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## Prospect Research Officer

### Hiring organization

INTS Consulting

### Date posted

2023-06-28

### 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





