Manager, Community Engagement & Corporate Partnerships

Saint John, NB
Permanent Full-Time

The Canadian Red Cross, a non-profit, humanitarian organization dedicated to helping Canadians, as well as, the vulnerable throughout the world, is currently seeking a Manager, Community Engagement & Corporate Partnerships.

Reporting to the Senior Manager, Community Engagement & Corporate Partnerships, the incumbent will be a member of nationwide Community Engagement & Corporate Partnerships teams, as well as, the overall national Philanthropy team. This position provides overall management of the day-to-day operations of both portfolios, along with participating in the development of strategies for long-term philanthropic growth within the province of New Brunswick.

Key Responsibilities:

- Responsible for the development, implementation and execution of community-based fundraising initiatives such as the Power of Humanity Awards, and the annual Saint John Wine Fair. This will include volunteer recruitment, onboarding, training, development, support and performance management.
- Manage a portfolio of Corporate donors/prospects, Small/Medium Enterprise donors/prospects and community groups through identification, cultivation, solicitation and stewardship.
- Maximize financial support from community fundraisers, and corporate supporters during disaster appeals by providing timely follow up to their queries, and excellence in donor cultivation and stewardship
- Responsible for the growth, development, implementation and execution of the Corporate Partnership portfolio plan in the province of New Brunswick.
- Work with other members of the nationwide Philanthropy team to ensure there is no duplication of efforts and resources are being shared and maximized.
- Employees and Volunteers at every level are responsible for safe work practices and to adhere to practices outlined in their applicable provincial Occupational Health and Safety Act.
- Support other Red Cross initiatives, as needed, to provide for a coordinated team effort to meeting the needs of the most vulnerable in our communities.

Qualifications:

The minimum qualifications for this job are a community college diploma in Fundraising, Event Management, or Marketing with five or more years of job-related experience or an equivalent combination of education and experience.

- Proven experience in community and relationship/partnership development, with special event and independent community fundraising experience.
- Experience in an event leadership role and proven track record of delivering fundraising results
- Strong leadership skills with ability to coach and direct a highly-productive team.
- Results-driven work ethic coupled with analytic and project management skills.
- A strategic and creative thinker who works proactively and can manage competing priorities.
- Experience and commitment to excellence in customer service in supporting partners, event organizers, volunteers and donors.
- Strong communication skills (written and oral), interpersonal skills, and excellent organizational skills are required.
- Ability to work in a fast-paced environment with conflicting priorities.
- Experience working with volunteers would be considered an asset.
- High level proficiency with all Microsoft Office Suite programs.
- Raiser's Edge experience an asset.
- A satisfactory criminal record check is required.
- Current driver's license and use of a car is required.
- Current First Aid & CPR certification is required.

Deadline: Friday, October 12, 2018

Interested applicants should apply online via: https://trr.tbe.taleo.net/trr01/ats/careers/requisition.jsp?org=CRCS&cws=62&rid=4297

The Canadian Red Cross Society is an equal opportunity employer.
Although we thank all applicants for their submissions, we will respond only to those we wish to interview.