



Association of Fundraising Professionals

Greater Philadelphia Chapter

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AFP-GPC Job Bank Web Posting: December 17, 2012

To place your job opening here, please contact the AFP-GPC office at chapter@afpgpc.org. The first listings are job openings and they are followed by Professional Services.

Director, Major / Planned Giving, Fund Development **Abington, PA**

Abington Memorial Hospital is a 665-bed acute care teaching hospital and comprehensive regional health center with a regional trauma center located in the Philadelphia suburbs. We offer highly specialized services in cardiac care, cancer care, neurosciences, orthopaedics and maternal/child health.

Under the direction of the Vice President and Director of Fund Development, responsible for the direction, planning, implementation and evaluation of all aspects of the planned giving program.

REQUIREMENTS: A minimum of three years planned giving/trust experience, preferably in a hospital setting. Extensive knowledge of planned giving instruments: charitable trusts, gift annuities and pooled income contracts. Good knowledge of computer and planned giving software programs. Excellent written and verbal communication skills and ability to represent AMH and AMHF in a favorable light. Advanced training in adjunct field very desirable, such as law, accounting, stocks and bonds, real estate, insurance, etc. Bachelor's degree with course work/experience in fundraising required.

For more information and to apply online, please visit
<http://www.abingtoncareers.com/jobs/45585/>.

Equal opportunity employer.

Leadership Gifts Officer

Gwynedd-Mercy College, an independent, co-educational college in suburban Philadelphia, invites resumes for the position of Leadership Gifts Officer. This full-time position is responsible for creating and cultivating relationships with prospective donors that culminate in leadership gifts (\$1,000+) to the College for support of the annual giving office in achieving its goals. This position will concentrate primarily on the development of alumni and parent prospects. Qualified candidates will have a Bachelor's degree in Communications or other related field, Master's degree preferred. Proven experience in fundraising, preferably in higher education, and in cultivating and soliciting donor prospects. A willingness to commit to the mission and values of Gwynedd-Mercy College is imperative. Interested candidates should submit an online application by clicking [HERE](#). EOE

Assistant Vice President for University Marketing and Communication **Office for University Advancement, La Salle University**

La Salle University seeks applications for the position of Assistant Vice President for University Marketing and Communication. The Assistant Vice President for University Marketing and Communication is appointed by the President upon the recommendation of the Vice President for University Advancement.

Celebrating its sesquicentennial anniversary, the University was founded in 1863 as a legacy of St. John Baptist de La Salle and the Christian Brothers teaching order that was founded 300 years ago. La Salle is an educational community shaped by Catholic and Lasallian values: a deep respect for

each individual, a belief that intellectual and spiritual development goes hand in hand, a passion for creative teaching and learning, and a conviction that education should be useful – for personal growth, professional advancement, and service to others.

The University has approximately 7,000 students, about half of whom are full-time undergraduates. Graduate enrollment exceeds 2,000 students. The University attracts students from 42 states and the District of Columbia, and 48 countries. La Salle's Schools of Business, Arts and Sciences, and Nursing and Health Sciences offer more than 40 undergraduate majors, multidisciplinary minors and 22 graduate programs, including doctoral programs in Clinical Psychology, Nursing Practice, and Theology. The College of Professional and Continuing Studies offers both degree and professional educational programs for working adults. La Salle's main campus in Philadelphia is six miles from Center City Philadelphia. For more information, visit La Salle's Web site at www.lasalle.edu.

The Assistant Vice President for University Marketing and Communication reports to the Vice President for University Advancement and works closely with the Vice President for Enrollment Services to develop the University's marketing and communication plans, including: branding, advertising, public relations, media relations, publications, Web sites, and social media. S/he is responsible for the administration of these programs and their related budgets. S/he also serves as the principal liaison for University Advancement to the Enrollment Services area. In coordination with Enrollment Services, s/he is responsible for providing oversight for the budgets for all University promotions using all available media. S/he is responsible for the external and internal representation of the University and its mission, with the goal of increasing awareness, understanding, and support of La Salle University as a preferred provider among key constituencies, which include: students, prospective students, parents, faculty, alumni, administrators, legislators, and corporate and foundation funders. She/he is also the lead administrator for the University's crisis communication.

