



# 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

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## Partnerships Manager, DAIS (Business Development)

<b>Job ID</b>	<b>374693-1-1494</b>	
<b>Web Address</b>	<a href="https://careers.indigenous.link/viewjob?jobname=374693-1-1494">https://careers.indigenous.link/viewjob?jobname=374693-1-1494</a>	
<b>Company</b>	Toronto Metropolitan University	
<b>Location</b>	Toronto, ON	
<b>Date Posted</b>	From: 2023-05-25	To: 2050-01-01
<b>Job</b>	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 the Dais team** Since 2015, the Dais team has worked across Canada and internationally to develop new ideas and better leaders, resulting in measurable change in economic, education and technology policy, and thousands of people whose lives have been changed through our leadership programs. Our team comes from a diverse set of backgrounds and experiences, and we share a passion for good public policy and developing the leaders who will deliver a more inclusive and prosperous Canada. This role intersects with and enables the work of our policy, leadership development, communications, admin, and executive teams.

#### The Opportunity

The Partnerships Manager manages and coordinates a suite of business development activities that enable the Dais to deliver timely and relevant policy insights, leadership development programs, and community engagements. The Partnership Manager identifies and pursues potential funding opportunities and manages numerous relationships with a variety of stakeholders across business, government, non-profits, foundations and academia. In collaboration with the Director, identifies and

estimates the resourcing and budgets for major prospective project proposals and develops compelling go-to-market campaigns to engage prospective funders and partners. Responsibilities will include but not be limited to:

- Proactively searches out opportunities for the Director and the management team to meet strategic partnership, development and funding objectives.
- Oversees the planning and development of individual strategies for these prospects. This includes working with the development team in the research of relevant information to guide the strategy formation, developing tailored partner-cultivation programs and cultivation/solicitation strategies, preparing of solicitation packages, and reporting of prospect progress to senior management.
- Leads the development of partnership proposals and negotiation of partnership agreements.
- Prepares proposals to support these initiatives in addition to preparation of project approvals for activities, which could be implemented if new sources of funding were secured. Provides bi-weekly progress reports to the Director of Partnerships.
- Leads all outreach and communication strategies in relation to project based funding. Networks with current and potential government, philanthropic, external partners and other target audiences to explore current and future project opportunities and leads.
- Plays a lead role in the planning and organizing of important events with cultivation potential, including events with industry, alumni, and other prospective partners and funders. Determines appropriate guest lists, sponsors, speakers, and preparation of all materials, logistical arrangements and appropriate follow-up.
- Manages and supervises staff, assigns and prioritizes tasks, establishes goals, sets expectations and evaluates performance. Hires, trains, develops and performance manages assigned staff. Monitors performance and provides feedback to staff on performance. Disciplines, carries out corrective action and makes recommendations on termination, as appropriate.

#### 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 in a relevant field
- At least five (5) years of relevant work experience in a progressively increasing leadership role, responsible for fundraising and business development.
- Demonstrated experience of achieving business development annual targets;
- Experience in managing strategic partnerships and relationship building with key stakeholders, community and industry partners.
- Demonstrated ability to identify and implement major outreach planning and solicitation strategies;
- Effective oral and written communication skills;
- Strong supervisory skills;
- Strong relationship building skills; natural ability to make and maintain connections with external stakeholders;
- Strong knowledge of, and relationships with, Canadian innovation ecosystem actors is an asset;
- Strong negotiation skills to maximize opportunities for the Dais at TMU
- Strong financial management skills, with the ability to draft budget proposals, and forecast expenses
- Knowledge of Customer Relationship Management (CRM) platforms and Google Suite
- Comfort with ambiguity and complexity

#### Additional Information

Position Number(s) 20003331  
Reports To Director of Partnerships  
Vacancy Type TERM  
Employee Group MAC  
Work Location Toronto  
Start Date ASAP  
End Date January 05, 2025  
Hours of Work 36.25  
Grade and Step C51  
Salary Scale Y\$74,376 to \$118,808 (Job Rate \$96,592)  
Application Posting Date May 24, 2023  
Application Close Date June 21 2023

#### Additional Notes:

- An equivalent combination of education and experience may be considered.
- Applicants who do not meet all of the posted qualifications may, upon the University's sole discretion, be considered to fill a vacancy on an underfill basis.
- Candidates must have a demonstrated record of dependability/reliability and a commitment to maintain confidentiality.
- We encourage all First Nations, Metis and Inuit peoples or Indigenous peoples of North America, to self-identify in their applications.

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](mailto:hr@ryerson.ca). All information received in relation to accommodation will be kept confidential.

For more information, visit Toronto Metropolitan University for Partnerships Manager, DAIS (Business Development)