



# 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  
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# Job Board Posting



Careers.Indigenous.Link

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## Philanthropy Officer, Engagement Lead

<b>Job ID</b>	<b>52-5D-40-AB-74-16</b>
<b>Web Address</b>	<a href="https://careers.indigenous.link/viewjob?jobname=52-5D-40-AB-74-16">https://careers.indigenous.link/viewjob?jobname=52-5D-40-AB-74-16</a>
<b>Company</b>	Canuck Place Children's Hospice
<b>Location</b>	Vancouver, British Columbia
<b>Date Posted</b>	From: 2023-09-15 To: 2023-10-08
<b>Job</b>	Type: Full-time Category: Social Services
<b>Languages</b>	English

### Description

Philanthropy Officer, Engagement Lead

Location: Hybrid - Granville Office and remote working

Reporting to: Director, Philanthropy & Corporate & Community Partnerships

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

Compensation: \$61,856 - \$70,405

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

#### JOB SUMMARY

Working closely with and reporting to the Director, Philanthropy and Corporate Partnerships, the Philanthropy Officer - Engagement Lead is responsible for engaging new audiences with the capacity for significant investment in the mission of Canuck Place. Through cultivation and stewardship of relationships, the successful candidate will utilize moves management techniques to transition prospects to donors. This is an exciting opportunity for a self-starter with a high-growth vision to build upon existing momentum at Canuck Place Children's Hospice.

We are seeking a candidate who has experience working face-to-face with individuals and can lead solicitations that are built on a clear understanding of donors' interests, passions and values that align with those of Canuck Place. Additionally, this role will suit a fundraiser with experience in working with Wealth Managers, the Financial sector broadly, and in bringing in new and diverse communities to engage with Canuck Place's mission in BC and

Yukon.

## RESPONSIBILITIES

- Develop an engagement and solicitation plan to identify potential prospects for Canuck Place and work collaboratively with colleagues on the Major Gifts team to determine strategy.
  - o Using our prospect management tools identify and qualify donors
  - o Develop a detailed plan with quarterly and annual targets for prospect engagement and donor solicitation
- Support the creation of an Allied Professionals group in collaboration with other Major Gifts officers. Identify 5 leads for this group and create an integrated engagement and stewardship plan.
- Applies a disciplined moves management approach and customizes strategies for each relationship that encourages multi-year commitments and stretch gifts.
- Actively utilizes prospect research tools to identify new relationships.
- Develops strategic proposals based on short, intermediate, and long-term funding goals of the organization to reach or exceed annual revenue targets.
- Monitors & and evaluates activity and results; identifies challenges and manages up where required.
- Plays a lead role in soliciting, closing and stewarding significant gifts.
- Working with the Director, establish an annual budget and meet the agreed upon targets.
- Works collaboratively with a cross-functional team to plan and host engaging donor events for targeted audiences.

## EDUCATION AND EXPERIENCE

- The successful incumbent will possess a related degree or diploma from a recognized educational institute or an equivalent combination of experience and education.
- In addition, a minimum of 3 years of progressive non-profit fundraising experience is necessary, including experience managing a major gifts portfolio.
- Involvement with the Association of Fundraising Professionals (AFP) is an asset.

## QUALIFICATIONS

What you bring to the role:

- Self-motivated and results-oriented; positive, collaborative team player with the ability to work as part of a multi-disciplinary team.
- Excellent organization, prioritization, judgement and problem-solving skills; demonstrated ability to think strategically and creatively.
- Ability to inspire others; to develop and maintain meaningful, respectful, long-term relationships with current and prospective donors, their families and advisors.
- Superior interpersonal and communication skills; a high degree of professionalism and the ability to confidently interact and build trust with individuals and stakeholders all levels.
- Strong attention to detail. Excellent analytical, presentation and research skills.
- Ability to multi-task, prioritize, and meet deadlines as well as adjust and adapt to changing conditions and/or priorities.
- Demonstrated ability to maintain discretion and confidentiality at all times.
- Strong Microsoft Office Suite computer skills, and experience with Raiser's Edge or similar donor database management system.
- Clear and valid BC driver's license and access to a vehicle are preferred.

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.

## How to Apply

Click "Apply Now"

Please submit your cover letter and your resume at <https://www.canuckplace.org/about-us/careers/> by October 8, 2023. We thank all applicants for their interest; however, only those candidates who have been short-listed will be contacted.