The successful candidate must have a master's degree and 10 years of relevant experience. He/She must have excellent organizational and communication skills and be a creative problem-solver, planner, and motivator for subordinate staff.

Applications must be received by January 4, 2013 review of applications will begin on January 7, 2013. Application materials should include: 1) a letter of interest that addresses the candidate's experiences and qualifications as they relate to the above listed requirements for this position 2) a curriculum vitae and 3) three letters of reference. Please submit application materials to:

Human Resources
c/o A.V.P. for University Marketing and Communication
La Salle University
1900 West Olney
Philadelphia, PA 19141
HR@lasalle.edu

La Salle University is a Roman Catholic university in the tradition of the De La Salle Christian Brothers and welcomes applicants from all backgrounds who can contribute to our unique educational mission. For a complete mission statement, visit <http://www.lasalle.edu/mission>. AA/EOE

Development Director

Programs Employing People seeks a seasoned Development Director to oversee all development and fundraising activities of the Philadelphia nonprofit providing supports to adults with intellectual disabilities. Direct Capital Campaign, Annual Fund Drive, Develop Foundation Support, Research Potential Funding Sources, Complete Grant Writing / Development, Coordinate Special Events, Oversee Volunteer Program, Coordinate Special Events and Develop Occasional Newsletter.

About PEP: Programs Employing People is a Philadelphia based nonprofit organization established in 1969 to support individuals with intellectual disabilities in areas including Vocational Training,

Supported Employment, Adult Skills of Daily Living, and Senior Services; in Home Supports, Adult Literacy Education, Children's Summer Camp and Recreation Programs.

PEP has an annual operating budget of \$2.8 million, provides program services to over 300 individuals annually and employs 60 professional staff. PEP prides itself on the many organizational achievements of the past, the excellent work environment of today and the unlimited possibilities for the future in providing exemplary supports to individuals with disabilities.

Salary and Benefits: PEP offers employees a very generous benefits package including paid healthcare benefits, disability and life insurance, holiday and vacation packages, tuition assistance and a matched 403b retirement plan and competitive salary.

Minimum requirements: BA degree, masters preferred. Three years experience in development or public relations. Demonstrated writing ability. Proven track record of success in the development field. Computer proficiency in Donor Perfect, MS office, XL, Publisher, working in NT network environment, Understanding of financial spread sheets, ability to work as senior member of organizations management team.

Resume, Cover letter and Salary requirements should be mailed to:
PEP – HR
Programs Employing People
1200 S. Broad Street
Philadelphia, Pa., 19146

PROFESSIONAL SERVICES DEVELOPMENT

Development and Communications Consulting

Enid D. Horowitz, of EDH Fundraising & Communication, offers more than 10 years of nonprofit experience in the Philadelphia area.

EDH Fundraising & Communication specializes in helping your Arts & Culture or Education nonprofit raise funds to carry out your mission. Services include grant research and preparation of proposals tailored to your needs for Foundation, Corporation and Government support. We also train boards in creating fundraising plans.

Communications work includes newsletters, brochures, annual reports, press releases, web copy and more. We strive to create work for you that is well written, accurate and meets deadlines.

Competitive hourly rates. Registered with the Bureau of Charitable Organizations.

Contact: enid@mail@gmail.com, www.enidhorowitzfundraising.com or 215-646-3793.

Marathon Nonprofit Solutions knows that your organization wants to accomplish big things. Changing the world is not a sprint – it's a marathon – whether you are fighting global warming or teaching neighborhood youth how to overcome life's challenges. What you want to do takes skill, focus, a relentless desire to succeed, and the resources to make it happen. Marathon Nonprofit Solutions can help you reach your goal.

Kevin A. Peter, CFRE: the consultant doing business as Marathon Nonprofit Solutions. I am a seasoned nonprofit leader and fundraiser. For twenty-five years, I have led organizations by serving in senior staff and board roles, in addition to leading numerous committees and initiatives. I have a proven track record of creating stronger organizations with more focused missions, higher revenue, sustainable revenue, and greater public awareness.

Marathon Nonprofit Solutions: the difference between trying and succeeding. Contact: Kevin A. Peter, CFRE; Kevin@MarathonNonprofitSolutions.com; 215-837-2373.