

https://intscanada.com/job/prospect-research-officer/

?????-Prospect Research Officer

Description

St. Michael's Hospital Foundation, through its philanthropic activities, assists St. Michael's Hospital in attracting the resources required to fulfill and enhance its mission of caring, research and education as inspired and fostered by the Sisters of St. Joseph. Our physicians, surgeons, scientists and staff are relentless in taking on some of the world's most intractable health challenges. At St. Michael's, our health care teams have a unique attitude. They never say no. They never give up.

No matter the problem, St. Michael's looks for a way to solve it. St. Michael's Hospital Foundation is leading the way in helping the hospital break new ground in kidney transplantation, neonatal care, multiple sclerosis, and cardiac and neuro innovation. It's thanks to our donors and champions – who go to the wall for St. Michael's, day in and day out – that St. Michael's can continue to develop revolutionary approaches to patient care and to conduct research that is changing how diseases are treated and future generations of doctors and scientists are educated.

The Foundation supports St. Michael's ongoing mission to be a health care leader providing innovative and compassionate care driven by the incredibly generous help and support of all its donors. Since the Li Ka Shing Knowledge Institute debuted in 2011, St. Michael's has become internationally renowned as a research powerhouse – at the forefront of new medical discoveries and home to the world's top talent.

By joining St. Michael's Hospital Foundation, you will become part of a growing team of incredibly dynamic staff who support St. Michael's as an internationally renowned patient care and research powerhouse – at the forefront of new medical discoveries and home to the world's top talent.

POSITION SUMMARY

Working closely in partnership with fundraisers, volunteers and various levels of Hospital stakeholders, the Senior Philanthropy Officer – Research will bring an analytical and proactive approach to identifying, researching, evaluating and providing analyses, assessment, and recommendations on prospective donors and volunteers in order to determine capacity, inclination and interest to support St. Michael's Hospital Foundation in alignment with the fundraising priorities. Through this work the Senior Philanthropy Officer – Research will help fundraisers make informed decisions to engage, cultivate and solicit gifts from prospects and ensure a strong base of future giving support for the Hospital.

The Senior Philanthropy Officer – Research will be an in-house prospect analytics resource identifying ways to identify, qualify and segment large groups of donors and prospects while also conducting industry and economic research to inform the fundraising and business strategy of the Foundation.

RESPONSIBILITIES & ACTIVITIES

Responsibility

Prospect Research & Development

- Use a variety of techniques to identify, collect, evaluate, analyze, organize, package and disseminate publicly available information.
- Identify and evaluate the financial capacity, philanthropic interests and affinity of individual, corporate and foundation prospects in a way that

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- maximizes its usefulness and enables accurate and educated decisionmaking.
- Identify key connections and provide recommendations on strategic approaches to develop and maintain relationships.
- Prepare detailed profiles and documents for strategy discussions, meetings and events.
- Conduct information mining and analysis, and monitor media sources for relevant and timely information to share with fundraisers.
- Liaise with fundraisers to identify prospects that are appropriate matches for priority funding areas.
- Support the team through the design of a highly strategic information services unit including standard research products, procedures and guidelines.
- Ensure data generated through prospect research and pipeline management is recorded in the fundraising database (Raiser's Edge).

Activities:

Responsibility

Prospect Pipeline Management

In conjunction with the VP, Philanthropy, Strategy and Campaigns:

- Build strong cohorts of prospects at all stages of the development cycle (identification, cultivation, solicitation, stewardship) and manage their progress as they move throughout the cycle.
- Work with fundraisers to develop prospect cultivation and solicitation information and strategies and ensure a strong base of future giving for the Hospital.
- Maximize and evolve the Raiser's Edge database (and/or other donor management system) to create data-driven prospect reports and strategies.
- Develop and implement accurate, accountable and timely reporting for all prospect development and research activities.
- Ensure information capture and management protocols are relevant and in accordance with legal privacy requirements and ethical standards.
- Working with the VP, Philanthropy and Directors, liaise with fundraisers to assign prospects that are appropriate matches for priority areas.
- Prepare prospect briefing and activity reports and oversee tracking and data integrity for fundraisers' assigned portfolios.

Responsibility

Planning & Communications

Activities:

- Support the Foundation's strategic planning by gathering, disseminating
 and updating demographic data and information about trends in Healthcare
 and Philanthropy for regular use in presentations, reports and other
 communications.
- Assist in the preparation of an annual plan of measurable goals and strategies (including precise and practical deadlines), to maximize campaign operations to the organization.
- Provide input that can be incorporated into the overall Foundation annual and longer – term plans.
- Work with colleagues to plan and execute communications for donor cohorts.

Responsibility

Other

- Work as a team player promoting a positive and professional work environment and conduct role with integrity and respect.
- Act as an Ambassador throughout the Community, positively representing the Hospital and the Foundation.
- Abide by the policies and procedures of the Hospital and Foundation.
- Abide by the Occupational Health and Safety Act, and work in a manner that is safe, reporting incidents immediately to direct supervisor.
- Perform other duties as assigned in order to meet the overall goals and objectives of the Foundation.
- Operate within the culture and core values of the organization.

KNOWLEDGE & SKILLS

- Minimum of an undergraduate University degree.
- Five (5) or more years of experience in prospect research and pipeline management, or in a research and analytical role.
- Demonstrated experience in implementing electronic screening, performing proactive/reactive research and in managing the relationship management process for a fundraising organization.
- Strong understanding of traditional and emerging sources of information for identifying, qualifying, rating and researching major giving prospects.
- Demonstrated experience in providing analysis and prospect strategies in partnership with fundraisers and volunteers.
- Demonstrated experience with the implementation and management of data analytics techniques related to pipeline development.
- Demonstrated ability to design relevant reporting mechanisms for prospect and pipeline management.
- Superior communication and presentation skills.
- Demonstrated professionalism in handling highly sensitive and confidential information ethically and with discretion.
- A collaborative and service oriented attitude, comfortable working independently and as part of a team, and with all levels of staff and volunteers.
- Superior computer skills. Raiser's Edge database experience is highly desirable.
- Demonstrated ability to handle multiple priorities and be self-motivated and resourceful in a high pressure and demanding work environment.
- Proven ability to exercise diplomacy and good judgment.
- Demonstrated commitment to and understanding of the mission and values of St. Michael's Hospital.

Please

Apply:

https://www.recruitingsite.com/csbsites/unityhealth/JobDescription.asp?lang=en&JobNumber=920481

*As a condition of employment, all external hires will be required to submit proof of COVID-19 vaccination or documentation unless a valid accommodation under the Ontario Human Rights Code exists. Please note, if you are extended an offer of employment, you will be required to provide proof of vaccination in Ontario QR Code format. All internal candidates must be in compliance with Unity Health Toronto's COVID-19 Vaccination Policy. *

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INTS Consulting ????????

Job Types: Full-time, Permanent

Salary: \$42.37-\$49.84 per hour