**Director of Philanthropy**

Full-Time, Days

New Hanover Regional Medical Center

Wilmington, NC

Director of Philanthropy **serves in a leadership role for the Foundation and is responsible for all major gift functions**, maximizing individual, corporate, and foundation support and securing gifts of $25,000 or more. *Responsibilities include:*

* Identifies, cultivates, and solicits those individuals, corporations, or private foundations able to make gifts of $25,000+ to the Foundation; with the Executive Director, coordinates the fundraising activities for a strategic (top 10%) portfolio of 125-150 major gift prospects that lead to at least 30 proposals of $25,000+ each year
* Plans and manages the Development department's fundraising cycle: careful identification, clear communication, thoughtful cultivation, effective solicitation, and consistent stewardship of all prospects and donors
* Coordinates the involvement of appropriate staff and key volunteers in major gift solicitation strategies and stewardship activities
* Provides regular reports to board and staff leadership, describing the Development team's fundraising efforts and progress as related to new and existing donors
* Works with regional estate attorneys, financial professionals, and trust officers to ensure community connections and implement an integrated fundraising program (major gifts, annual fund, planned giving) to benefit NHRMC
* Prepares winning proposals and grant requests for private, family and/or corporate foundations
* Develops and implements an annual plan of goals and objectives to maximize support for NHRMC, focusing on individual, corporate, and foundation prospects that have the potential to make gift commitments of $25,000 or more
* Routinely seeks education through professional organizations
* Demonstrates standards of performance (ownership, teamwork, communication, compassion) that support patient satisfaction and principles of service excellence

**Qualifications:**

* Bachelor's Degree in relevant field
* AHP, CASE, AFP, or CFRE certification (or equivalent) preferred; graduate degree preferred
* Five years of direct fundraising experience, preferably in a healthcare environment. Campaign and planned giving experience is strongly preferred, and previous experience working in a not-for-profit organization is an asset.
* Candidates should have demonstrated proficiency in strategic planning and moves management, and in the solicitation of major gifts of $25,000 and up.
* Background in and appreciation for donor/prospect databases (experience with Raiser's Edge is preferred)
* Demonstrated proficiency working with Windows and Microsoft applications
* Excellent written, verbal, and presentation skills
* Strong interpersonal skills
* Keen problem-solving abilities

Wilmington, NC is a growing coastal community of around 100,000 people in Southeastern North Carolina. Enjoy living and working where most people vacation. Year-round boating, golf, fishing, tennis, and biking are available. We have a vibrant, historical downtown with excellent restaurants and an active cultural arts community.

**New Hanover Regional Medical Center** offers a benefits package designed to ensure access to quality healthcare and help you maintain a healthy lifestyle.

* Teaching hospital, regional referral center, and Level II Trauma Center
* Southeastern North Carolina’s largest employer with more than 6,600 employees

Join Our Talented Team Today! Apply:

[**www.nhrmc.org/careers**](http://www.nhrmc.org/careers)

EOE - NHRMC is committed to inclusion and diversity