



Position Posting

Manager of Development, Manitoba Branch

Location:

The Kidney Foundation of Canada – Manitoba Branch

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 Executive Director, this Manager is responsible for the strategic planning and management of all fund development activities. This includes revenue development, relationship building, donor prospecting, retention, and stewardship with community stakeholders. The position requires strong cold calling and new business development skills to support the daily operations, coupled with strong prospecting skills and a desire to achieve growth.

MAJOR ACCOUNTABILITIES:

- Development of an annual Fund Development plan in partnership with the Executive Director and Branch staff.
- Develops and manages a comprehensive Individual donor development plan, including major gifts, mid-level donors, bequests and IMOs.
- Ensures that a robust Donor Recognition strategy is in place.
- Oversees Corporate donations and sponsorship opportunities regarding overall programs and events, stewardship, and recognition, as well as Corporate 3rd Party initiatives.
- Ensures the Branch has appropriate presence within the community-at-large and create strategic opportunities for awareness, volunteer recruitment and revenue generation.
- Builds strong relationships with community and pursue media opportunities to highlight Branch mission and revenue generation.
- Contributes to the Branch's website content as appropriate.



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- Ensures that all procedures and practices comply with the Association of Fundraising Professionals (AFP) Code of Ethics and Standards of Practice, the Canadian Centre of Philanthropy's Code of Financial Accountability & Ethical Practices and the Foundation's internal policies and guidelines.

Position Status: 1.0 FTE

Required Skills:

The ideal candidate possesses:

- A minimum of 5 years' experience in fund development, preferably in a not-for-profit/charitable organization, with demonstrated revenue generating success.
- A CFRE designation is preferred or current enrollment in the program with a commitment to successful completion.
- Prior experience with Raiser's Edge and the Microsoft 365 suite is a strong asset. A love of data collection and data mining would be a positive attribute.
- Previous experience working with a broad range of partners from community organizations, major businesses, and volunteers.
- Ability to think creatively and resourcefully. An analytical thinker with excellent problem-solving skills. Strong contributor in a team environment
- Outstanding organizational and planning skills with high level of detail orientation and accuracy, able to meet multiple and sometimes competing deadlines.
- Previous work in social media, graphic design, website content could be helpful.

Apply to:

The Kidney Foundation of Canada – Manitoba Branch
#1 – 425 Dovercourt Drive, Winnipeg, MB, R3Y 1G4
Attn: Greg Unger, Executive Director
Email: greg.unger@kidney.ca

Application Deadline: April 23, 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.