



# 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: 2024/04/30

## MANAGER, DEVELOPMENT GLOBAL NEXUS

<b>Job ID</b>	<b>53343-2385</b>	
<b>Web Address</b>	<a href="https://careers.indigenous.link/viewjob?jobname=53343-2385">https://careers.indigenous.link/viewjob?jobname=53343-2385</a>	
<b>Company</b>	McMaster University	
<b>Location</b>	Hamilton, ON	
<b>Date Posted</b>	From: 2023-03-15	To: 2050-01-01
<b>Job</b>	Type: Full-time	Category: Education

### Description

Are you interested in helping to build the reputation and be a leader in communication for Canada's Global Nexus for Pandemics and Biological Threats? McMaster University fuels curiosity, inquiry, and discovery. Every day, we push the boundaries of knowledge through our world-class, interdisciplinary research and our ground-breaking approaches to teaching and learning. Our students, researchers and staff are among the best and brightest. We are seeking an equally talented Manager, Development to support the ambitious communications goals of Canada's Global Nexus for Pandemics and Biological Threats and as part of the University Advancement Team. Canada's Global Nexus for Pandemics and Biological Threats is an ambitious and high priority program for the university that builds on more than 15 years of McMaster's world-leading expertise in infectious disease, antimicrobial resistance, pandemics and preparing for the biological threats we may face in the future. Global Nexus is integrated across the university, working with researchers and others to deliver on its ambitious research, learning and funding goals. Development at McMaster formulates strategies, develops programs, and executes campaigns and initiatives as the primary area of the University responsible for raising private revenue for McMaster. The Manager, Development is a key development leader within the University Advancement team. It is our shared values that help us to achieve University Advancement's vision and mission; they are Integrity, Quality, Respect, Service, Strategy and Teamwork. The Manager, Development is a significant driver of overall private revenue for each Canada's Global Nexus and the University, in support of their objectives and the overall institutional mission. The Manager, Development is the cornerstone of relationship development with donors and funding partners in support of McMaster's research and educational goals, primarily within the Canada's Global Nexus. This includes securing up to 100% of the overall private revenue support for the Canada's Global Nexus on an annual basis. The Manager, Development achieves these private revenue targets by developing a pipeline of donors, supporters, and other funders to serve as a source of significant revenue for the Canada's Global Nexus; priorities, as identified through McMaster's senior academic leadership, and functioning as an integrated part of the University Advancement team. Members of the team are responsible for raising all revenues, including: gifts, pledges and other revenues, as well as future gifts which include bequests, gifts of insurance and RRSPs, etc., for the Canada's Global Nexus and the University. The primary means of raising funds for both current and future gifts are

through strategies that involve face-to-face and in-person meetings and visits, often involving significant Canadian and international leaders, as well as University leadership, key volunteers and researchers. As primary staff for alumni and friends of McMaster University, it is the role of members of the advancement team to drive the identification, cultivation, and development of a customized ask and recognition/stewardship plan for some of the Faculty or Administrative Office/Unit(s) and McMaster's most significant donors (primarily major-level donors).

**Job Summary:** The Manager, Development is responsible for raising up to 100% of the overall private revenue goal for the Canada's Global Nexus on an annual basis with a primary focus of gifts in the range of a minimum of \$250K and upwards. All gifts of \$1M or more (to upwards of \$105M), which have a mid-to high degree of complexity and involve many different partners, some of whom may be internal and external to the University, will have strategic support from University Advancement's senior leaders, consistent with a team approach to development strategy. The Manager, Development leads and is accountable for a wide-ranging portfolio charged with advancing and enhancing the relationships, reputation, and resources of the Canada's Global Nexus through relationship building and revenue generation. The Manager, Development also supports all revenue-generating campaigns undertaken by the University Advancement team and works in collaboration with their leader to align and integrate the campaign strategy, case for support and a revenue goal as it related to the Canada's Global Nexus. The Manager, Development provides leadership efforts to secure and grow its Canada's Global Nexus' base of major and (some) principal gift-level supporters, and to steward these supporters in a manner so as to inspire them to establish, grow and sustain meaningful relationships with the University. The Manager, Development creates and maintains positive, productive relationships and builds and supports a vibrant, diverse and high-performance team of professionals within the faculty, office or unit who deliver on the strategic plans for the academic or administrative office or unit(s) and University Advancement's strategic plans through a variety of institutional programs. Their development team is responsible for the identification, cultivation, solicitation and stewardship of individuals who directly, or through others, have or are capable of making gifts at the major giving-level and supporting the senior-level development leaders at the principal giving-level.

