

**Baptist Health South Florida
Director of Development Campaigns, Foundation
Coral Gables**

Baptist Health South Florida is the region's largest not-for-profit healthcare organization with more than 16,000 employees working across eight hospital campuses and more than 50 outpatient facilities throughout Miami-Dade, Monroe, Broward and Palm Beach counties. In 2016 we welcomed the newest weapon in the fight against cancer, the world-class Miami Cancer Institute and proton therapy center.

The Development Director will be responsible for developing all aspects of a comprehensive and on-going development program with an emphasis on major gifts and naming opportunities. The position is responsible for designing, implementing and sustaining a successful fundraising program, including individual and major gifts, future donor upgrading, corporate and foundation gifts, special event major giving sponsorship opportunity, planned gifts and enhancing community awareness of the campaigns and initiatives as defined by the Foundation. The Director will also solicit donations and cultivate relationships with donors in order to develop, secure, upgrade and maintain gift income sources for the present and long term financial support of Foundation campaigns and initiatives.

Qualifications:

- Bachelor's Degree required; Masters preferred.
- Minimum 5 years experience in fundraising or marketing/sales leadership with proven track record and book of business.
- Proven pipeline development experience highly preferred.
- Experience with board members and physicians.
- Experience with securing individual gifts of \$50,000 and above.
- Experience meeting goals of \$1 Million to \$1.5 Million per campaign.
- Experience in identifying, creation of prospect donors, cultivating, soliciting and providing stewardship for major gifts from individuals, foundations and corporations.
- Experience in managing major components of effective development program.

Must be available for travel to Broward and Palm Beach markets supporting Miami Cancer Institute, Miami Cardiac & Vascular Institute and Baptist Health South Florida system wide.

We're proud to mention Baptist Health South Florida is once again one of the 2017 Fortune 100 Best Companies to Work For! This is the 17th time Baptist Health has been named to the prestigious list and is the only healthcare provider in the state to be ranked.

Join us and discover the best place to be your best.

Apply online today to # [Job 76596](#) [BaptistHealthJobs.net](#)

Baptist Health is an Equal Employment Opportunity employer.

This position is not open to any third party recruiters, consultants and/or staffing vendors at this time.