

This is a unique opportunity to join the leadership team of an innovative not-for-profit, in an environment that is committed to promoting continuous learning, creativity and collaboration.

Reporting to the CEO, the Director of Philanthropy and Community Engagement will lead a comprehensive and strategic program of fundraising to meet the organization's strategic priorities. This is a senior leadership position, responsible for upholding the vision, mission and values of the organization and requires a strong intersectional anti-oppression, anti-racism, lens, and voice. The Director fosters ongoing connections with donors, community, and allies. This position has a demonstrated track record of high-performance campaign management as well as experience in developing complementary comprehensive marketing strategies and effective operational practices.

A major leadership requirement of the position is to effectively communicate Cool Aid's mission and story, build meaningful partnerships, foster a culture of philanthropy, celebrate success, and enhance community engagement.

We offer a range of benefits including a defined contribution pension plan, health and dental benefits, long-term disability, employee and family assistance program, compensatory time off, paid sick time, and four weeks of vacation.

A narrow selection of the larger scope and responsibilities for this position are as follows:

- Plan and direct a comprehensive and strategic program of fundraising that includes major gifts, planned giving, and annual giving across all appeal types and donor groups.
- Acquire and retain donors through marketing, strategic communications, and consistent creative stewardship.
- Develop and implement a major gift fundraising plan and process that moves qualified prospects through a major gifts pipeline leading to major gifts.
- Develop both generic and customized stewardship plans for donors at all giving levels.
- Personally, manage a portfolio of current donors/sponsors and conduct cultivation visits, solicitation calls, and stewardship activities that set the example for the team.
- Develop and maintain a good working knowledge of program(s) activities and priority projects.
- Direct the development and review of proposals, strategies, gift agreements, stewardship plans, and events developed for prospects and donors.
- Develop, implement, and manage fundraising policies, processes, best practice, programs and strategies related to donor recognition and corporate partnerships.
- Work closely with the Manager, Community Engagement to oversee marketing and communications as it pertains to philanthropy (social media and digital marketing, brochures, posters, newsletters, impact reports etc.)
- Provide leadership to 3 direct reports – Manager Community Engagement, Philanthropy Officer, and Philanthropy Assistant.
- Maintain current knowledge of CRA regulations and tax developments affecting gifts.
- Bring best practices methodology to all aspects of the fundraising function.
- Motivate the application of analytics and key performance measures to ensure continued high performance, transparency, strategic decision making and cost-effective strategies for the philanthropy program.

QUALIFICATIONS

Experience

- Five (5) to seven (7) years development experience with a successful track record in securing gifts valued at \$10,000 or more.

Education

- Baccalaureate degree in a relevant field; or an equivalent combination of education and related work experience.
- Progressive professional development including, but not limited to; ongoing education and involvement with the Association of Fundraising Professionals.

Requirements

- The Ministry of Public Safety and Solicitor General Criminal Record Check must be completed prior to commencement of employment.

Job Information

- Salary: \$52.16 / 108,500.00
- Work Location: 203 – 821 Burdett Ave.
- Work Days: Monday – Friday.
- Shift Times: 8:30 am – 4:30 pm.
- Weekly Hours: 40 hours.
- Union: Exempt.
- Benefits: Eligible for 100% employer paid benefits including health and dental care. For this position, the standard three-month eligibility period for benefits will be waived.
- Job Type: Full time - Permanent.

As of November 1, 2021, Cool Aid requires that all its staff are fully vaccinated (7 days past their second dose of vaccine) against COVID-19. If you are offered employment, it will be contingent on you providing proof of vaccination prior to your first day of employment. If proof of vaccination is not provided, the offer of employment will be rescinded.