



# Indigenous.Link

Canada's fastest growing Indigenous career portal, Careers.Indigenous.Link is pleased to introduce a new approach to job searching for Indigenous Job Seekers of Canada. Careers.Indigenous.Link brings simplicity, value, and functionality to the world of Canadian online job boards.

Through our partnership with Indigenous.Link's Diversity Recruitment Program, we post jobs for Canada's largest corporations and government departments. With our vertical job search engine technology, Indigenous Job Seekers can search thousands of Indigenous-specific jobs in just about every industry, city, province and postal code.

Careers.Indigenous.Link offers the hottest job listings from some of the nation's top employers, and we will continue to add services and enhance functionality ensuring a more effective job search. For example, during a search, job seekers have the ability to roll over any job listing and read a brief description of the position to determine if the job is exactly what they're searching for. This practical feature allows job seekers to only research jobs relevant to their search. By including elements like this, Careers.Indigenous.Link can help reduce the time it takes to find and apply for the best, available jobs.

The team behind Indigenous.Link is dedicated to connecting Indigenous Peoples of Canada with great jobs along with the most time and cost-effective, career-advancing resources. It is our mission to develop and maintain a website where people can go to work!

Contact us to find out more about how to become a Site Sponsor.

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# Job Board Posting



Careers.Indigenous.Link

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## MANAGER, DEVELOPMENT (STUDENT AFFAIRS)

<b>Job ID</b>	<b>25039-1717</b>	
<b>Web Address</b>	<a href="https://careers.indigenous.link/viewjob?jobname=25039-1717">https://careers.indigenous.link/viewjob?jobname=25039-1717</a>	
<b>Company</b>	McMaster University	
<b>Location</b>	Hamilton, ON	
<b>Date Posted</b>	From: 2019-03-11	To: 2050-01-01
<b>Job</b>	Type: Full-time	Category: Education

### Description

McMaster University has consistently been recognized as a world-class institution for teaching, research, and scholarship. We are ranked consistently in the top 100 in the world, and as Canada's leading research-intensive university, we possess a deep commitment to creativity, integrity, and excellence. It is our aspiration to have a profound impact on the health and well being of our society and planet! Consistently ranked as one of the top research universities in Canada and one of the country's most innovative, McMaster believes in creating an innovative and stimulating learning environment where students can prepare themselves to excel, both at the university and beyond. The Student Affairs division provides a range of programs and services as part of an engaging, supportive and inclusive student experience. Student Affairs includes Athletics and Recreation, Housing and Conference Services, Indigenous Student Services, Office of the Registrar (including Recruitment, Admissions and Student Financial Aid and Scholarships), Student Accessibility Services, Student Support and Case Management Office, Student Success Centre (including International Student Services, Career Services, and First Year Transition), Student Wellness Centre, and the Forge. Supporting the success of this division is the award-winning University Advancement (UA) division, comprising of Communications, Marketing and Public Affairs, Development, Alumni Advancement, Stewardship & Donor Relations, Volunteer Engagement, and Advancement Services. It is UA's key objective to work as a team to educate, involve and secure support from alumni and other stakeholders. Our high performing team is internationally recognized and features senior staff with extensive experience in all aspects of Advancement and enthusiastic newcomers eager to deploy their relevant skills in making a significant contribution towards the Advancement profession. We are incredibly proud of what we have accomplished to date and hope you will consider the unique opportunity described below.

**Job Profile** Reporting to the Director, Development and working closely with the Associate Vice-President (Students and Learning) & Dean of Students, and the Director of Athletics and Recreation, you will be a senior-level fundraiser with management responsibility. You will be accountable for establishing and leading the enhancement of Student Affairs, with a particular emphasis on Athletics and Recreation, in addition to other priority areas within this portfolio. You will also build and manage a portfolio of the University's top student supporters, and work with them to strategically achieve the Division's revenue generating goals and those set for you, individually. Specific accountabilities for the Manager, Development in the Student Affairs' division includes: Modeling a culture of collaboration, integration and service to support the University's core research and academic missions Providing leadership and direction within the division on creation and implementation of annual development plans, and supporting implementation of campaigns, strategies and practices to foster growth in revenue-generation across the division in collaboration with Director, Development Accountability for supporting the development, monitoring, evaluation and measurement of the division's strategic development plans to ensure they achieve goals and outcomes and that they are aligned with University Advancement's goals Working with senior leadership of the division and University Advancement senior-level development leaders to develop advancement plans aligned with and stemming directly from the academic priorities, fostering a compelling vision and case for support that enables the pursuit of significant major gifts Building a high-performance team that is committed to fulfilling the vision, goals and priorities necessary to achieve the short and long-term goals of the division Working in conjunction with University Advancement's senior leaders to establish goals and objectives including annual professional development plans for team members to support a culture of continuous improvement and readiness for change Engaging with and supporting volunteer leadership, in accompaniment with other senior-level development leaders to staff fundraising visits within the division

