



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: 2024/04/23

Manager, DMZ Partnerships (Business Development)

Job ID	372142-1-6138	
Web Address	https://careers.indigenous.link/viewjob?jobname=372142-1-6138	
Company	Toronto Metropolitan University	
Location	Toronto, ON	
Date Posted	From: 2023-02-01	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 DMZ is a world-leading startup incubator based at Toronto Metropolitan University that equips the next generation of tech entrepreneurs with the tools needed to build, launch, and scale highly impactful startups. By providing connections to customers, coaching, capital, and a community, the DMZ's customized approach helps innovators reach the next milestone in their entrepreneurial journey — whatever that might be. Through its award-winning programming, the DMZ has helped more than 750 startups raise \$1.95 billion in capital and create 4,850+ jobs. Headquartered in Toronto, Canada with globally-accessible programming, the DMZ has a widely-recognized international presence with offices in Vietnam, India, and the U.S., and partnerships across North America, Latin America, Africa and Asia.

The Opportunity

We are looking for a self starter to assist the Director, Programs & Corporate Collaborations in the execution of partnership initiatives. The successful candidate will manage a portfolio of current

and potential Canadian and international business partners/clients/donors, and customers, and implement plans for the cultivation, solicitation and stewardship of such partnerships and sponsorships for the DMZ. Ensures proper stewardship takes place following a sponsorship to maintain the partner's or sponsor's involvement, interest and support. You will also be required to research and write proposals, grant applications and other fundraising materials as it relates to individual, foundation, and corporate prospects in supporting DMZ's business development goals with direction from the Director. Leading special projects related to the business development, investor relations, and customer acquisitions priorities of the DMZ Partnerships team, from development to implementation stage.

Qualifications
To 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 is required
- A minimum of 3 - 5 years of progressively responsible fundraising and development management experience
- Experience supervising staff, preferably in a unionized environment.
- Demonstrated ability to identify and implement major sponsor gift strategic planning and solicitation strategies
- Knowledge of donor motivation and recognition strategies, identification, recruitment, management and training of volunteers
- Prospect identification skills, knowledge of research methodology and skills in the evaluation, rating and moves management of prospects
- Working knowledge of complex information systems, prospect tracking, research, basic financial planning
- Ability to develop and maintain effective working relationships with internal and external stakeholders at all levels
- Exceptional interpersonal/social interaction skills;
- Strong communication (oral and written) skills; effective writing skills, especially in the area of proposal writing
- Presentation and Motivational skills
- Organizational and analytical skills
- Creativity and imagination
- Computer literacy, using word processing, spreadsheet and database applications

Additional Information

Position Number(s) 20002543
Reports To Director, Programs & Corporate Collaborations
Vacancy Type TERM
Employee Group MAC
Work Location Toronto - 2 days a week on site
Start Date ASAP
End Date 1 year from start date
Hours of Work 36.25
Grade and Step C51

Salary Scale \$74,376 to \$118,808

HR Advisor Pooja Minutaglio

Application Close Date Until Filled

The PerksThere is something for everyone! Employees are eligible for many benefits, services and discounts that Toronto Metropolitan University has to offer: Mid-year break that provides two weeks of paid time off in addition to your vacation. Group benefits including health and dental, employee and family assistance program (EFAP) and more! Tuition waiver for eligible employees and their spouse and/or dependent(s) and Tuition Rebate for eligible employees. TMU/Ryerson Retirement Pension Plan (RRPP): A defined benefit pension plan. Access to the TMU medical centre directly on campus. And many more!

Qualified MAC candidates will be considered before members of other employee groups. 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 Manager, DMZ Partnerships (Business Development)