Director, Prospect Development  
John Muir Health Foundation  
Walnut Creek, CA

John Muir Health Foundation is seeking an entrepreneurial professional with prospect management and prospect research experience. The Director will play a critical role in the Foundation’s growth strategy by providing an innovative and strategic vision for the process of identifying, researching, and managing the health system’s most promising prospects. This position provides the opportunity to strategically develop, design, and implement ideas and programs that will make an immediate as well as long-term impact in the Foundation’s fundraising program.

The Director of Prospect Development is a new role that will launch and manage a team responsible for prospect identification and research, as well as prospect and portfolio management. Reporting to the Executive Director, Development Services, the Director will lead the development of a comprehensive prospect development strategy to include outcomes, identified users and appropriate tools and policies. The goal of the Prospect Development program is to identify the best major and principal gift donors and prospects for John Muir Health, and to ensure that they are assigned to, and there is follow-up by, the fundraising staff.

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 new role, please send a cover letter and resume to Shaké Sulikyan, Senior Advisor and Executive Search Consultant at ssulikyan@boyden.com.