



Director of Development Eagleview Hospital



DRi Waterstone
HUMAN CAPITAL

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About Eagleville Hospital

Eagleville Hospital is a 333-bed, independent, non-profit substance use and behavioral health treatment and educational organization located on a beautiful 40-acre campus in Montgomery County, Pennsylvania. Eagleville has served the community for more than a century, providing innovative and compassionate care to those seeking treatment for stigmatized illnesses. At Eagleville, we recognize that substance use and mental health issues are complex and demand individualized treatment. We understand that every patient must have their own personal recovery plan to help them achieve long term success. Eagleville is here to help.

Mission

Eagleville Hospital is a specialty health care facility dedicated to supporting the recovery of those who suffer from substance use, and mental health and co-occurring disorders, including patients who are traditionally underserved.

Vision

Eagleville Hospital will be recognized as a unique Center of Excellence for treatment of substance use, co-occurring, and psychiatric disorders.

Values

- Outstanding patient-centered care
- Treatment focused on resiliency
- Engagement in the community
- Compassion and respect
- Integrity and transparency
- Learning, evolving, achieving



Philosophy of Care

Substance use disorders and mental disorders are frequently chronic in nature and affect all aspects of a person's life. Treatment for these disorders must be realistic, multidimensional in scope, individualized, and accepting of each patient's motivation for change. Eagleville Hospital believes in treatment that is easily accessible, capable of addressing complex medical and emotional needs, and resourceful in establishing community supports for ongoing care.

Eagleville Hospital supports a Recovery Oriented System of Care and is an integral part of the larger health care and recovery community delivering care and supportive services for persons in recovery. Core to this broad philosophy is creation of an environment that instills hope and recognizes that there are many paths to recovery. Effective treatment must be individualized and based on the uniqueness of each individual's life experience, recovery capital, and personal preferences. Recovery plans must be realistic and created and shared in a continuum of patient-centered care, where the person's own choices about the types of supports most needed to sustain recovery in the community are reflected, and achievement of goals can be celebrated.



The Opportunity

Eagleville Hospital Seeks a Passionate, Entrepreneurial Professional

Eagleville Hospital is excited to offer a unique opportunity for a dynamic **Director of Development** to lead its fundraising efforts. The organization is seeking a strategic individual to establish and implement the infrastructure that will build a strong development program. Imagine being at the forefront of orchestrating major gifts and cultivating key alliances that redefine philanthropic support.

The Director of Development will play a pivotal role in contributing to the organization's mission. We are looking for someone who is passionate about helping vulnerable populations and can design, coordinate and implement all aspects of Eagleville's development efforts. The successful candidate must be able to successfully inspire, motivate, train, coach, and support organization leaders, including, but not limited to, Board members and leadership staff, who have roles and responsibilities in supporting plan implementation and successful execution.



The Opportunity (continued)

Responsibilities include:

- Develop and execute a comprehensive fundraising strategy aligned with the organization's mission and goals.
- Achieve and exceed annual fundraising targets, with a focus on securing major gifts, grants, donor acquisition and retention campaigns, and planned giving.
- Set clear priorities and focus appropriate time and energy to meet strategic goals and deadlines.
- Prepare the annual fundraising plan budget.
- Remain current on all legislation, ethical practices and trends; ensures all gifts are recorded and acknowledged in accordance with applicable state and Federal laws, FASB Standards and hospital code of ethics.
- Consult with appropriate staff to identify/address opportunities and/or risks.
- Collaborate with other departments to integrate fundraising goals and initiatives into the overall organizational strategy.
- Assist in the promotion of the organization's brand, including developing marketing and public relations materials.
- Assist in the identification of relevant grant opportunities and submit material and applications as required.
- Maintain effective long-term relationships with existing donors, prospects and board members.



The Candidate

The ideal **Director of Development** will have experience in the building and execution of multi-faceted revenue generation programs. The candidate's experience will include the establishment of growth targets for a wide variety of outreach and communications channels; and the continual and creative expansion of a major donor pipeline. The successful candidate will have experience working closely with senior management and a Board of Directors to build visibility, impact, and financial resources toward organizational goals.

Experience and qualifications:

- Seven to ten years of development experience, grant development and public relations.
- Experience in an organization that serves vulnerable populations, particularly around homelessness, addiction and/or mental health is preferred.
- Strong project management skills, with the ability to initiate action for successful project completion.
- Understand, embrace, and promote the organizational culture and mission to internal and external stakeholders.
- Experience with solicitation of major gifts, special events, direct mail, individual giving, and planned giving.
- Exceptional public speaking skills and the ability to accurately communicate Eagleville's mission to the public and inspire potential donors.



The Candidate (continued)

- A good listener who understands donor philanthropic needs, desires and preferences; and has the ability to gain the confidence of diverse constituencies.
- Commitment to yearly professional development requirements geared at advancing organizational objectives.
- Proficient in MS Office including Excel, Word and PowerPoint.
- Bachelor's degree or higher in the non-profit, healthcare sector and/or public education.
- Experience with DonorPerfect is a plus or the willingness to learn additional applications including fundraising software.
- Willingness to work flexible hours that will include evenings and/or weekends.
- CFRE (Certified Fund Raising Executive) is preferred.
- Requires regulatory clearances, health assessment, and TB test.



Submit your application at:
<https://driwaterstonehc.com/position/director-of-development-eagleville-hospital/>

Compensation:

\$125,000 - \$150,000 salary per year.

Location:

Eagleville, PA

Equal-opportunity Employer

Eagleville Hospital provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type on the basis of race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state or local laws. This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation, and professional development.

DRiWaterstone has been exclusively retained for this engagement. All first-round interviews for this position will take place via video conference with DRiWaterstone.

About DRiWaterstone

DRiWaterstone is a women-founded and led executive search firm recognized by Forbes magazine as one of the leading executive recruiting firms in the U.S. With a focus on purpose and mission-driven organizations, we provide executive search and strategic consulting services to help regional, national, and international clients grow, thrive, and excel.