

The Organization

Established in 1978 as the Manitoba Schizophrenia Society, Peer Connections Manitoba is a charitable, not for profit organization that provides quality mental health education and peer support for Manitobans and their families dealing with mental health and substance use challenges. Since 2020, Peer Connections Manitoba has been the pioneering organization to introduce value-based peer support in clinical and community settings throughout Manitoba. It is the organization that connects trained peer support workers, who have lived experience, with individuals facing similar experiences and challenges. Through individual and group support, educational resources and programs, and the dedicated team of trained peer supporters, the organization plays a significant role in reducing isolation, promoting mental health, and encouraging personal growth and resilience. For more information, please visit: <https://peerconnectionsmb.ca/>

The Opportunity

A newly created senior role reporting to the Executive Director, the Director of Development will be responsible for the leadership of the overall fundraising efforts of Peer Connections Manitoba. The Director of Development will be responsible for setting the strategic direction of the fundraising program, managing the revenue plan, and expanding funding efforts through a combination of annual giving strategies, donor stewardship, corporate gifts, grants, and sponsorships. This experienced leader will plan and implement a development and fundraising program to provide for the short-and-long-term needs of the organization. Peer Connections Manitoba is seeking a dynamic, relationship-driven professional, who is motivated to make a lasting impact on an organization dedicated to mental health support and awareness. This is an exceptional growth opportunity that offers hybrid, remote or in-office working arrangements and generous benefits. The successful incumbent will be a self-starter who takes initiative, has success securing philanthropic support, and is passionate about supporting mental wellness for all.

Key Responsibilities

- Develop and implement the Annual Fund Development Plan and identifying new fundraising opportunities and initiatives.
- Create and execute an Annual Giving Campaign.
- Optimize the organization's overall fundraising and stewardship programs, special events, direct mail campaigns, and expand overall fundraising efforts.
- Oversee donor stewardship and engagement activities, creating an environment where donors feel connected and valued.
- Engage with a variety of stakeholders to strengthen the community profile and establish strategic partnerships.
- Research and implement a new development software that meets the current and future needs of the organization.
- Identify opportunities and write grant applications and funding proposals.
- Utilize marketing best practices, techniques, and social media to build awareness and engagement.
- Keep abreast of developments and trends in fundraising and adopt strategies as appropriate.
- Adhere to the legal, regulatory, and ethical fundraising and financial standards for charitable organizations.

Selection Criteria

- CFRE designation or an equivalent combination of related education and experience.
- 5+ years of related experience, in the areas of fundraising, sponsorship and donor relations.
- Awareness of mental illness and/or substance use.
- Successful track record as a fundraising professional, with experience in the non-profit sector.
- Proven ability to prospect, cultivate, and manage new donor relationships.
- Thorough knowledge and understanding of fund development theory, principles, ethics, and practices with a special focus on corporate donors and individual giving.
- Ability to grow a team as fundraising efforts expand and develop.
- Strong project management, planning and organizational skills with a commitment to detail and accuracy.
- Exceptional written and verbal communication skills with demonstrated ability to present clearly and persuasively.
- Ability to write in a compelling manner, with demonstrated success writing proposals and grant applications.
- Familiarity with fundraising and donor management software, and online tools including social media.
- Energetic, positive professional who adopts a diplomatic, high integrity, relationship-driven approach.

To apply to this opportunity, please send a resume and cover letter quoting project #24103 to jen@harrisleadership.com