



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.Links 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

Date Printed: 2024/04/29

Manager, Development and Strategic Partnerships

Job ID	796934720
Web Address	https://careers.indigenous.link/viewjob?jobname=796934720
Company	David Suzuki Foundation
Location	Toronto, Montreal, Across Canada
Date Posted	From: 2018-04-16 To: 2018-10-13
Job	Type: Full-time Category: Various
Job Start Date	May 2018
Languages	English
French an asset	

Description

Join the largest environmental organization in Canada and become an agent of change!

About the David Suzuki Foundation

We find solutions for living within the limits of nature. Through a combination of sound science and active public engagement, we seek to motivate Canadians to take action on the environmental challenges we collectively face. Our Foundation is an independent charity, supported by over 30,000 donors from across Canada and abroad. With headquarters in Vancouver and offices in Toronto, Ottawa and Montreal we address issues from coast to coast to coast, in both official languages. With the support of scientists, academics, progressive businesses, governments, non-governmental organizations and tens of thousands of Canadian we aim to achieve this vision: That within a generation Canadians act on the understanding that we are interconnected and interdependent with nature, and with each other. You can learn more about us at www.davidsuzuki.org

The David Suzuki Foundation hires on the basis of merit and is strongly committed to equality and diversity within its community and to a welcoming and inclusive workplace. We especially welcome applications from Indigenous persons, visible minority group members, women, persons with disabilities, people of all sexual orientations and genders, and others with the skills and knowledge to productively engage with diverse communities.

Job Description

Position: Manager, Development & Strategic Partnerships

Reporting to: Director, Development & Strategic Partnerships

Terms: Full-time, permanent

Location: Toronto or Montreal office (with monthly-quarterly travel between Eastern offices)

Level: C

Responsibilities:

- Plan, direct and implement a major gift program for funders primarily based in Ontario and Montreal.

- Work with the Director, Development to set and achieve annual fundraising goals and revenue targets, and to evaluate progress.

- Responsible for raising funds from major funders (\$10,000 and above) including a portfolio of individual major donors, foundations and corporations.

- Develop and lead corporate partnership strategy and programs for DSF.

- Proactively research and develop major funder relationships to support DSF programs.

- Develop and manage proposals and applications to foundations (institutional, family and corporate), including budgets.

- Coordinate cultivation, proposals and reports with staff in DSF's other departments.

- Collaborate with other departments in identifying project funding needs and develop strategy to achieve funding goals.

- Write compelling cases for support for initiatives in need of funding.

- Proactively steward current major funders through regular updates, invitations to events, writing reports, and facilitating contact with other DSF staff.

- Arrange and strategically prepare for meetings between prospects/donors and senior leaders of the DSF.

- Initiate and manage special events in the region, including fundraising events and donor cultivation and recognition events on a variety of scales and in a variety of locations.

- Capitalize on DSF-led and external event opportunities for networking, stewardship and cultivation.

Skills & qualifications:

- Undergraduate degree and a minimum of 5 years experience in major gifts fundraising and a global knowledge of fundraising methods and skills with a career track record for raising five and six figure gifts.

- Knowledge of CRA charity guidelines and adherence to the AFP Code of Ethics.

- Demonstrated high levels of initiative and a successful fundraising track record, recognized ability to raise funds and achieve objectives.

- Excellent communication, analytical and organizational skills.

- Outstanding written, verbal and presentation skills. Ability to connect and build trusted relationships with donors and volunteers.

- Strong writing skills – ideally with experience writing successful donation proposals and grant applications.
- Experience conceiving, planning and delivering fundraising and cultivation events.
- Possesses good judgment and discretion in dealing with confidential or sensitive matters
- Self-starter and effective independent worker.
- Exceptional ability to manage multiple projects simultaneously.
- Experience working with and preparing senior leaders/volunteers for meetings and solicitations
- Knowledge of or experience in environmental issues an asset.
- Strong computer skills in word processing, spreadsheets, email and social media. Familiarity with donor database management systems required.
- Experience using Raiser’s Edge an asset.
- Familiarity with philanthropic community in the GTA and Montreal preferred.
- Knowledge of environmental issues and community building is desirable.
- Positive team player with a collaborative work style.

How to Apply

Please submit your cover letter and your resume online and submit your application by going to <https://davidsuzuki.org/careers/> – the position will be open until it is filled. The position starts as soon as possible and rolling interviews will be conducted as soon as qualified applications are received.