

## **Director of Resource Development**

Mount Evans Home Health Care & Hospice seeks a seasoned fundraising professional to join its leadership team as Director of Resource Development.

The Director of Resource Development is a direct report to the Mount Evans Home Health Care & Hospice President & CEO, and is the senior executive responsible for all fundraising elements of the agency. This includes providing leadership and strategic direction for the fundraising program.

This senior executive defines strategy, implementation, and execution of the fundraising program, in conjunction with the President & CEO.

### **Essential Duties and Responsibilities:**

This position leads the agency's fundraising efforts through development and implementation of strategic and operational components.

#### **Overall Responsibilities**

- Devise a detailed fundraising strategy to be approved by the President & CEO
- Develop fundraising budget and work to exceed annual fundraising target.
- Coordinate and manage all fundraising, including individual, corporate/business, foundation, event, and digital fundraising across the organization.
  - Create a sophisticated pipeline that maps out new and existing donor prospects
  - Identify new prospects, and cultivate/solicit new and existing prospects on a regular basis (spending more time out of the office than in the office)
- Build relationships with high profile and high net worth individuals as potential donors to the organization.
- Build relationships with charitable trusts, foundations and other institutional funders, writing funding applications to charitable trusts, foundations, and other funders.
- Work with event management team to continue our strong tradition of successful fundraising at events.
  - Identify and cultivate new donors from those fundraising events that bring new donor prospects to the organization.
- Lead and attend community networking events and meetings with potential donors.
- Prepare reports and give presentations on fundraising progress to the Board of Directors, Resource Development Committee and senior leadership team

#### **Annual Goals**

- Establish budget goals for Individuals, Businesses and Foundations, and Events
- Develop a multi-year fundraising business plan with growth projections by giving category, including detailed moves management plans for individual and business donors.
- Create an Operational Plan to reach those goals
- Develop monthly accountability measures and reporting that details year-to-date fundraising success by donor amount

*We support our mountain community by providing compassionate and experienced care during challenging times*

- Develop monthly reporting of major donors in the fundraising lifecycle, to enable evaluation of the donor pool.
- Affirm, modify, and execute a plan for donor relationship management.
- Develop and execute a strategy for the Planned Giving program that provides our Planned Giving/Gifts Manager targets and accountability measures.

## **Requirements:**

The following skills and proficiencies are required and/or preferred:

### **REQUIRED**

- Bachelor's degree in business or a related healthcare field
- 7+ years fundraising experience, particularly in individual and planned gifts and grant-writing
- High comfort level with donor cultivation and solicitation, including spending a majority of the work day out of the office engaged in personal meetings with new prospects and existing donors.
- High level of familiarity with donor software such as Donor Perfect, Raiser's Edge, etc.
- High degree of proficiency with and ability to manage a sophisticated donor pipeline in Microsoft Office Suite (especially Excel, Word).

### **PREFERRED**

- Advanced degree or Certified Fundraising Executive (CFRE)
- 10+ years in fundraising
- Home healthcare and/or hospice fundraising experience

Applications should be submitted to [cshimanski@mtevens.org](mailto:cshimanski@mtevens.org)  
No phone calls please.

Application Deadline November 30, 2017

## **About Mount Evans Home Health Care & Hospice**

Mount Evans Home Health Care & Hospice serves the Colorado mountain communities of Jefferson, Clear Creek, Gilpin, and Park counties. Mount Evans has achieved 4.5 of 5 stars with the Centers for Medicare and Medicaid Services, exceeding the Colorado average (3.5 stars) and national average (3 stars). The agency has been ranked "HomeCare Elite" achieving a Top 100 rating (out of 10,000 agencies) in 2013, 2014, and 2016.

A nonprofit 501(c) (3) agency founded in 1981, Mount Evans provides compassionate and experienced care to individuals and families, including home health, palliative care, and hospice. In addition to medical services, Mount Evans offers grief support, caregiver support, transportation to medical appointments, and community health services and education.

Mount Evans provides services to everyone who needs care, regardless of their ability to pay.