Director, Annual Giving
John Muir Health Foundation
Walnut Creek, CA

John Muir Health Foundation is seeking an experienced and entrepreneurial annual giving professional to take the program to new heights. The Director will be responsible for launching a comprehensive annual giving program designed to broaden the Foundation’s donor base, build donor relationships and engagement, and increase overall financial support. The ideal candidate will have a passion for funding healthcare by applying annual giving best practices to raise current-use and unrestricted funds.

The Director of Annual Giving is responsible for the development and implementation of a strategic, comprehensive, and metrics-driven annual giving program that reflects industry best practices and maximizes philanthropic giving from donors, employees, and grateful patients. Reporting to the Executive Director, Development Services, the Director will take the program to new heights by creating and leading the overall direction of the multi-channel annual giving effort to acquire, renew, and upgrade donors. Responsibilities include coordinating solicitation annually through direct mail, personal asks, volunteer efforts, email, crowdfunding, Giving Days, social media, and text, paying attention to constituents with the potential to make the largest annual gifts, and broadening the base of donors. This includes the achievement of annual fundraising goals, with the current expectation to increase funds. Working collaboratively with the Director of Communications and Marketing, the Director is responsible for the marketing and messaging efforts for the annual giving program. In addition, the Director builds strong productive relationships with other development and organization staff and lead volunteers, engaging them in the process of making the strongest case possible for giving.

A leader in health care in the San Francisco Bay Area, John Muir Health is a not-for-profit integrated system of doctors, hospitals, and other services. JMH has a very strong balance sheet, with a credit rating of A+ by S&P. Serving the greater Contra Costa and Alameda Counties, JMH has a broad base of support serving over 300,000 patients annually.

As a community-based, not-for-profit health care organization, John Muir Health invests all revenue back into its services and the local community. Philanthropic contributions provide
needed funding for lifesaving medical equipment, advances in technology, clinical research, educational programs and health care services for underserved families and individuals.

To learn more about this exciting role, please send a cover letter and resume to Shaké Sulikyan, Senior Advisor and Executive Search Consultant at ssulikyan@boyden.com.