



EMPLOYMENT OPPORTUNITY

Director of Individual and Community Giving

The Institutional Advancement department at IWS Family Health is seeking a dynamic and energetic Director of Individual and Community Giving to support our vision of healthy bodies and healthy minds and to support our 112-year legacy of caring for children and families. This is a great opportunity for a versatile fundraiser who is seeking to advance their career or a seasoned professional looking to bring their considerable skills to grow a program in an entrepreneurial and flexible setting.

Position Responsibilities

Identify, Cultivate and Steward Individual Donors/Prospects: In collaboration with members of the advancement team, identify, develop, and cultivate a significant prospects pipeline and compelling engagement strategy as part of the organization's evolving fundraising strategy. This includes the advancement of the planned giving program. Collaborate with other team members on individual donor strategies, including appeal letters, online and monthly giving, cultivation events, and more to support the annual fund and special campaigns. Travel for the purpose of prospect and donor cultivation, solicitation, and stewardship. Serve as a staff liaison for the ad hoc Major Gifts Task Force and for the BOD Fundraising and Communications Committee, providing support and guidance to current volunteers and recruiting new volunteers to join and participate in fundraising.

Build Community Relations to Expand Corporate Gifts: In an effort to expand IWS Family Health's community visibility, the new Director will be engaged in attending and representing the organization at civic, business, and corporate events with the goal of expanding corporate support and meeting new business and community leaders. Sponsorship expansion for the annual luncheon, special campaigns, naming opportunities, and more as community support is developed and increased.

Moves Management Documentation and Communication: Work on written proposals, gift agreements, and other materials needed to define and secure individual and corporate gifts. Utilize current department resources and create new materials as needed. Effectively utilize CRM (Blowerang) to maintain records of contacts with donors and prospects; analyze potential donor research materials for prospecting and tracking; and track, evaluate and present relevant giving information.

Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

Knowledge, Skills, and Abilities

- Fundraising experience of at least 5-7 years is desired. Professional and/or volunteer fundraising experience will be considered.
- Exceptional interpersonal, written, and oral communication skills.
- Interest or understanding of the healthcare environment is preferred, but not required.
- Competency with Microsoft Office software and donor management database software
- Culture and mission-driven
- Ability to establish, cultivate, and steward strong professional relationships with stakeholders to build partnerships and trust while aligning their passions with the mission, priorities, and goals of IWS Family Health.
- Collaborative and agile problem solver who brings an innovative approach to designing personal donor engagement strategies.
- Innovative, self-motivated, able to manage multiple projects well, working both independently and as a team member.
- Commitment to representing IWS with enthusiasm, warmth, and professionalism.
- Strong organizational and time management skills



Compensation and Benefits

Staff benefits include 28 days of PTO, 9 Holidays, medical expenses covered on an average of 68%, dental, vision, short-term and long-term disability, life insurance, 403(b) plan, Employee Assistance Programs, recognition of the importance of work-life balance, and hybrid positions as applicable.

Salary range for this role is \$85,000 - \$95,000.

This is a hybrid, flexible position of 40 hours per week. Clinic hours include but are not limited to 8:00 am to 8:00 pm with a mutually agreed upon schedule. This role could be ideal for candidates looking for flexibility or seasoned professionals looking to transition to a new role. Join a team that enjoys work/life balance with committed staff members who embrace the mission and community and support each other in our endeavors.

Organizational Overview

Our patients and staff are at the heart of everything we do. For over 100 years, the Infant Welfare Society of Chicago (IWS Family Health) has provided health care services to medically underserved and vulnerable Chicagoans. Today, we provide pediatric health, adult health, pediatric and family dentistry, prenatal care, including CenteringPregnancy™, care coordination, counseling, behavioral health, speech therapy, occupational therapy, social skills groups, and optometry. This healthcare home model helps ensure access to comprehensive services for medically underserved families in the Chicagoland area.

All applicants should submit a cover letter and resume to Tina Erickson of Erickson Coaching & Consulting: tericksoncoaching@gmail.com. Application review will be ongoing as of December 18 and interviews will occur in January 2024.