



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: 2024/05/05

Associate Director of Development - Athletics & Recreation

Job ID	370172-1-3117	
Web Address	https://careers.indigenous.link/viewjob?jobname=370172-1-3117	
Company	Toronto Metropolitan University	
Location	Toronto, ON	
Date Posted	From: 2022-11-24	To: 2050-01-01
Job	Type: Part-time	Category: Education

Description

About Toronto Metropolitan

At the intersection of mind and action, Toronto Metropolitan University is on a transformative path to become Canada's leading comprehensive innovation university. Integral to this path is the placement of equity, diversity and inclusion as fundamental to our institutional culture. Our current academic plan outlines each as core values and we work to embed them in all that we do. We welcome those who have demonstrated a commitment to upholding the values of equity, diversity, and inclusion and will assist us to expand our capacity for diversity in the broadest sense. In addition, to correct the conditions of disadvantage in employment in Canada, we encourage applications from members of groups that have been historically disadvantaged and marginalized, including First Nations, Metis and Inuit peoples, Indigenous peoples of North America, racialized persons, persons with disabilities, and those who identify as women and/or 2SLGBTQ+. Please note that all qualified candidates are encouraged to apply; however, applications from Canadians and permanent residents will be given priority. In April 2022, the university announced our new name of Toronto Metropolitan University, which will be implemented in a phased approach. Learn more about our next chapter. About Athletics: Sport and recreation has the power to change people's lives and build communities of engaged citizens. The mission of the Department of Athletics and Recreation is to champion a spirit of belonging, pride and excellence, which enriches the academic experience and develops the whole student. Student-athletes at Toronto Metropolitan University (TMU) are supported to reach their potential athletically, academically, socially and as community citizens. The 2021-26 strategic plan "Raising the Bar" outlines the priorities of the department. It operates 8 varsity teams with 180 student-athletes competing nationally in U SPORTS. An additional 9 competitive club teams compete in the Ontario University Athletics Conference. In 2022, the Women's Basketball Team had an undefeated season and became national champions. Also in 2022, the Men's Hockey Team finished 4th in the country among Canadian Universities; the Men's Soccer Team finished 5th. The Recreation team supports overall student health and wellness. There are over 400,000 visits each year to the two athletic centres. Facilities include weight and cardio rooms, recreational studios, gymnasiums, pool, track, squash courts, ice hockey rink, saunas and more can be accessed. Students have access to both facilities, all weekly fitness classes and intramurals with more than 34 competitive and

recreational sports clubs to choose from.

The Opportunity

We are looking for an experienced Associate Director of Development - Athletics and Recreation to join our team. The successful candidate will be responsible for managing and growing a portfolio of leadership, mid-level giving and sponsorship prospects along with varsity and recreation alumni. The ADOA will develop new and existing relationships with alumni, donors and external constituents to generate support for Athletics's strategic priorities and projects, including student financial support. The Associate Director will be responsible for implementing newly developed fundraising programs, and managing and growing the prospect and donor portfolio, along with engaging varsity and recreation alumni. They will implement plans for the cultivation and solicitation of gifts and sponsorships as well as ensure proper stewardship takes place to maintain the partner's involvement, interest and support. They will assist in the writing of proposals, grant applications and other fundraising materials related to individual, foundation and corporate prospects and sponsors in support of Athletics and Recreation fundraising and engagement goals. A focus on relationship and pipeline development to advance solicitation to mid-level gifts is a key priority. The Associate Director of Advancement will also support the cultivation and solicitation activities of the Executive Director of Athletics & Recreation and coaches. Qualifications To help us learn more about you, please provide a cover letter and resume describing how you meet the following required qualifications: Post-secondary degree in a relevant discipline; Minimum of 4-5 years of experience of progressively responsible fundraising and development management experience preferably in an educational or sports environment. Proficiency using: Google Workspace and applications (Gmail, Calendar, Drive, Meet, Docs, Sheets and Slides) and a Windows based database, CRM and Zoom; Working knowledge of complex information systems, prospect tracking, research, tax laws, basic financial planning and deferred giving programs. Must have a demonstrated ability to implement newly developed fundraising programs and tactics for mid-level donors in a collaboration with key departmental stakeholders. Passion about fundraising for financial access to higher education and athletics for students facing socioeconomic barriers. Demonstrated ability to create and implement alumni and donor strategies, including cultivation activities, solicitation and stewardship. Exceptional relationship building and communication skills, including presentation and public speaking. Demonstrated ability to develop and maintain effective working relationships with internal stakeholders at all levels, including with coaches and colleagues across Athletics and Recreation and Advancement. Strong persuasive writing skills, specifically in the area of proposal writing. Demonstrated analytical and research skills to review and analyze and develop complex proposals and reports. Demonstrated success managing volunteers with an ability to engage them in supporting fundraising activity. Proven track record of success in alumni engagement and building a pipeline of supporters to achieve fundraising goals.

Additional Information

Position Number(s) 20002596

Reports To Executive Director, Advancement with dotted line to Executive Director, Athletics and Recreation

Vacancy Type TERM
Employee Group MAC
Work Location Hybrid (in-person/on-campus and remote)
Start Date February 2023
End Date March 2024
Hours of Work 36.25
Grade and Step C51
Salary Scale Min: \$74,376: Job Rate: \$96,592 Max: \$118,808
Target: \$86,000 up to \$110,000 commensurate on qualifications

As part of the selection process, candidates may be required to complete an occupational assessment.

Applications will only be accepted online through Toronto Metropolitan University's careersite. Toronto Metropolitan University is committed to the principles of the Accessibility for Ontarians with Disabilities Act (AODA), and aims to ensure that independence, dignity, integration and equality of opportunity are embedded in all aspects of the university culture.

We will provide an accessible experience for applicants, students, employees, and members of the Toronto Metropolitan University community. We are committed to providing an inclusive and barrier-free work environment, beginning with the recruitment process. If you have restrictions that need to be accommodated to fully participate in any phase of the recruitment process, please contact hr@ryerson.ca. All information received in relation to accommodation will be kept confidential.

For more information, visit [Toronto Metropolitan University for Associate Director of Development - Athletics & Recreation](#)