



Fondation
Hôpital
Général
Juif

Jewish
General
Hospital
Foundation

PRINCIPAL DIRECTOR, MAJOR GIFTS

EXCEPTIONAL CARE. WITHOUT EXCEPTION.

Since 1969, the Jewish General Hospital Foundation has been a vital source of support for the JGH – among the top 3 hospitals in Quebec*—to enhance its extraordinary patient care, further scientific discovery, and transform healthcare delivery through innovation. We partner with inspired community members to implement a wide variety of fundraising initiatives to achieve these ambitious goals.

We are a vibrant team of professionals and an organization committed to empowering you to take on a pivotal role in this vital ecosystem. Together, we continue to enable awe-inspiring medical breakthroughs and drive the Jewish General Hospital forward—for the betterment of all Quebecers and beyond. Join us!

THE OPPORTUNITY

Reporting to the Vice-President and Chief Development Officer, the Principal Director, Major Gifts will assume a pivotal role within this department. We're looking for a teammate who will leverage their industry experience and skills to help the JGH Foundation continue to grow and build for a successful future.

DUTIES AND RESPONSIBILITIES

- Develop and implement major gift strategies to increase awareness and contributions across all revenue streams among existing and potential donors and partners.
- Grow and manage a portfolio of donors and prospects through cultivation and solicitation to close primary gifts.
- Collaborate with a team of professionals at the JGH Foundation to identify and qualify prospects and build appropriate strategies to capture giving potential;
- Work closely with annual giving, planned giving, and events to ensure that major gifts are integrated into the overall fundraising strategy.
- Define a strategic solicitation and personalized stewardship plan for each of the targeted donors.
- Identify and prepare solicitation proposals.
- Develop strong collaborative relationships with Jewish General Hospital stakeholders: physicians, researchers and other health professionals.



- Collaborate with others departments, such as marketing and communications, to ensure that major gift fundraising efforts are aligned with the organization's overall messaging and branding.
- Maintain accurate records of all donor interactions and contributions, and ensure that all fundraising activities are in compliance with legal and ethical standards.

QUALIFICATIONS AND REQUIREMENTS

- Undergraduate degree in a relevant discipline (CFRE an asset)
- At least 10 years of experience in a senior fundraising, or analogous, role
- Exceptional interpersonal relationship skills
- Ability to work in both French and English (oral and written)
- Ability to take initiative and embrace challenges
- Strong communication skills and ability to work as part of a team
- Knowledge of Raiser's Edge an asset

KEY INFORMATION

- Regular full-time position (35 hours / week)
- Competitive salary
- Group retirement plan with employer match
- Hybrid work environment
- For more information on how the JGH Foundation works wonders, consult our latest [Annual Report](#).

DIVERSITY, EQUITY, INCLUSION AND BELONGING STATEMENT

The JGH Foundation is a proud equal-opportunity employer and we are committed to creating an inclusive workplace that allows all of our people to reach their full potential. A diverse team with a genuine passion for our cause is the key to our success and we believe in bringing your whole self to work. We welcome all qualified candidates to apply. However, only those applicants selected for an interview will be contacted.

HOW TO APPLY

Please send your CV and cover letter in confidence to celine.bastien@jgh.mcgill.ca. Only those selected for an interview will be contacted.

*For the fifth consecutive year, *Newsweek* magazine ranked the JGH among the world's best hospitals.

