

LEAD PHILANTHROPY ADVISOR - AUSTIN

Texas Children's Hospital

Position: Lead Philanthropy Advisor - Austin

Job ID: 402826

Location: US-TX-Austin

Department: Philan - Philanthropy Services

Talent Area: Administrative Support

Full/Part Time: Full time

Salary Range: \$100,000 - \$125,000

Regular/Temporary: Regular

Shift: 8am-5pm

About Texas Children's Hospital

Texas Children's first health care location in Austin, Texas Children's Urgent Care West Gate, opened in March 2018, providing high quality pediatric-focused care after hours and on weekends. There are now more than 10 Texas Children's Pediatric primary care practices in the greater Austin area bringing world-class pediatric services to children and their families. Our Specialty Care Center in Austin includes a multidisciplinary group of pediatric specialists committed to providing comprehensive care across a wide spectrum of services, including allergy and immunology, cardiology, ophthalmology, rheumatology, pulmonology, neurology, and more. Texas Children's also plans to build a 360,000-square-foot freestanding hospital for children and women, set to open in 2024.

Our thoughtful expansion into Austin will help support a pediatric population of more than half a million and keep kids healthy and happy from birth to adulthood.

To join our community of more than 14,000 dedicated team members, visit texaschildrenspeople.org. You can also learn more about our amazing culture at infinitepassion.org.

Texas Children's is proud to be an equal opportunity employer. All applicants and employees are considered and evaluated for positions at Texas Children's without regard to mental or physical disability, race, color, religion, gender, national origin, age, genetic information, military or veteran status, sexual orientation, gender identity, marital status or any other protected Federal, State/Province or Local status unrelated to the performance of the work involved.

Summary:

We are searching for a Lead Philanthropy Advisor -- someone who works well in a fast-paced setting. In this position, you will secure at least \$6 million in philanthropic funds for the organization by managing a portfolio of assigned, qualified prospects and donors, to ensure their retention as continuing donors to the organization and to progressively upgrade their level of giving and involvement.

Think you've got what it takes

Minimum Qualifications:

Being fully vaccinated against COVID-19, including any booster dose(s) of the COVID-19 vaccine recommended by the Centers for Disease Control when eligible, is required for all employees at Texas Children's unless approved for a medical or religious exemption

- Bachelor's Degree
- Required 8 years of fundraising experience and preferred 8 years of Direct Individual fundraising with a specific track record in major gifts

- Ability to coordinate multiple projects simultaneously, the ability to work with a wide variety of personalities, and the ability to effectively plan, set goals, execute tactics and drive for results to meet goals. Must also be a strong, positive communicator, both verbally and written, with a creative approach to building relationships. Must be a team player and collaborative contributor.

Responsibilities:

- Raise \$6 million annually in gifts and commitments
- Manage the health, composition, and ongoing activity of the portfolio of assigned qualified major gift prospects/donors
- Create and execute cultivation and solicitation strategies for portfolio prospects
- Create and execute stewardship strategies for portfolio donors
- Develop strong engagement strategies for fundraising volunteers in order to secure donor funds
- Identify and build relationships with clinical and administrative leaders for assigned areas
- Help identify and communicate fundraising needs for assigned areas internally to the team
- Help drive fundraising strategies for key service lines
- Participate in strategy sessions with colleagues on key major gift prospects
- Help drive response for Office of Philanthropy priority events and initiatives
- Participate in the creation of and help execute communication and fundraising tactics
- Record and manage donor/prospect data, activity, management, and movement in the fundraising technology system
- Help maintain the integrity of data in the fundraising technology system