



POSITION PROFILE
Senior Manager / Manager of Corporate
Partnerships

2019

About Children's Aid Foundation of Canada

The Children's Aid Foundation of Canada is a national fundraising organization committed to improving the lives of vulnerable children in Canada. Their initiatives meet the immediate and urgent needs of at risk children and youth, and afford them a brighter future. With more than 300,000 children at risk of abuse and neglect in Canada, support is critical in giving them hope, confidence and opportunity.

The Foundation has an ambitious agenda for growth and is currently planning a campaign extension, having recently completed a \$60M Stand Up For Kids National Campaign for Child Welfare. The staff members are a dynamic and highly committed team of professionals who are dedicated to delivering excellence and maximizing the social value of donations and volunteer contributions to child welfare in Canada.

<https://www.cafdn.org/>

The Opportunity

To work with some of Canada's top Fortune 500 companies while changing the trajectory of children's lives in Canada. For the right person, there is an opportunity to transition from being a hands-on corporate fundraiser to manager and leader.

The Role

Reporting to the Director of Corporate and Community Partnerships, the Senior Manager / Manager of Corporate Partnerships is responsible for identifying, soliciting and stewarding new and existing multi-year gifts and sponsorships from corporate supporters. The role is also responsible for identifying opportunities within existing corporate accounts and to expand their giving levels in philanthropy, sponsorship, workplace giving, and cause marketing. This is a national role supporting child welfare agencies nationally, leveraging national projects and initiatives.

Key Responsibilities

Fundraising

- Help the Director of Corporate and Community Partnerships develop a national corporate fundraising strategy to increase revenue and build out a variety of giving opportunities.
- Manage a personal portfolio of corporate donors, conducting cultivation visits, solicitation calls and stewardship activities.
- Develop comprehensive and creative corporate partnerships that are tailored to each corporate partner,

and incorporate workplace giving and volunteer opportunities.

- Identify and foster new cause-related marketing initiatives.
- Work with senior/Campaign volunteers and the Board of Directors to identify and research prospects, prepare strategies and conduct solicitation calls.
- Match organizational initiatives and campaigns with donor needs and interests. Build stories that resonate with corporate donors.
- Account manage a portfolio of large complex corporate accounts with multi-level deliverables.
- Grow workplace giving within all corporate accounts.
- Provide a high degree of corporate donor satisfaction through strong customer service and flawless execution of corporate deliverables.

Stewardship

- Build and implement recognition and stewardship programs to nurture and increase the donor's involvement, interest and support of the Foundation.
- Assume a major role in the execution of Stand Up for Kids Night and Campaign activities.

Management

- Provide mentorship and support to corporate fundraising staff, growing the capabilities within the Foundation.

Raiser's Edge

- Ensure that department uses Raiser's Edge system to its full potential to improve moves management.

Other Initiatives

- Act as an Ambassador and attend events as required.

Personal Attributes

The Senior Manager / Manager of Corporate Partnerships is an energetic and outgoing individual who enjoys identifying opportunities and pitching those opportunities to corporate Canada. They are a creative person who thinks outside the box and is an above average relationship manager. The Senior Manager / Manager is a trusted member of the team who supports others and operates with a high degree of integrity in all their dealings. To be successful within the corporate portfolio, the Senior Manager / Manager must be well spoken, professionally presented and enjoy making the ask. Results oriented, self-motivated and driven are a few additional characteristics that would serve well in the role.

The Ideal Candidate

To be successful in this position, the candidate must be an energetic leader with a proven track record soliciting corporate gifts and delivering results on an annual basis. This is a fast paced, supportive team environment with multiple priorities and competing deadlines. The successful incumbent will be an active member of the Development Team working collaboratively with the other departments at the Foundation, and passionate for creating more resources for underserved children and youth.

Core Competencies

- 7 to 10 years of charitable sector experience, with more than 3 to 4 years in a corporate fundraising role, soliciting and managing major corporate accounts.

- Ideally possesses a wide range of corporate fundraising experience including philanthropic giving, sponsorship, workplace giving and cause marketing.
- Experience managing large \$500K plus corporate accounts and successfully delivering all fundraising commitments.
- A track record of achievement, meeting and exceeding targets.
- Experience managing staff and volunteer teams.
- Superior interpersonal and relationship building skills, both internally and externally.
- Excellent written and verbal communications skills.
- Ability to work in a fast paced and results-oriented environment.
- Excellent organization, planning and administrative skills.
- Natural leader – creative, positive and solutions oriented and a strong team player who values collaboration.
- Evidence of leadership and initiative, tact, diplomacy, attention to detail and creativity.
- Good skills in Raiser's Edge, MS-Word, MS-Excel and MS-PowerPoint, email, calendar, and web browsers.
- Relevant post-secondary degree or an equivalent combination of education and experience.

Additional Information

- Attend donor events as needed.

How To Apply

We thank all candidates in advance. We will, however, contact only those selected for an interview. To apply, please submit, in confidence, a resume along with cover letter which sets out your interest in the role and highlights the experience you have relevant to the role. The preferred method of application is on-line at searchsmartconnect.com/jobs

Contact Details

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