**Accountabilities:**

- Model a culture of collaboration, integration and service to support the University's core research and academic mission
- Provide leadership and direction within Canada's Global Nexus on creation and implementation of annual development plans, and supports implementation of campaigns, strategies, and practices to foster growth in revenue-generation across the Canada's Global Nexus
- Accountable for the supporting the development, monitoring, evaluation and measurement of Canada's Global Nexus strategic plans to ensure they achieve goals and outcomes and that they are aligned with University Advancement's goals
- Work with senior leadership of the Canada's Global Nexus and University Advancement senior-level development leaders to develop advancement plans aligned with and stemming directly from the academic priorities, fostering a compelling vision and case for support that enables the pursuit of significant major gifts
- Build a high-performance team that is committed to fulfilling the vision, goals and priorities necessary to achieve the short and long-term goals of the Canada's Global Nexus
- Work in conjunction with University Advancement's senior leaders to establish goals and objectives including annual professional development plans for team members to support a culture of continuous improvement and readiness for change
- Engage with and support volunteer

leadership, in accompaniment with other senior-level development leaders to staff fundraising visits within Canada's Global Nexus  
 Operational Leadership within Canada's Global Nexus  
 • Be the leader in contributing to the Faculty or Administrative Office/Unit(s)' fundraising program by raising up to 100% of the Canada's Global Nexus goals  
 • Develop and meet aggressive team and individual development goals as determined by University Advancement's senior-level development leaders  
 • Support University Advancement's senior-level development leaders with the engagement of the President, Vice-Presidents and senior university leadership, as well as volunteers as required, in the cultivation and solicitation of principal gift supporters, including ensuring they are appropriately briefed and relevant follow-up action is taken  
 • Is responsible for the allocation of budget program or portfolio and is accountable to ensure resources are allocated and prioritized to meet university objectives and short and long-term outcomes  
 • Work with leadership to implement plans and strategies to enhance the University's major giving program and to generate consistent and significant increases in new revenue to the University and lead the implementation of those strategies specific to their faculty, office or unit  
 • Play the lead role in executing on campaign strategies for the Canada's Global Nexus by designing, implementing, and managing development activities related to the campaign  
 • Provide leadership by monitoring campaign and initiative progress for the Canada's Global Nexus recommending changes to plans as appropriate, reviewing solicitation strategies and regularly reviewing progress of strategies  
 • Develop and maintain a significant depth of knowledge of Canada's Global Nexus activities, needs and priorities in both research and teaching, and apply this knowledge in matching the interests and needs of potential supporters  
 • Assume responsibility for identifying, cultivating and soliciting support from a portfolio of supporters, both individually and in collaboration with senior academic leaders to the Canada's Global Nexus, senior development leadership and key volunteers for the Canada's Global Nexus resulting in increased engagement and financial investment in the University  
 • Manage, provide clear direction, motivate and mentor a team of development professionals; and offer support across-the-board to development colleagues  
 • Work in collaboration with stewardship to support the creation and delivery of major gift announcements and events and accompanying stewardship in collaboration with the appropriate advancement staff  
 • Represent Canada's Global Nexus and University, with the team, at all relevant community and University events, nationally and sometimes internationally  
 • Work closely with other areas of University Advancement to support the success of the operation's annual financial goals as well as Advancement's mission and strategic goals  
 • Annually develop a comprehensive and measurable annual operating plan and budget for Canada's Global Nexus giving program

Education A University degree A McMaster degree is an asset  
 - A Master's degree is an asset

For more information, visit McMaster University for **MANAGER, DEVELOPMENT GLOBAL NEXUS**