

Westchester Medical Center, a member of Westchester Medical Center Health Network (WMCHealth), and the premier provider of advanced medical care in New York's Hudson Valley, has an excellent opportunity for a **Principle Gift Officer**.

In addition to exceptional organizational and interpersonal skills, ideal candidates will have a bachelor's degree (master's preferred) and five to seven years of experience in a development position. Preferential treatment will be given to candidates with experience in a healthcare philanthropy role, particularly in clinician engagement and grateful patient fundraising programs. Demonstrated ability to establish, build relationships and be in social settings with individual high-net worth donors, trustees of family foundations and individuals involved with their estate planning is required for consideration.

Working closely with outside counsel and the Foundation teams, you will focus on a set of key performance indicators, including number of educated clinicians, number of engaged clinicians, number of grateful patient referrals, number of visits with grateful patients, number of qualified prospects, number of proposals, value of proposals, number of closed gifts, and value of closed gifts. Salary is commensurate with experience and the range is \$100K - \$120K.

In this role, you will:

- Be involved in annual fund, major gift, communication and operational projects for the clinician engagement program.
- Build and maintain a portfolio focused on individual donors at the \$25,000+ level, including identification, development, qualification, cultivation, solicitation, and stewardship to meet departmental goals and support the funding priorities of the WMCHealth Network.
- Seek opportunities through engagement of philanthropists and other individuals to secure major and planned gifts in support of WMCHealth's programs and services.
- Meet with Foundation representatives, and leaders throughout the WMCHealth Network, including but not limited to, senior executives, department chairs, division heads, program directors, administrators, physicians, nurses and others to strengthen and expand the clinician engagement/grateful patient fundraising program.
- Participate in and help lead the training and educational initiatives of the program across the Network.
- Collaborate with Foundation colleagues to design and implement a best-in-class stewardship program for grateful patient donors.
- Collaborate with Foundation colleagues and others to develop materials for the grateful patient fundraising program, especially for increasing the visibility of the program.

A great place to live and work.

Westchester Medical Center, the flagship of the Westchester Medical Center Health Network, an 895-bed academic hospital in Valhalla, NY, provides local residents with acute-care services – Level I trauma and burn care, organ transplants and advanced neurovascular procedures and more – found nowhere else in the region. Westchester Medical Center is the primary referral facility for other Hudson Valley hospitals and serves as a lifeline for more than 3 million.

The Hudson Valley, just north of New York City, is a dynamic destination. Quality of life is enhanced by the Hudson River and Catskill Mountains' beauty, elite colleges, select public and private schools, and numerous outdoor/recreation options. Add in fine dining, a strong economy and intrinsic civic pride, and the result is an in-demand locale for those committed to community health.

[Click here](#) to learn more and apply online.