



**MAJOR GIFTS OFFICER
PHOENIX CHILDREN'S HOSPITAL FOUNDATION**

Phoenix, Arizona

<http://phoenixchildrens.org>

<http://Givetopch.org>



The Aspen Leadership Group is proud to partner with the Phoenix Children's Hospital Foundation in the search for a Major Gifts Officer.

The Major Gifts Officer will play a key role in the Phoenix Children's Hospital Foundation's exciting goal to grow philanthropy from \$40M to \$60M by 2021 and to meet the rapidly growing needs of one of the top ten children's hospitals in the nation. The successful candidate will spearhead the major gift strategy and engagement activities in partnership with the Senior Vice President, Chief Development Officer, and Vice President, Individual Giving. While spending the majority of their time out of the office, the Major Gifts Officer will utilize their exceptional abilities to "get in front of people," build meaningful relationships, and engage individuals in philanthropic support at the \$25,000 and above level.

Phoenix Children's Hospital has provided hope, healing, and the best healthcare for children since it was established in 1983, and has grown to become one of the largest children's hospitals in the country. With a medical staff of nearly 1,000 pediatric specialists, Phoenix Children's provides inpatient, outpatient, trauma, and emergency care across more than 70 pediatric subspecialties, the most comprehensive pediatric care available in the state. The Hospital's six Centers of Excellence have grown in size and expertise to place them on par with some of the most prestigious of their kind in the United States.

To meet the needs of its growing community, Phoenix Children's continues to expand, adding new physicians, staff, programs, and facilities. Specialty and urgent care centers in high growth areas of the Valley and across the state serve the needs of patients and families in their own neighborhoods. Today, the most visible evidence of growth is a new emergency department capable of serving nearly 100,000 patient visits per year. It is the only pediatric Level 1 Trauma Center in AZ. Additionally, the Center for Cancer and Blood Disorders at PCH expanded in 2017 in order to keep up with the demand for these services. Phoenix Children's bold vision for the future is that the Hospital will stand among the top pediatric hospitals in the nation, with a reputation for providing superior care for sick and injured children; advanced education for child health providers; and innovation, information, and influence in the field of children's health care.

The Phoenix Children's Hospital Foundation (PCHF) serves as the primary fundraising partner to the Hospital. The Foundation team is 70 people strong. The Foundation provides needed philanthropic support for critical programs, capital projects, and a variety of services that are entirely supported by philanthropy.

REPORTING RELATIONSHIPS

The Major Gifts Officer will report to the Vice President, Individual Giving.

PRINCIPAL OPPORTUNITIES

The Major Gifts Officer will join a team of ambitious and talented development professionals and will be fully supported by embedded support services including prospect research, communications, and stewardship. The Foundation is embarking upon a \$250M campaign which includes several endowed positions within oncology, neurology, and cardiology, as well as comprehensive Family Centered Care Services—the things that make a “children’s hospital a place where kids are first!” One in four Arizona children are seen at Phoenix Children’s Hospital. The right candidate will truly make a difference in the lives of so many families needing medical care. Phoenix Children’s Hospital enjoys an incredibly strong brand, is thriving, and growing at a rapid pace. Engaging an already strong supporter base to look toward making major gifts is the goal of this talented professional.

PRIMARY RESPONSIBILITIES

The Major Gifts Officer will

- raise gifts of \$25,000 and above from individuals in support of Phoenix Children’s Hospital;
- actively qualify individual prospects and donors;
- create strategy for engagement and execute on cultivation plans;
- work with program and communications colleagues to secure appropriate information to create proposals to secure gifts;
- fully commit to achieving an annual goal of at least \$8M in collaboration with at least two other fundraisers/team members;
- adhere to metrics to demonstrate success and identify areas of improvement;
- develop expertise in Hospital Centers of Excellence;
- serve as a Foundation liaison to one or more hospital departments/divisions;
- collaborate closely with senior administration, physicians, clinical staff, and report funding needs to Foundation colleagues;
- maintain professional competency and pursue awareness of changes in philanthropy best practices in major gift and planned giving; and
- stay current on community events and prospect/donor achievements seeking creative opportunities for engagement.

KEY COLLEAGUES



Terri Burkel
Vice President, Individual Giving

Terri brings passion and curiosity to her work at Phoenix Children's Hospital Foundation. At Phoenix Children's, everything revolves around giving kids a longer or better quality of life, and she is excited to help more donors connect to the mission.

After graduating from the University of St. Thomas in St. Paul, Minnesota, Terri's plans were related to direct patient care. But, instead, she got her first taste of success as a fundraiser for Appleton Medical Center to finance a helicopter, and she was hooked. Since then she has had the privilege to serve at organizations advancing healthcare and education—most recently at Mayo Clinic in Rochester, Minnesota.

