



SickKids
VS[®]

Heal the FUTURE

At SickKids Foundation, we have a direct stake in the lives of children. Every day, we partner with SickKids Hospital to create a better future for every single patient. We're an organization devoted to the greater good, and we don't settle for less. Join us.



Help us create healthier futures as a
**ASSOCIATE DIRECTOR,
GIFT & ESTATE PLANNING**

ABOUT US

SickKids Foundation, with over 50 years of philanthropic impact in 2023, is Canada's largest charitable funder of child health research, learning and care, raising over \$200 million last year. As a national charity, SickKids Foundation invests in national and international initiatives to benefit children in Canada and around the world. As the fundraising partner to The Hospital for Sick Children (SickKids), we are aligned in supporting Precision Child Health (PCH), the future of tailoring medicine to each child's unique traits so SickKids can diagnose faster, treat smarter, and predict better.

We are driven by our core values of integrity, collaboration, excellence, innovation, and inclusion, with goals of delivering an unmatched donor experience, investing in our people and culture, driving innovative and sustainable fundraising, and leading in digital charity.

SickKids Foundation is committed to an inclusive culture by embedding equity, diversity and inclusion in everything we do. We aim to build awareness and skills in this area, both internally and with our partners. Our commitment extends to creating a safe, positive work environment. For details on our Equity, Diversity & Inclusion commitment, [please click here.](#)

We're committed to attracting and retaining passionate individuals to help create a healthier future. That's why SickKids Foundation is looking for a new Associate Director, Gift & Estate Planning.

Position Status: Permanent Full-Time

Available: Immediately

Description of the Position:

We are seeking an enthusiastic, forward-thinking and experienced fundraiser who will work as part of our team to support an ambitious fundraising agenda. The Associate Director, Gift and Estate Planning will support the strategic direction for the Foundation's Gift and Estate Planning program, build internal gift planning competency and capacity, and meaningfully integrate activities across all fundraising programs.

Reporting to the Director, Gift & Estate Planning, the Associate Director will develop and implement annual and long-range strategic plans to cultivate, solicit and steward donors, prospects and professional advisors. The Associate Director will manage a small team, build and execute strategies to engage various donor groups; and be a passionate ambassador for the Hospital for Sick Children.

You will:

- Actively manage a portfolio of current and prospective donors and provide ongoing relationship Management
- Provide leadership and support to a team of direct reports
- Play a key role in the development of the annual business plan and overall budget for the program
- Develop an integrated strategy, including donor segmentation, to outline a holistic plan for the Gift and Estate Planning program
- Lead the strategy for the development and integration of marketing plans, donor communications, and creation of net new materials
- Develop programs to engage professional advisors to increase their understanding of SickKids, encourage their partnership in sharing and/or developing expertise about charitable giving vehicles, and to encourage their support and advocacy for SickKids Foundation
- Build internal gift planning competency and capacity across the Foundation and assist in the development of new strategies
- Work with the other Foundation teams to identify and implement donor migration strategies from their portfolios to the Gift and Estate Planning program, and vice versa
- Maintain and update donor records to ensure data integrity

Qualifications:

While we know that for any job posting no one candidate will possess the qualifications being sought in equal measure, below is an outline of the qualifications we believe are important for a candidate to bring to the position or for the successful candidate to develop while in the role:

- University degree or other advance post secondary education
- 5+ years of fundraising experience, preferably in gift planning
- Proven track record as an exceptional fundraiser
- Expert knowledge of planned giving vehicles and relevant tax provisions
- Ability to build new and long-term relationships with prospects, donors and senior level volunteers
- Ability to think strategically and work independently in directing new initiatives or enhancing existing programs
- Ability to articulate the importance of pediatric healthcare in its three facets: clinical, education and research
- Ability to lead a team and work collaboratively
- Creative, resourceful, cost-efficient and intuitively driven
- Exceptional organization skills and ability to manage multiple projects within tightly prescribed timelines
- Superior verbal and written communication skills, including public speaking
- Excellent computer skills (Microsoft 365); and experience with data management systems (Blackbaud CRM)

We're looking for a passionate individual who is interested in moving the dial and making a difference. We are an environment that looks to attract hardworking and committed people; people who want to challenge themselves and grow with a globally recognized brand that continues to change the world. If this describes you, consider joining our team. We look forward to reviewing your application.

Total Compensation Package:

Hiring Salary Range: \$96,861.00 – \$121,076.00; with the ability to progress to a maximum of \$139,237.00. To ensure fair and equitable pay at SickKids Foundation, placement on the salary range will be based on your years of experience, skills, and qualifications relevant to the Associate Director, Gift & Estate Planning.

To help you lead in the fight for kids' health and to support your health, wellness, and career growth, in addition to competitive compensation, we offer a comprehensive benefit package (includes a flex benefit plan), tuition reimbursement, flexible work arrangements, pension plan and birth parent/parental top up – to name a few!

Hours: 35-hour work week, flexible work options available

Date Posted: June 14, 2024

Available: Internal and External Candidates

Deadline: June 27, 2024

Please apply on-line by visiting our website: www.sickkidsfoundation.com

SickKids Foundation is committed to its people and the talents, capabilities, and perspectives they bring to our mission. We live that commitment by being open and accessible to all, by valuing and respecting every individual, and by equally supporting every employee. As an organization proud to have joined the BlackNorth Initiative's CEO pledge, we uphold our commitment by inviting and encouraging individuals from diverse lived experiences from Black, Indigenous, communities of colour, people with disabilities, 2SLBTQIA+ community and all candidates who may contribute to the further diversification of the Foundation's community.

Candidates who require accommodation during the recruitment process should contact the Human Resources Department at: HR@sickkidsfoundation.com