



# 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.Link's 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.

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# Job Board Posting



Careers.Indigenous.Link

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## Senior Associate Director Of Philanthropy

|                    |   |                         |
|--------------------|---|-------------------------|
| <b>Job ID</b>      | <b>77-ED-BF-B4-83-A4</b>  |                         |
| <b>Web Address</b> | <a href="https://careers.indigenous.link/viewjob?jobname=77-ED-BF-B4-83-A4">https://careers.indigenous.link/viewjob?jobname=77-ED-BF-B4-83-A4</a> |                         |
| <b>Company</b>     | Nature United   |                         |
| <b>Location</b>    | Toronto, Ontario  |                         |
| <b>Date Posted</b> | From: 2021-04-15  | To: 2021-05-11          |
| <b>Job</b>         | Type: Full-time   | Category: Miscellaneous |
| <b>Languages</b>   | Multi-lingual Appreciated   |                         |

### Description

#### ABOUT US

Nature United is a national organization committed to reimagining conservation across Canada. Our mission is to create solutions for people and nature by building diverse partnerships to protect lands and waters and to ensure nature is the foundation of healthy communities, economies and future opportunities. Our areas of focus are to advance sustainable management of lands and waters by supporting Indigenous leadership and authority and responsible resource use, and to harness the power of nature to address the climate crisis by advancing natural climate solutions. Our organization is honoured to work with many Indigenous partners. We recognize and respect the Indigenous Peoples of Canadaâ€™First Nations, Inuit and MÃ©tis Nationsâ€™as the original rights-holders of the lands and waters in Canada. We have an ongoing commitment to continue to strengthen our awareness of the history and enduring impacts of colonialism, and to build partnerships based on reconciliation, as well as respect, equity, open dialogue, integrity and mutual accountability.

As an affiliate of The Nature Conservancy (TNC), what we do is informed by the best global science and supported by the leadership of the worldâ€™s largest conservation organization. Nature United is headquartered in Toronto and builds on the Conservancyâ€™s long history of conservation achievements in Canada.

Visit [www.natureunited.ca](http://www.natureunited.ca) and [www.nature.org](http://www.nature.org) to learn more.

#### SUMMARY

The Senior Associate Director of Philanthropy will manage growing portfolio of innovative donors and advance fundraising goals that help us unite partners in communities, governments, industries, and non-profits to define new pathways towards a sustainable future. Working with the Director of Major Gifts, this position will work to increase philanthropic support for Nature Unitedâ€™s ongoing work in specific geographies across Canada, the implementation of our recent cutting-edge study on natural climate solutions, and flexible support for core operations. Nature United is committed to working in partnership with Indigenous communities to support increased authority of Indigenous Peoples to steward their lands and waters. This position will demonstrate a commitment to respectful partnerships and reciprocity through close collaboration with conservation staff, global team members, board directors, and other key stakeholders as we work to achieve our national and global goals.

#### ESSENTIAL FUNCTIONS

Our ideal candidate has demonstrable success in developing collaborative strategies, establishing long lasting relationships with funders, and delivering best in class service to their donors. This position will be responsible for building and maintaining a portfolio of qualified donors by applying the principles of developing donor strategies and moves management. This position will be responsible for direct asks to both local and global priorities to meet funding needs for Nature United and our global affiliate, The Nature Conservancy. This position will be able to 1) persuasively convey Nature Unitedâ€™s mission to diverse audiences, 2) manage assigned projects, coordinating the work of peers and setting deadlines, and 3) act independently by exercising judgement to identify and solve problems. This position will work in close collaboration with team members from marketing and communications, conservation and science, finance, and leadership. The person in this role should demonstrate belonging and contributing to a work community that values diversity, deep respect for others, learning, building trust and working collaboratively, adaptability, curiosity, creativity, and celebrating the good work of our colleagues, partners and friends.

#### RESPONSIBILITIES AND SCOPE

â€¢ Manage a portfolio 60-100 donors, including donors with the capacity to give at a minimum \$100,000 once the portfolio is developed. Responsible for 60 â€” 80 visits and 180 â€” 300 moves annually. Annual fundraising goal of \$1,000,000 or more, along with a goal for bequest notifications.

â€¢ Develop and manage a referral network, from a diverse audience of stakeholders, including formal and informal volunteers.

â€¢ Create innovative and high-level proposals using a collaborative approach, project budgets and additional internal resources.

â€¢ Act independently and in supervisorâ€™s stead as needed, exercise independent judgment to identify and solve problems.

â€¢ Make decisions that may have program-wide impact and may bind the organization financially or legally.

â€¢ Demonstrate sensitivity in handling confidential information.

â€¢ Ensure compliance with TNC policies and procedures and external (donor/legal/IRS) requirements.

â€¢ Financial responsibility includes working within a budget and meeting fundraising objectives.

â€¢ Manage assigned projects, coordinating the work of peers and setting deadlines, and maintain accurate donor records in Nature Unitedâ€™s donor database, BBCRM.

â€¢ May manage or participate in complex or sensitive negotiations.

â€¢ Persuasively convey the mission of TNC to diverse groups who are important to the organizationâ€™s overall prosperity.

â€¢ Travel frequently and on short notice, work long and flexible hours as needed.

#### Experience

**Essential Skills****MINIMUM QUALIFICATIONS**

- Bachelor's degree and a minimum 6 years related experience or equivalent combination of education and experience
- Experience in building and maintaining long-term relationships with fundraising constituents
- Experience in asking for and closing gifts of \$100,000 and more
- Experience working with cross-functional teams, preferably in a large non-profit
- Interest in participating in cultural competency training and supporting partnerships with Indigenous peoples
- Strong organizational skills and attention to detail

**PREFERRED QUALIFICATIONS**

- Multi-lingual skills and multi-cultural or cross-cultural experience appreciated
- Ability to determine an individual's interests, capacity and potential for helping Nature United reach its goals, and act appropriately to tie those interests with our work
- Ability to educate and inform prospective and existing donors about appropriate giving vehicles
- Ability to implement and manage fundraising plans, including individualized cultivation, solicitation, and recognition plans
- Knowledge of current trends in the charitable sector, with a particular focus on the Toronto and Ontario markets
- Proven ability to negotiate high profile or sensitive agreements
- Demonstrated experience using diplomacy and tact to build strong relationships and motivate internal and external constituents

**Additional Skills**

If you have relevant experience working with Indigenous communities but do not meet the minimum qualifications for this job, we encourage you to apply, as we are open to providing training and other skill-building opportunities for the right candidate.

**How to Apply**

HOW TO APPLY: Interested candidates should apply for this position through Gerard Search, by clicking [Apply Now!](#)

Application deadline: May 11, 2021