

Senior Development Officer - Saskatchewan

Tracking Code

1017-053

Job Description

JDRF is the largest non-profit organization in the world that is exclusively focused on type 1 diabetes (T1D). At JDRF, we realize that a cure is not just a destination but a journey. Our goal is to progressively remove the impact of type 1 diabetes (T1D) from people's lives and funding research into cures is our #1 priority. While we wait for cures, we also fund ground-breaking research that seeks to improve the lives of people with T1D.

If you are looking to make a substantial impact in the lives of the more than 300,000 Canadians living with T1D, now is the time to join our team at JDRF.

We're currently seeking a **Senior Development Officer** to join our team and drive fundraising revenue for the Saskatchewan region through peer-to-peer and major gifts fundraising.

In this position, you would have the opportunity to:

- Implement best practices in peer-to-peer fundraising to increase participation and event revenue and inspire, motivate and steward a portfolio of fundraisers and volunteers
- Work closely with volunteer event committees to provide support tools and communicate progress on event fundraising
- Identify and develop strategic key account volunteers to optimize event participation
- Balancing prospecting and new account recruitment with key account stewardship and development
- Collaborate closely with the corporate engagement and event experience teams to achieve the overall event objective
- Grow and manage a portfolio of donors and prospects through the development of cultivation and solicitation plans to close major and mid-level gifts
- Partner with volunteer leadership to solicit funding and other support from individuals, corporations, foundations and other sources of funding and/or influence
- Develop prospect solicitation strategies and proposals
- Build meaningful connections with donors and volunteers that results in new and diverse revenue streams (i.e. major and mid-level gifts, events fundraising, planned giving, corporate partnerships) that further JDRF's mission

Does this sound like the opportunity you've been waiting for? If you have the following qualifications, we'd love to hear from you!

- University or College degree in Business Management, Fundraising or related discipline, with 2-3 years of progressive fundraising experience or an equivalent combination of education and experience
- Valid driver's license and some flexibility to travel throughout the region (15%) and to attend evening and weekend events
- Experience working on peer-to-peer fundraising events

- Team player that has the experience and ability to interface with all levels of staff and volunteers.
- Capability to leverage relationships and negotiate agreements
- High level of comfort communicating complex information (e.g. JDRF research, goals, etc.) to a wide range of audiences, from high-net worth individuals to corporate partners
- Ability to proactively monitor and adjust activities to respond to changing circumstances and priorities to meet goals, proactively address issues as they arise and mitigate risks associated to events
- Self-motivated, goal-oriented, personable and service-oriented
- Ability to work within a tight timeline and prioritize in a fast-paced dynamic environment
- Strong written and oral communication skills in order to successfully interact with external customers and staff within the organization
- Experience working with peer-to-peer fundraising software an asset
- Proficient computer skills in Microsoft Office; Experience with a CRM database

Location: Saskatchewan (Regina or Saskatoon preferred). We are a remote-first organization so it is expected the incumbent in this role will work remotely from home with some flexibility to travel throughout the region to attend evening and weekend events.

Salary Range is anticipated to be \$53,000-\$60,000, commensurate with skills and experience.

Why choose JDRF?

At JDRF, we foster innovation and strive to think differently while working towards our mission in a collaborative, dynamic and positive work environment. Each day, we live our core values of Respect, Understanding and Integrity; Perseverance; Collaboration; Risk Taking and Entrepreneurship; and Efficiency, Effectiveness and Accountability. We prioritize growing our talent from within and strive to provide development opportunities to our team. We also offer a competitive compensation package including (employer paid) group benefits, group RRSP matching program, paid annual vacation, professional development opportunities and flexible working arrangements.

Ready to apply? Please submit your application online today!

JDRF strives to foster a workplace that reflects the diversity of the community it serves and welcomes applications from all qualified candidates. JDRF is also committed to developing an inclusive, barrier-free selection process and work environment. Please advise if you require any accommodation measures to ensure you will be interviewed in a fair and equitable manner. Information received relating to accommodation requests will be treated with confidentiality.

Only those selected for an interview will be contacted.

Job Location

Saskatoon, Saskatchewan, Canada

Position Type

Full-Time/Regular