



Position Posting

Senior Regional Manager, Community and Fund Development, Eastern Ontario

Location: Ottawa, Ontario

The Organization: The Kidney Foundation of Canada is the national volunteer organization committed to eliminating the burden of kidney disease through:

- Funding and stimulating innovative research for better treatments and a cure;
- Providing education and support to prevent kidney disease in those at risk and empower those with kidney disease to optimize their health status;
- Advocating for improved access to high quality healthcare;
- Increasing public awareness and commitment to advancing kidney health and organ donation.

For over 50 years, this vision has guided The Kidney Foundation to be a collaborative, inventive and focused leader in the development of programs, services, research opportunities and awareness campaigns that have had a positive impact on the millions of Canadians living with, or at risk of developing kidney disease.

Job Summary: Reporting to the Ontario Branch Executive Director, the Senior Regional Manager, Community and Fund Development, Eastern Ontario, provides leadership in the Region and manages Chapter employees as designated. While engaging communities, building capacity, and executing the regional and Chapter operational plans, the Senior Development Manager will be accountable to achieve revenue goals and service outcomes. As part of the Branch Management Team, the Senior Regional Manager.

Position Status: Full-Time Permanent

Required Skills: **Responsibilities:**

- Lead the delivery of the Foundation's annual events held in the Region, with a focus on, but not exclusive to the Senior Regional Manager's base Chapter.
- Working with assigned Chapters, Develop operational plans and budgets in conjunction with the Ontario Branch strategic plans
- Provide support and work cohesively with volunteer Boards, Leadership Groups, and Committees to meet goals



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- Identifying revenue development opportunities, establishing and building relationships with all stakeholders within the region, and executing consistent donor stewardship strategies
- Supervision of employees in a healthy team environment
- Keep meticulous records, using Raiser's Edge to manage data
- Ensure donors and sponsors are stewarded in a personal and professional manner, including return on investment (ROI) reports to sponsors, ensuring donor recognition commitments are fulfilled
- Provide leadership and oversight to Walks, Six Degree Challenge, including any new and emerging Region or Branch-wide initiatives
- Actively pursue engagement, recruitment, retention, and recognition of Volunteers throughout the region
- Is the primary point of contact on all matters pertaining to fundraising within the Region
- Works collaboratively with Foundation departments in order to foster cooperation and maximize revenue

Major and Mid-level Giving

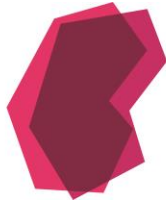
- Collaborates with Major Gift resources to support their participation in Major and Mid-Level gift solicitation and cultivation opportunities.
- Ensures consistent delivery of Major and Mid-Level giving strategies among designated Chapters

Community Development

- In collaboration with Chapter employee and volunteer leadership, lead the development and implementation of short and long-range plans for community engagement
- Continue to support and encourage the Region's participation on hospital committees, and various networks and community committees
- Lead the acquisition, growth and retention of Volunteers and community partners to advance the Foundation's priorities on patient service delivery, as entrenched in the Branch Strategic Plan
- Adopt a customer relationship management process for entering and monitoring data on Volunteer activity

Qualifications:

- 7+ years of relevant fund development experience
- Post-secondary education and/or a diploma in fundraising, marketing, public relations or event management



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- Demonstrated success raising funds through events, sponsorships, and individual gifts
- Understands and demonstrates the concept of donor centered fundraising
- Proven ability to work with and motivate volunteers committees in a diplomatic, professional manner
- Superior time management and organizational skills with the ability to prioritize multiple tasks and projects in a fast paced, results oriented environment
- Excellent oral, written and interpersonal communication skills, experience writing effective and persuasive grant proposals as asset
- Strong computer skills, including proficiency with MS Office products (Word, Excel, Outlook, etc.) and fundraising database; experience with Raiser's Edge an asset
- Willingness to work flexible hours during peak event times
- Ability to communicate effectively in both official languages an asset
- Ability to develop and maintain strong relationships with all stakeholders, and leverage those relationships as appropriate
- Ability to use tact and judgment in dealing with sensitive, complex and confidential issues
- Valid driver's license and regular access to a vehicle
- Ability to work in a matrix environment where resources are shared with different Foundation departments

Apply to:

Carol Kostoff, Manager Corporate Services via email at carol.kostoff@kidney.ca by February 5, 2021.

The Kidney Foundation of Canada welcomes and encourages applications from people with disabilities. Accommodations are available on request for candidates taking part in all aspects of the selection process.

We wish to thank all applicants for their interest and effort in applying for this position; however, only candidates selected for interviews will be contacted.