



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:

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Job Board Posting



Careers.Indigenous.Link

Date Printed: 2024/07/27

Development Coordinator, Cause Marketing & Corporate Partnerships

Job ID	3F-C5-03-CF-69-96	
Web Address	https://careers.indigenous.link/viewjob?jobname=3F-C5-03-CF-69-96	
Company	Canuck Place Children's Hospice	
Location	Vancouver, British Columbia	
Date Posted	From: 2024-07-22	To: 2024-09-20
Job	Type: Full-time	Category: Miscellaneous
Job Salary	\$53,678 - \$59,885 per year	
Languages	English	

Description

Development Coordinator, Cause Marketing & Corporate Partnerships

Location: Granville Office & Remote Working

Reporting to: Manager, Development

Job status: Permanent Full-time 1.0 FTE (75 hours bi-weekly)

Compensation: \$53,678 - \$59,885

We want our staff to "thrive" not just survive, so Canuck Place is committed to living our values of care exceeding not just minimum wage but living wage in B.C. This means that regardless of role our entry level salary is a minimum of \$25.64 per hour equivalent to \$50,000 full-time annually.

ABOUT US

Canuck Place Children's Hospice (CPCH) is British Columbia's recognized pediatric palliative care provider. For over two decades, through the many programs and services we provide, we have made a significant difference in the lives of children with life-threatening illnesses and the families who love them. Be part of a talented and innovative team that takes pride in supporting and providing the highest quality pediatric palliative care.

It is the expectation for all roles across the organization to know the organization's philosophy of pediatric palliative care and uphold a commitment to further ones knowledge. Our philosophy of pediatric palliative care is as follows: Pediatric palliative care improves quality of life, promotes comfort, and reduces suffering for children with life-threatening conditions (serious illness) and their families through a holistic approach addressing; physical, emotional, social and spiritual needs. It is collaborative person & family-centered care delivered using a team-based approach throughout the continuum of care across all ages and stages of illness, including bereavement. It values choice and honest and compassionate communication.

At Canuck Place we understand that uniqueness is powerful. We hold each other accountable for an inclusive environment where employees feel empowered to share their experiences and ideas and know that they belong. We believe diversity drives innovation and the best pediatric palliative care for children and their families therefore we welcome that every person brings an individual perspective and experience to advance our mission. We have more work to do to advance diversity and inclusion and we are building a culture where difference is valued. We have a commitment to inclusion across gender identity or expression, sexual orientation, religion, ethnicity, age, neurodiversity and disability status, to ensure our team members are empowered to bring their full, authentic selves to work. All staff are encouraged to contribute their perspective and lived experience through our internal employee groups such as Care 4 the Caregiver, Culture, DEIB (Diversity, Equity, Inclusion & Belonging), Green Team, Truth and Reconciliation and Wellness Committees.

WHY SHOULD YOU CHOOSE TO WORK HERE

Canuck Place careers are full of connection, community, and care. We aim to nurture a supportive culture rooted in compassion, collaboration and support while providing expert care to children and families. Our team includes individuals with a special blend of sensitivity, compassion, and appreciation for life. Canuck Place is where no moment is missed. A place where you can make a difference.

We offer competitive compensation and a benefits package focusing on wellness and self-care that includes:

- 20 days' vacation (pro-rated to your full-time equivalency) to start with ongoing annual anniversary increases up to an organizational maximum of 45 days
- Up to two paid mandatory wellness days a year
- Generous paid leave including compassionate and special leave when you need it
- Municipal Pension Plan (MPP)
- 100% employer paid benefits package from your first day which includes extended health and dental and \$1,500 annually for counselling
- Health and Wellness Spending account that provides up to \$1,000 annually to ensure you can focus on the benefits that are important to you and your family
- Flexible working options
- Free meals on-site at the hospices
- Continuous paid training and development opportunities so everyone has the opportunity to learn new skills and grow
- Ongoing parental support including top up for maternity and parental leave and paid leave for new grandparents

YOUR ROLE

JOB SUMMARY

The Development Coordinator, Cause Marketing & Corporate Partnerships is responsible for generating annual revenue through the development of cause-marketing programs and new corporate and community based partnerships for Canuck Place Children's Hospice (CPCH). Strong focus will be placed on initiating cause-marketing alliances that produce revenue to support the overall mission of CPCH. The Development Coordinator, Cause Marketing & Corporate Partnerships will help develop the vision and strategy for executing a cause marketing fundraising program that positions CPCH as a preferred charity of choice for major corporations, businesses and community partners.

