

**Executive Director
Prisma Health Midlands Foundation**

Description

The Executive Director (Director), Prisma Health Midlands Foundation, will lead fundraising for Prisma Health in the Columbia market, working in partnership and strategic alignment with the Prisma Health Office of Philanthropy. The Director will recruit community leaders, physicians, philanthropists, and business leaders to serve on the Prisma Health Midlands Foundation Board, and/or other volunteer activities to raise funds and awareness in the community for Prisma Health programs and services. In addition to managing the Foundation Board, the Director will also manage a team of development professionals and a major gift portfolio to raise philanthropic dollars.

Specifically, the Director, Prisma Health Midlands Foundation Board Director is charged with the following duties:

PRINCIPAL DUTIES AND JOB RESPONSIBILITIES:

Demonstrates, through behavior, Prisma Health's purpose: Inspire health. Serve with compassion. Be the difference.

- Builds and stewards a strong volunteer Foundation Board to raise funds and awareness for Prisma Health programs and services and ensures 100% giving for all Board Members. Provides staff support and oversight for Foundation Board and various committees.
- Develops and maintains long-term relationships with local and regional potential major gift donors including philanthropic Foundation leaders, corporate executives, community leaders and Prisma Health Midlands leadership and physicians.
- Engages with Midlands market and physician leadership to develop a positive, trusting, and productive relationships.
- Develops annual plans and goals in concert with the Executive Director, Office of Philanthropy and market-based and service line leadership.
- Manages the daily operations of the Foundation, including budgeting and stewardship of resources to achieve agreed upon performance metrics and administrative functions as required.
- Assures funds are raised and utilized in accordance with applicable laws, regulations and donor's wishes.
- Provides supervision, leadership and evaluation of team members, following agreed upon standards for performance.
- Successfully manages a portfolio of major philanthropic donors to generate philanthropic support for Prisma Health.
- Under the direction of the Office of Philanthropy, grows grateful patients and families fundraising in the Midlands market through the Gifts of Gratitude program, including clinician partnerships and referrals.
- Actively participate in meetings and trainings with Prisma Health philanthropy colleagues, including affiliated Foundation leaders and the Office of Philanthropy.

- Ensures that team members follow standards for maintaining data in centralized donor database.
- Other duties as assigned.

EDUCATION AND EXPERIENCE REQUIRED:

- Bachelor's degree; CFRE preferred.
- Seven+ years of progressively more responsible fund raising experience with a proven track record in major gifts fundraising. Experience working in a regional or national organization and healthcare philanthropy experience preferred. Significant volunteer and/or board management experience, knowledge of the Columbia corporate and civic community, or a proven successful territory development in a major market will be of value.
- Management and supervisory experience required.
- Knowledge of fundraising and donor relations best practices, including relational database and program development and execution.
- Outstanding written and verbal communication skills. Able to effectively express ideas and views through public speaking, presentations, reports, and professional correspondence.
- Exceptional leadership skills and the capacity to relate to people in a manner that wins confidence, builds trust, and establishes support.
- Strategic vision and thinking. Ability to position the organization for the future, looking beyond the present situation to conceptualize key trends and identify viable fundraising opportunities. Strong business acumen, emotional intelligence, and capacity; able to think strategically and implement tactically. Team player.

OTHER SKILLS:

- Self-driven, results-oriented with a positive outlook. A natural forward planner who critically assesses own performance. Mature, credible, and comfortable in dealing with senior managers, company executives, board members and grateful patients. Reliable, tolerant, and determined. Empathetic communicator, able to see things from the other person's point of view. Well-presented and businesslike. Open to new experiences, responsibility, and accountability. Able to get along well with others and be a team-player.

SUPERVISORY/MANAGEMENT RESPONSIBILITY:

- Position has direct and/or indirect supervision of team members that may include final budget authority, hire/termination authority, performance appraisal responsibility and disciplinary authority. Job will be considered a member of management staff at Prisma Health Company or affiliate and will have direct reports.