



Development Manager

Reports To: Chief Executive Officer

Location: Winnipeg, Manitoba (Hybrid/Flexible Work Environment)

Position Type: Full-Time, Permanent

Help Transform the Lives of Manitoba Children

At Variety, the Children's Charity of Manitoba, we believe every child deserves the opportunity to thrive. Through funding essential equipment, programs, and services, we help children living with disabilities and families facing financial barriers access opportunities that enrich their lives and unlock their full potential.

We are seeking an experienced and passionate **Development Manager** to join our leadership team and play a pivotal role in advancing our mission. This is an exciting opportunity for a strategic fundraising professional who excels at building meaningful relationships, inspiring philanthropy, and creating lasting community impact.

As Development Manager, you will lead and execute a comprehensive fundraising strategy that fuels the growth and sustainability of Variety Manitoba. Working closely with the CEO, Board of Directors, donors, sponsors, and community partners, you will help secure the resources needed to make a difference in the lives of children and families across Manitoba.

What You'll Do

Strategic Fundraising Leadership

- Lead and enhance Variety Manitoba's overall fundraising and development strategy.
- Manage and grow a portfolio of major donors and prospects, achieving annual fundraising and engagement goals.
- Identify, cultivate, solicit, and steward major gift donors and philanthropic partners.
- Research, develop, and submit grant applications while identifying new funding opportunities.

- Expand and strengthen corporate sponsorships, community partnerships, and philanthropic investments.

Relationship Building & Donor Engagement

- Build meaningful, long-term relationships with donors, sponsors, foundations, and community leaders.
- Serve as a passionate ambassador for Variety Manitoba within the community.
- Develop personalized stewardship strategies that deepen donor engagement and inspire ongoing support.
- Collaborate with senior leadership and Board members to maximize fundraising opportunities and donor experiences.

Events & Community Impact

- Provide strategic leadership and oversight for signature fundraising events and community-driven campaigns.
- Support and inspire volunteers, community partners, and event committees.
- Represent Variety Manitoba at community events and networking opportunities to increase visibility and support.

Development Operations

- Maintain accurate donor and prospect records and ensure timely gift acknowledgment and reporting.
- Track fundraising activities, donor engagement, and performance metrics.
- Work collaboratively across the organization to support fundraising initiatives and organizational goals.
- Perform other related duties as required.

What You Bring

Required Qualifications

- Minimum five years of progressive fundraising, business development, sales, relationship management, or non-profit leadership experience.
- Proven success securing major gifts, sponsorships, partnerships, or significant revenue-generating opportunities.

- Demonstrated ability to identify prospects, cultivate relationships, and successfully close funding commitments.
- Exceptional interpersonal, networking, and relationship-building skills.
- Strong presentation and communication abilities with individuals, executives, and community leaders.
- Self-motivated, entrepreneurial, and results-driven mindset.
- Excellent organizational, project management, and strategic planning skills.
- A genuine passion for helping children and advancing Variety Manitoba’s mission.

Preferred Qualifications

- CFRE designation or progress toward certification.
- Knowledge of Manitoba’s philanthropic, corporate, or non-profit landscape.
- Bilingualism (English/French or English/Indigenous language) is considered an asset.

Why Join Variety Manitoba?

This is more than a fundraising role—it’s an opportunity to create meaningful change in the lives of children and families across our province.

We offer:

- A collaborative and mission-driven culture.
- The opportunity to make a tangible impact every day.
- Competitive compensation and benefits.
- Flexible and hybrid work arrangements.
- Professional growth and leadership opportunities.
- The chance to work alongside passionate staff, volunteers, donors, and community partners who are committed to helping children succeed.

Our Commitment to Inclusion

Variety, the Children's Charity of Manitoba is committed to fostering an inclusive and accessible workplace. We welcome applications from all qualified candidates and provide accommodations throughout the recruitment process upon request.

Apply Today

If you are an accomplished relationship-builder and fundraiser who wants to make a lasting difference in the lives of Manitoba children, we would love to hear from you.

Please submit your cover letter and resume to:

Jeff Liba

Email: jliba@varietymanitoba.com

We thank all applicants for their interest; however, only those selected for an interview will be contacted.

Join us in helping children live fuller, more meaningful lives.