Operational leadership within the Student Affairs' division includes: Being the leader in contributing to the division's fundraising program by raising up to 100% of the division's goals Developing and meeting aggressive team and individual development goals as determined by University Advancement's senior-level development leaders Supporting University Advancement's senior-level development leaders with the engagement of the President, Vice-Presidents and senior university leadership, as well as volunteers as required, in the cultivation and solicitation of principal gift supporters, including ensuring they are appropriately briefed and relevant follow-up action is taken Being responsible for the allocation of budget program or portfolio and is accountable to ensure resources are allocated and prioritized to meet university objectives and short and long-term outcomes Working with Director, Development to implement plans and strategies to enhance the University's major giving program and to generate consistent and significant increases in new revenue to the University and lead the implementation of those strategies specific to the division Playing the lead role in executing on campaign strategies for the division by designing, implementing, and managing development activities related to the campaign Providing leadership by monitoring campaign and initiative progress for the division, recommending changes to plans as appropriate, reviewing solicitation strategies and regularly reviewing progress of strategies Developing and maintaining a significant depth of knowledge of faculty, office or unit's activities, needs and priorities in both research and teaching, and apply this knowledge in matching the interests and needs of potential supporters Assuming responsibility for identifying, cultivating and soliciting support from a portfolio of supporters, both individually and in collaboration with senior academic leaders to division, senior development leadership and key volunteers for the division resulting in increased engagement and financial investment in the University Managing, providing clear direction, motivating and mentoring a team of development professionals; and offering support across-the-board to development colleagues Working in collaboration with stewardship to support the creation and delivery of major gift announcements and events and accompanying stewardship in collaboration with the appropriate advancement staff Representing the division and University, with the team, at all relevant community and University events, nationally and sometimes internationally Working closely with other areas of University Advancement to support the success of the operation's annual financial goals as well as Advancement's

mission and strategic goals Annually developing a comprehensive and measurable annual operating plan and budget for the division's giving program

You are a dynamic, entrepreneurial, experienced fundraising professional with a solid track record of identifying, cultivating and successfully closing both major and planned gifts, including cash, pledges and gifts in kind. You have worked with senior leadership in private and/or public organizations, with University acumen as a strongly preferred asset, and have experience working with a variety of external constituencies, including volunteers. You are skilled at navigating complex organizational structures. You will identify and qualify prospective donors as well as develop, implement, manage and evaluate strategies that embrace the entire Development cycle; and also provide input and direction on alumni, recognition, and annual giving strategies. You have superior communication, interpersonal, time management and project management skills enabling you to balance multiple priorities. You also have experience writing winning proposals and correspondence. You think strategically, are goal-oriented, donor or client-centered and are current and or interested in building your knowledge of the Canadian philanthropic environment, and legislation. You will also provide direction to annual giving, recognition and alumni efforts in Athletics & Recreation. You are able to demonstrate each of McMaster University's six leadership qualities: communicating, leading, developing people, optimizing service relationships, embracing change, and employing university acumen. Due to the nature of this position, some travel, evening and weekend work will be required. Experience Proven track record of success in securing \$250K and above complex gifts Minimum of 6 years demonstrated experience in major giving fundraising, preferably within the post-secondary system Experience leading and managing teams of high-performing, donor-centred development professionals Education A University degree A professional designation and evidence of on-going professional development, as well as a McMaster degree is an asset

For more information, visit McMaster University for MANAGER, DEVELOPMENT (STUDENT AFFAIRS)