



SENIOR DIRECTOR OF PHILANTHROPY

LOVELAND, OHIO

ABOUT THE COMPANY

HealthSource of Ohio (“HSO”) is a 501(c)(3) nonprofit organization founded in 1976 that is Ohio’s largest community health center. HSO provides comprehensive primary care to the community regardless of their ability to pay. Practice areas include pediatrics, family medicine, Ob/Gyn, pharmacy, behavioral health, internal medicine, vision (including providing free glasses for kids), and dental. With 20 locations (including six on-site school-based clinics that help positively change the life trajectory of children), and mobile dental and vision services servicing eight counties and over 90,000 patients in southwest Ohio, HSO provides true patient-centric care in a friendly, accessible, and credible way.

THE OPPORTUNITY

- *Do you want to work for a high-performing, mission-driven nonprofit organization that is Ohio’s largest community health center committed to offering comprehensive primary care to everyone regardless of their ability to pay?*
- *Would you enjoy the opportunity to shape a comprehensive fundraising strategy that will provide significant, positive impact on communities in southwest Ohio?*
- *Can you leverage your development, fundraising, or philanthropy expertise to grow a base of donors?*
- *Do you enjoy working on overall strategy as well as operational, day-to-day work such as donor cultivation?*



WHAT YOU’LL BE DOING

As a vital member of HSO’s development team, the Senior Director of Philanthropy will play a pivotal role in developing and driving fundraising and development initiatives that advance the organization’s mission of providing exceptional health care and advocacy to those in the community who need it most. This position is responsible for designing and executing comprehensive development strategies that enhance HSO’s impact, visibility, and financial resources. Through strategic decision-making as well as day-to-day tactical efforts, this leader will ensure a diverse and sustainable revenue portfolio to support HSO’s mission and substantial growth over the next five to ten years. Based in Loveland, Ohio, the Senior Director of Philanthropy reports to both the CEO and the Vice President of Marketing and Development.



SUMMARY OF RESPONSIBILITIES

- Deliver the HSO brand promise of putting the patient/customer at the center of all we do.
- Plan and implement individual and corporate donor cultivation, stewardship, outreach events & activities.
- Oversight of all aspects of individual and organizational fundraising, including prospect identification, qualification, cultivation, solicitation, stewardship, and gift acknowledgment for meeting or exceeding income goals.
- Foster a culture of philanthropy throughout the organization that engages and inspires staff and board to participate in philanthropic activities.
- Create a donor-centered organization that nurtures loyalty through a comprehensive relationship-building program.
- Effectively steward all donors and cultivate new potential partners; initiate donor/prospect calls, visits, and solicit funds for the organization.
- Maintain a streamlined system for donor, foundation, corporate, and prospect records using an in-depth understanding of databases, from the conceptual to the tactical.
- Manage a portfolio of top prospects and develop strategies for HSO's portfolio including specific prospects/donors managed by the CEO.
- Work with the Marketing Team on the preparation of donor materials.
- With the support of the Marketing Team, execute a communications plan, including production of the weekly e-newsletter, direct mail, updating of the website content, marketing special events, managing production of all print/electronic ads and collateral and ads, coordinating all media outreach and social media for the organization, and managing staff working on the plan.
- Manage effective working relationships with foundation officers, donors, vendors, consultants, etc.
- Ensure coordination with the Marketing Department in managing individual and foundation relationships, including development and review of grant proposals, participation in donor meetings, fundraising, and donor appreciation activities.
- Participate in meetings of the Executive Team and Marketing Team as needed.
- Prepare reports on the status of fundraising for the Board and Executive Team as requested.
- Contribute to organizational and departmental strategic and operational planning, policies, and procedures.
- Participate in and/or coordinate various organizational projects at the direction of the CEO.
- Perform other duties and responsibilities as assigned.



IDEAL CANDIDATE QUALIFICATIONS AND EXPERIENCE

- Bachelor's degree in management, nonprofit management, business, finance or equivalent required.
- 5-7 years of successful experience in fundraising, and community engagement.
- Experience cultivating and growing existing relationships over time.
- Excellent communication skills, both written and verbal; ability to influence and engage a wide range of donors and build long-term relationships.
- A professional, collaborative style; the ability to work independently and collaboratively, foster open communication, have commitment to accountability, take initiative, and to manage multiple tasks and projects at a time.
- Excellent accounting skills.
- Ability to communicate passion for HSO's mission and relate to top community leaders and diverse groups of people from all social and economic segments of the community.
- Experience with philanthropy-focused technology (e.g., CRMs, grant management systems).

KEY PERSONAL ATTRIBUTES

- Passionate about the mission of HSO and community impact.
- Results oriented, focusing on key priorities and executing with excellence.
- Focused on meeting or exceeding annual goals with innovative, outside-the-box thinking.
- Ability to partner and collaborate with others to cultivate relationships and engage support that will strengthen HSO's capacity to deliver transformative services.
- Exhibits brand characteristics of Friendly, Accessible, and Credible.



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THE PAYOFF

- An opportunity to drive transformative change through health equity and make a meaningful impact in the community.
- The ability to shape a comprehensive fundraising strategy for long-term sustainability.
- Compensation includes a competitive base salary and benefits package.



LEARN MORE & APPLY

This role is hybrid, including time spent at HSO's administrative office in Loveland, Ohio and a significant amount of time spent throughout the region meeting potential donors and corporate partners.

To apply please send your resume and a brief cover letter to: **Megan Meyer** or **Gerron McKnight**. [APPLY ONLINE.](#)



Megan Meyer
Search Consultant

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Gerron McKnight
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