, please read it over for accuracy. Review of applications will begin immediately and continue until the successful candidate has been selected.

To apply for this position, visit: <http://opportunities.aspenleadershipgroup.com>.

To nominate a candidate, contact Angelique Grant: angelique@aspenleadershipgroup.com.

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