RESPONSIBILITIES

- Responsible for the prospecting and cultivation of mid-size to large community and corporate partners. Collaborates with external partners, consultants, vendors and suppliers as required.
- Develops overall pitch approaches, template materials and establishes consistent cause marketing program benefits, which can be leveraged across all new business activity.
- Supports the development and implementation of annual cause marketing program plans, budgets, and revenue projections. Assists in analyzing trends and best practices, identifying opportunities and challenges, and developing plans to maximize the cause marketing program.
- Develops strategies, prospecting plan, sales materials and lead pitch presentations to secure additional partners in a customer-facing approach.
- Secures significant cause marketing partnerships (e.g. point of sale, purchase or action triggered donation, etc.), leveraging the power of the CPCH brand.
- Works closely with all members of the CPCH development team to ensure that cause marketing opportunities are explored, presented and secured with our current partners.
- Works closely with CPCH's marketing & communications team during the sales process and creative development to ensure messaging supports CPCH brand guidelines and key objectives.
- Contributes to prospect identification and tracking.
- Researches and identifies sources of potential funding for new corporate and community partnerships.
- Coordinates and implements donor cultivation, stewardship and recognition activities, in addition to marketing deliverables agreed to with each corporate partner.
- Develops and fulfills speaking engagements, when required, for businesses, corporations and community partners.
- Maintains donor recognition in collateral materials, such as the annual report, website and e-news.
- Provides support on special projects and development team initiatives including exploration of emerging giving platforms and channels (e.g. mobile and text giving).
- Contributes to the CPCH culture by understanding and supporting our Mission and Vision and actively demonstrating our Values.
- Performs other related duties, as assigned.

EDUCATION AND EXPERIENCE

- Post-secondary degree or diploma in a relevant discipline.
- A minimum of 3 years related professional experience in fundraising, sales or other revenue generating activities, including the development of cause marketing plans, budgets and the execution of these.
- An equivalent combination of education and experience will be considered.

QUALIFICATIONS

What you bring to the role:

- Knowledge of fundraising systems, structures and procedures.
- Proven success in cause marketing, annual campaigns or fundraising events.
- Sales skills with a passion for Lead Development.
- Excellent verbal and written English communication skills.
- Strong attention to detail.
- Demonstrated ability to be a collaborative team player and establish and maintain positive working relationships, both internally and externally.
- High degree of initiative, resourcefulness and thoughtfulness in the decision making process.
- Excellent organizational and time management skills; must have the ability to meet assigned objectives by adapting and modifying the sequence of work, methods and standards to meet changing conditions.
- Ability to exercise a high level of tact and discretion in both internal and external interactions is critical.
- Proficiency using Microsoft Office Suite (MS Word, Excel, PowerPoint, Outlook); Virtuous, Raiser's Edge, or other fundraising database experience is an asset.
- Valid BC driver's license and access to a vehicle is required.

You have:

- High integrity; creativity; balance, good judgment and objectivity; high vision and conceptual capabilities; consultative, facilitate and collaborative; sense of humor.
- Excellent time management skills.
- Demonstrates flexibility that allows you to work with high energy, creative people.
- Able to thrive and effectively manage priorities in a changing, ambiguous environment.

Please note:

- Evidence of Health Canada approved vaccinations must be provided prior to your first day of work.
- Flexibility is necessary, as this position may require occasional weekend and evening work and travel within and outside the Lower Mainland.

RECRUITMENT PROCESS

We understand that the recruitment process is not a one size fits all, our inclusion values and flexibility extend to your hiring experience. Canuck Place is committed to providing inclusive access and accommodations throughout the application and selection process. We are continuously working to improve our systems, policies, and practices to ensure our employees, in all their diversity, can succeed. Should you require accessibility accommodation through the recruitment process, please let us know and we will work with you to meet your needs.

Canuck Place Children's Hospice 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, persons with disabilities, people of all sexual orientations, genders and gender identities, members of the 2SLGBTQIA+ community.

Work Environment

Granville Office & Remote Working

How to Apply

Click "Apply Now"

Please submit your cover letter and your resume at <https://www.canuckplace.org/about-us/careers/>. This position will remain open until filled. We thank all applicants for their interest; however, only those candidates who have been short-listed will be contacted.