As much as she loves the Midwest, relocating to Phoenix afforded Terri's family a welcome change of scenery. She walks in every day feeling lucky to work with talented people who help kids in Arizona get world-class care, close to home.



Bonnie Morgan
Senior Major Gifts Officer

Bonnie is an Arizona "almost" native and a graduate of Arizona State University, with a B.S. in Marketing and an International Business Certificate. She went on to earn her graduate degree from Northern Arizona University in Public Management, but is a Sun Devil for life. Today, Bonnie is a CFRE—Certified Fund Raising Executive—and has been a passionate non-profit advocate since 2002. She landed her dream role at Phoenix Children's Hospital Foundation in 2011, and she truly believes she has the best job in town.

When Bonnie talks about the kids she gets to help at Phoenix Children's, she can get emotional. Some people think being surrounded by sick children would be very difficult. But it's such a joy to be around these resilient kiddos. They're the ones who give *us* hope.



Steve Kaiser
Major Gifts Officer

Between 2003 and 2011, Steve served in the Army as a Civil Affairs Officer. During his time overseas, his role in earning trust with the locals helped his team forge good relationships with their communities. Steve finds all people's stories fascinating because each one is unique. This is why he loves what he does now as a gift officer for the Phoenix Children's Hospital Foundation. He still gets to meet the most interesting people—community leaders with big hearts that understand how important it is for children here in Arizona to get the best medical care possible.

As a father of three young boys, Steve immediately puts their faces on every child he sees at the Hospital. The kids he meets there are so incredibly tough and fearless; it is truly inspiring to be in their presence. The Hospital can be a difficult place for kids receiving very serious treatment. But Phoenix Children's does its best to make spaces where they can play, socialize, learn, and create.

Steve attended Arizona State University and majored in History, meeting his wife senior year. Ten years later he went back to school to acquire a Master's degree in Public Administration.



Lynn Badura

Major Gifts/Planned Giving Officer

Lynn is a recent transplant to Phoenix from Kansas City, Missouri. She is originally from Nebraska, and an alum of the University of Nebraska, Lincoln. Healthcare has captured her passion for many years. She launched her journey at the national office of the National Kidney Foundation and was fortunate to travel all over the U.S. as well as Europe, visiting Prague, Geneva, Barcelona, and Sydney, Australia. She moved from that job into various fundraising positions in healthcare institutions and hospital settings, and now has racked up nearly 20 years' experience.

In May of last year, Lynn was fortunate to join the team at Phoenix Children's Hospital Foundation. She enjoys the many opportunities she gets to match the interests and passions of Phoenix Children's donors to the most pressing needs at the Hospital. Phoenix Children's is a special place where miracles happen every day, and Lynn feels very blessed to be part of this important mission to help improve the lives of the children of Arizona and the Southwest Region.



Ashley O'Brion

Development Officer

Ashley's own roots are firmly nested in small town Iowa, where her upbringing inspires her everyday life here in Phoenix. People are her calling. Connecting with neighbors, colleagues, patient families, and friends of the Hospital bring back that "small town" feeling.

Ashley's passion for healthcare philanthropy got started by accident. While serving as an intern at her hometown hospital's foundation, she worked on a program to curb childhood obesity and got hooked. She has a BS in Kinesiology from Iowa State University and worked as a wellness director for a retirement community for many years, until she found her calling in philanthropy. Now as a Development Officer at Phoenix Children's, Ashley has found the perfect way to express her love for children, interest in people, and passion for wellness.

CANDIDATE QUALIFICATIONS AND QUALITIES

The successful candidate for the position of Major Gifts Officer should have

- sensitivity to the needs of families with seriously ill children, exhibiting and maintaining the highest standards of ethical conduct;
- the ability to effectively communicate complex medical information to both lay and professional audiences;
- experience fundraising in a healthcare environment, especially a children's hospital (preferred); and
- experience with grateful patient and physician engagement giving programs (preferred).

A bachelor's degree is required for this position as is five years of professional major gift fundraising experience. Experience in sales with increasing levels of responsibility and demonstrated success will be considered.

SALARY & BENEFITS

Phoenix Children's Hospital Foundation offers a competitive salary and benefits package as well as the industry's leading incentive pay program.

LOCATION

The position is located in Phoenix, Arizona.

DIVERSITY AND INCLUSION

Phoenix Children's Hospital is an Equal Opportunity Employer. Qualified applicants receive consideration for employment without regard to race, color, religion, sex, national origin, age, genetic information, physical or mental disability, military or veteran status, sexual orientation, gender identity/expression, or other protected status in accordance with applicable federal, state, and local laws and regulations. Phoenix Children's also provides aids and services to people with disabilities to communicate effectively with Phoenix Children's.

APPLICATION INSTRUCTIONS

All applications must be accompanied by a cover letter and résumé. Before submitting your materials, please read them over for accuracy. Review of applications will begin immediately and 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.

