

Job Title:	Director, Philanthropy (Major Gifts)
Type:	Permanent, Full time
Location:	4500 Oak Street, Vancouver. Hybrid work schedule with (2-3 days from the office)
Salary Range:	\$90,000–\$130,000 (commensurate with experience)

BC Women's Health Foundation is BC's largest non-profit organization that is dedicated to advancing the full spectrum of women's health. Our mission is to ensure exemplary healthcare for women and newborn health by providing solution-focused philanthropy that delivers tangible societal impact. We are committed to developing a team where reconciliation, equity, diversity, and inclusion are foundational to who we are and where we are going. When we refer to "women", we mean women in all their diversity, inclusive of LGBTQ2SAI+ individuals.

Are you a proven major gifts fundraiser ready to take the next step in your career? Do you thrive on building meaningful relationships and inspiring transformational philanthropy? Join us and help drive the future of women and newborn health in British Columbia.

About the Role

This is a unique opportunity for an experienced fundraiser to step into a role with both significant revenue responsibility and strategic influence. This portfolio leads key fundraising priorities, advancing transformative philanthropy in groundbreaking initiatives across NICU care, Menopause + Midlife Health, and Perinatal Mental Health. Reporting to the Vice President, Philanthropy, this role will actively manage a portfolio of prospects and donors at the \$250K+ level to deepen relationships and secure gifts. With a balance of strategic thinking and hands-on relationship management, you'll cultivate, solicit, and steward donors who are shaping the future of health care. This role will also work cross-functionally with internal stakeholders and hospital leadership to strengthen a collaborative, organization-wide culture of philanthropy.

What You'll Do

- **Lead with impact:** Develop and execute customized cultivation, solicitation, and stewardship strategies.
- **Drive major gift success:** Secure transformational, multi-year commitments from donors.
- **Partner across the organization:** Collaborate with leadership, hospital staff, volunteers, and Foundation team members.
- **Shape strategy:** Contribute to major gifts planning, campaigns, and long-term revenue growth.
- **Build team culture:** Support knowledge-sharing, collaboration, and high performance.
- **Deliver results:** Track donor activity, monitor portfolio health, and report on revenue goals.

What You Bring

- A university degree or a combination of related skills and experience. CFRE designation is considered an asset, along with being in good standing with the ethical codes of one or more of the following organizations: AFP, AHP, CAGP, CCAE.
- 6+ years of progressive fundraising experience, preferably in health-related charities with a track record of securing high-level gifts.
- You bring significant experience in a fundraising role at a senior level, with a proven record of success in revenue growth and innovation, in a leadership capacity within annual, mid-level and major gifts.
- You are a leader who inspires engagement and aligns stakeholders around shared goals.
- The ideal candidate brings emotional intelligence, a commitment to diversity, equity, and inclusion, and the ability to build authentic, respectful relationships across diverse communities.
- Experience across the full donor cycle—from identification through to stewardship.
- Knowledge of BC's philanthropic landscape (health care fundraising experience an asset).
- Proficiency in CRM systems (Raiser's Edge preferred) and Microsoft Office.
- Willingness to travel and attend occasional evening/weekend donor events.

What We Offer

- A competitive salary range of **\$90,000–\$130,000 annually**, based on experience.



- Comprehensive health benefits through PHSA (extended health, vision and dental coverage).
- Eligibility to contribute to the Municipal Pension Plan.
- 4 weeks paid vacation.
- A collaborative, inclusive, and high-performing team culture.
- Our work environment is hybrid, offering flexibility with both remote and in-office options.
- Opportunities for professional development and leadership growth.
- The chance to make a measurable impact on women's and newborn health.

Apply now and let your passion for supporting women's and newborn health shine. Join us and be a part of something truly special. Together, we'll create impact that inspires. Email your resume and cover letter to: careers@bcwomensfoundation.org

We are committed to employment equity and encourage applications from all qualified candidates. Please note, due to the high volume of applications, only candidates selected for an interview will be contacted. We appreciate your interest in joining the BC Women's Health Foundation team.

CONDITIONS OF EMPLOYMENT: As a condition of working at the Hospital, you must pass certain background checks under the standards set by the Provincial Health Services Authority (the "PHSA") including an initial and recurrent criminal records check(s) and an Immunization check, including full vaccination against COVID-19.