

Incepted in 2015, the Interlake Eastern Health Foundation (IEHF) is dedicated to improving the quality of life through philanthropic support, in all the region's facilities and its programs. One of Manitoba's health regions, the Interlake-Eastern RHA (IERHA) is home to 134,000 residents, 10 hospitals and 12 long-term care sites that provide general and specialized care to a diverse patient population in a 61,000 square kilometre area. <https://www.iehf.ca/> IEHF has provided programs and services ranging from school breakfast programs to new emergency room equipment. A relatively new foundation, the IEHF aims to become a well-known and vocal foundation that is an established member of the communities it serves.

### The Opportunity

Reporting to the CEO of the IERHA, we are seeking an Executive Director (ED) to provide leadership to a team of staff and volunteers to achieve the Foundation's goals and strategic objectives. This individual will be responsible for the development and implementation of short and long-term strategies as well as for oversight of all day-to-day operational activities. The successful applicant will possess a strong personal network and an ability to cultivate strategic alliances, identify new areas for collaboration, build integrated partnerships, develop and grow its donor base, maximize financial resources and fund development opportunities, and support overall advancement for the IEHF. The ED will provide insightful and innovative direction to articulate and communicate a compelling value proposition in a competitive fundraising landscape.

### Key Responsibilities

- ♥ Provide the Foundation with the vision and leadership necessary to significantly increase the organization's profile, fundraising and funds.
- ♥ Implement an IEHF marketing, public relations & communications plan to build awareness and interest in the Foundation amongst potential donors, public officials, influencers, and financial advisors.
- ♥ Develop policies, practices and strategies for effective financial management including all revenues, expenses, fundraising, endowment funds, grants, donations, and investments.
- ♥ Guide team to align all business processes to ensure the effectiveness of major programs and initiatives.
- ♥ Develop new initiatives to support programs by building endowment funds and granting opportunities and continue to maintain partnerships and/or joint ventures.
- ♥ Lead, develop, and implement strategies to ensure successful campaigns.
- ♥ Implement a system to evaluate the effectiveness of donations, endowments and grants and provide regular, impactful reports to donors, recipients, the IERHA and the IEHF Board.
- ♥ Identify and cultivate corporate and individual potential donors as well as soliciting and stewarding individual and corporate donors, providing accountability and recognition.
- ♥ Attend events, make presentations and participate in community activities to establish personal and Foundation profile, and to build networks.

### Selection Criteria

- ♥ 3+ years of leadership experience in a fund development environment.
- ♥ Strong financial acumen and prior direct management responsibility for related medium to large-scale initiatives.
- ♥ A strategic and creative thinker who builds high functioning teams, provides motivation, and rallies support around common goals.
- ♥ Proven negotiation and mediation skills and ability to foster harmonious relations.
- ♥ Strong project management skills including ability to balance competing priorities, complex situations and tight deadlines.
- ♥ Experience with marketing, public relations and communications.
- ♥ Proven experience working with volunteers and volunteer boards.
- ♥ Articulate communicator, including ability to be concise, compelling and diplomatic.
- ♥ Ability to communicate in more than one language would be an asset.

**To apply, send a resume and cover letter to Barbara Axworthy, [barbara@harrisleadership.com](mailto:barbara@harrisleadership.com) quoting project number 23107.**