

Mercy Foundation President

The position of President for Mercy Foundation is open. Mercy Foundation raises philanthropic support for Mercy Medical Center and its affiliated entities in Des Moines, Iowa.

The President is responsible for directing all of the Medical Center's fundraising including, but not limited to, major gifts program, annual fundraising, planned giving and fundraising campaigns. The President works closely with Medical Center Administration and the Foundation Board of Directors.

Professional Qualifications:

- A bachelor's degree.
- 7 years experience in fundraising or community fundraising activities.
- The proven ability and interest in making major gift solicitation calls.
- Leadership skills to work with and motivate volunteer board members.

Personal Qualifications:

- Possess unimpeachable integrity.
- Be a self starter and goal driven.
- Knowledge and experience in fund raising techniques, particularly major gift fundraising.
- Leadership qualities and have the collaboration skills to work with and motivate others.

Actual Job Responsibilities:

- Meet prospective donors and establish effective communications with them.
- Direct major gifts program including identification, cultivation and solicitation of major donors
- Direct capital campaigns and other major fundraising drives
- Direct planned giving program with a focus on building relationships with major donors.
- Direct annual fund program.
- Direct corporate, foundation and grant programs including developing proposals, tracking and compliance, report writing and acknowledgement.
- Oversee prospect research
- Develop and implements strategic plans of the Foundation
- Supervise; work closely with staff of the Foundation.
- Work closely with Mercy Hospital CEO and other hospital Administration.
- Effectively work with Board members to recruit new Board members, identify potential donors, and increase the overall visibility of the Foundation in the greater Des Moines marketplace.
- Work closely with key members of the medical staff to educate and support them in their role as a partner to the development effort.
- Interpret organization and its programs, vision and goals to the community.

- Oversee major Foundation fund raising events annually.
- Maintain gift recognition programs.
- Oversee Foundation publications and work closely with the marketing and public relations departments to allow for systematic coordination of communications efforts.
- Nurture the partnership with three of Mercy's subsidiaries, Bishop Drumm Retirement Center (a long term care facility) and House of Mercy (home for needy women and mothers), and Mercy College and other volunteer initiatives to ensure that these efforts are consistent and reinforce the overall development plans of the Foundation.

Salary/Benefits:

Excellent Salary and benefits commensurate with experience.

E-mail resume to Bill Moran (913-766-1952) at the Moran Company:
resumes@morancompany.com