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
L9 P23 R4074 HWY 596 - Box 109
Keewatin, ON P0X 1C0

Job Board Posting

Careers.Indigenous.Link

Date Printed: 2024/03/28

Sponsorship & Development Officer

Job ID	**371690-1-5663**	
Web Address	https://careers.indigenous.link/viewjob?jobname=371690-1-5663	
Company	Toronto Metropolitan University	
Location	Toronto, ON	
Date Posted	From: 2023-01-26	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..The team: The Sponsorship and Development Officer reports into the Executive Director of University Advancement, Students and will collaborate closely with the Associate Director of Advancement. In this position you will be building relationships to raise funds through sponsorships and gifts for select student support programs including: orientation week, financial access - awards, bursaries and scholarships for equity-deserving groups and health and wellbeing. To learn more about The Student Affairs department and the integrated units supporting student success: https://www.torontomu.ca/studentaffairs/.

The Opportunity
We are looking for an experienced Sponsorship and Development Officer to join our team to fill a one-year contract that includes benefits. Responsibilities: The Sponsorship and Fundraising Officer will work closely with the Associate Director of Advancement to identify new revenue opportunities, coordinate and implement fundraising plans, and engage external stakeholders. They will be responsible for identifying, cultivating and soliciting gifts and sponsorships for programs that support

student financial access, orientation week and health and wellbeing services. They will develop new and existing relationships with donors, sponsors, alumni and TMU constituents to solicit gifts and sponsorship support. Importantly, the candidate will ensure proper stewardship takes place following gifts to maintain the partner’s interest and connection with TMU. They will assist in the writing of proposals, grant applications and other development materials related to individuals, foundations and corporate prospects and sponsors in support of Student Affairs’ fundraising and engagement goals. QualificationsTo help us learn more about you, please provide a cover letter and resume describing how you meet the following required qualifications: Completion of a post-secondary degree in business, communications, marketing, fundraising or a related field. Minimum of 3 years of relevant experience in fundraising, alumni engagement or development roles preferably in an educational environment including the following requirements: Demonstrated experience and ability to identify, create and implement fundraising and/or sponsorship opportunities that result in funding support. Proven success in alumni/sponsor/donor engagement and building a pipeline of supporters to achieve fundraising goals.
Working knowledge of prospect tracking, research, CRA tax laws and basic financial planning. Experience using research tools to gather information on prospective sponsors/donors, and valuation of sponsorable properties. Demonstrated interest in fundraising for financial access to higher education for students from equity groups and those facing financial barriers. Excellent interpersonal skills to collaborate and build partnerships. Proven oral communication and presentation skills to engage audiences. Strong persuasive writing skills, specifically in the area of proposal writing. Flexibility and ability to work independently in a busy team environment. A commitment to ongoing learning and implementation of equity and inclusion. Strong organizational, administrative, time management and planning skills. Demonstrated professionalism and ability to develop rapport along with a commitment to a customer service orientation. Proficiency using: Google Workspace and applications (Gmail, Calendar, Drive, Meet, Docs, Sheets and Slides) and a Windows based database, and Zoom. Experience working with a customer relationship management (CRM fundraising) tool.
#sponsorship#fundraising#development

Additional Information

Position Number(s) 20002206

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

Vacancy Type TERM

Employee Group OPSEU

Work Location Hybrid (in-person/on-campus and remote work)

Start Date ASAP

End Date February 2, 2024

Hours of Work 36.25

Grade and Step 12

Salary Scale Target Hiring Range: $71,284.07 to $77,894.04

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 Sponsorship & Development Officer