



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.

Corporate Headquarters:

Toll Free Phone: (866) 225-9067

Toll Free Fax: (877) 825-7564

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Job Board Posting



Careers.Indigenous.Link

Date Printed: 2024/07/19

Senior Manager, Major Gifts and Planned Giving

Job ID	301099-en_US-3528	
Web Address	https://careers.indigenous.link/viewjob?jobname=301099-en_US-3528	
Company	Rogers	
Location	Toronto, ON	
Date Posted	From: 2023-12-20	To: 2050-01-01
Job	Type: Full-time	Category: Telecommunications

Description

At the Toronto Blue Jays, our mission is to get better every day to win world series championships and celebrate with our fans across Canada. Whether you are part of our team on or off the field, we have an unwavering commitment to elevate every aspect of our roles, consistently innovating and delivering excellence each day. We offer a unique and exciting experience that extends beyond the ballpark, whether you are passionate about baseball or simply interested in becoming a part of a multifaceted, diverse sports organization, we welcome you. If you are motivated to help bring World Series Championships back to Canada and to celebrate with our fans, there's a spot waiting for you here with the Toronto Blue Jays.

Jays Care Philanthropy Team

Senior Manager, Major Gifts and Planned Giving

Reports to:
Director,
Philanthropy

Direct Report:
Manager,
Philanthropy

Salary:
\$75,000 to \$85,000

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With a keen understanding of the value that sport and recreational programming has in the development of children and youth, the successful candidate in this newly created role will possess a deep commitment to building long-term, donor centric relationships with sensitivity and professionalism.

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As a senior member of the Philanthropy team, reporting to the Director, Philanthropy, the Senior Manager, Major Gifts and Planned Giving will focus on identifying, cultivating, soliciting and stewarding individuals donors to make transformative donations through annual donations, multi-year pledge commitments, estate planning and other financial vehicles. The Senior Manager will also support the strategy for the annual, monthly, mid-level and donor circle programs.

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The Senior Manager will be part of a high performing philanthropy team that works collaboratively with Foundation colleagues and Toronto Blue Jays departments to inspire meaningful donor relationships.

Major Gifts:
(40%)

Develop and lead a portfolio of Major Gift donors (\$25,000 to \$750,000+) through all stages of the donor cycle

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Prepare related briefing notes and call reports, individualized solicitation proposals, presentations and other correspondence, in collaboration with Donor Relations and Programs

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Ensure Major Gift pledges, renewals and other gift transactions are processed effectively and efficiently

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Planned Giving:
(40%)

As the subject matter expert, the Senior Manager is responsible for developing the annual strategy for Planned Giving at Jays Care Foundation, and then

implementing the tactics and evaluating them annually in conjunction with the Director, Philanthropy and Director, Finance

Compassionately helps donors and prospects to support Jays Care Foundation with strategic and high impact gift plans that celebrate their legacy

In collaboration with Finance and Donor Relations, track expected Planned Gifts, and steward family members and executors

Develop lead generation opportunities to develop a portfolio of individual Planned Giving prospects and cultivate and solicit them

Steward a portfolio of confirmed Planned Giving Donors

Actively identify opportunities to promote Planned Giving across available channels

Lead the development of marketing tools to educate and inspire prospective donors about Planned Giving vehicles in support of Jays Care

In partnership with Donor Relations, enhance the engagement and stewardship program for Planned Giving donors such as the development and execution of a Legacy Circle strategy

People Management, Leadership and Collaboration

(10%)

In collaboration with the Director, Philanthropy, developing and monitoring key performance indicators, ensuring reports are in place to measure team's impact, enhancing the process for how prospects are moved and finding efficiencies for the team

style="font-size: 12.0pt">In collaboration with the Philanthropy team, develop and implement Standard Operating Procedures and strategies

Provide coaching and support to the Manager, Philanthropy with regular meetings, semi-annual performance evaluation/ feedback including assessing workload, prioritizing activity, ensuring resources are allocated against opportunities where they can have maximum benefit to the organization and meeting aggressive revenue goals

Mentors Philanthropy team members on planned giving tactics and strategies to promote blended giving and the culture of philanthropy

Assist in the attraction and coordination of volunteers for fundraising events and program needs

Provide support to other members of the Philanthropy team and the Programs team as required and requested

In collaboration across the Philanthropy team, develop and evaluate communication tools for donor engagement

<ul style="list-style-type: none">Planning and Administration

(10%)

Support the Director in annual and multi-year budget and strategic planning process

Support the development and execution of organizational priority campaigns and initiatives

<ul style="list-style-type: none">Maintain Salesforce database for pipeline management, proposals, gift tracking, agreements and future

actions

- In collaboration with Finance, prepare invoices, track payments and payment follow up
- Use Sharepoint effectively and ensure all team members are optimizing use
- Attend professional development sessions and seek external relationships to help create a best-in-class and innovative partnerships department
- Professionally represent the Toronto Blue Jays and Jays Care Foundation brands while delivering a great experience to our partners
- Foster relationships with a diverse community of donors
- Operate within the culture and core values of the organization
- Work as a team player promoting a positive and professional work environment and conducting the role with integrity and respect
- Cultivate strong professional relationships with programs, finance and marketing & communications and Toronto Blue Jays

Qualifications:

- Seven (7+) plus years of relevant work experience in fundraising in the not-for-profit sector with experience in Major Gifts and Planned Giving fundraising and a proven track record of closing gifts at the \$100k+ level

out to our recruiters and hiring managers to begin a conversation about how we can ensure that you deliver your best work. You matter to us! For any questions, please visit the https://performancemanager4.successfactors.com/doc/custom/RCI/Recruitment_Process-FAQ-EN.pdf; Recruitment Process FAQ; Successful candidates will be required to complete a background check as part of the hiring process. Schedule: Full time; Shift: Day; Length of Contract: Not Applicable (Regular Position); Work Location: 1 Blue Jays Way (210), Toronto, ON; Travel Requirements: Up to 10%; Posting Category/Function: Project Management & Coordination; Requisition ID: 301099; Posting Notes: Rogers Sports & Media;

For more information, visit Rogers for Senior Manager, Major Gifts and Planned Giving