

### THE ORGANIZATION:

The Lung Association, Manitoba is the provincial go-to resource for lung health information, support, and advocacy. In continuous operation since 1904 and incorporated in 1929, the organization is one of Canada's longest operating health charities and a recognized leader for essential resources in lung health. With the primary belief that no one should struggle to breathe, the organization enables all Manitobans to breathe with ease by providing support, encouragement, research, and awareness. The organization is committed to providing resources necessary to address prevention of lung disease, and funds raised the by Association are essential to meet ongoing needs of Manitobans. For additional information, please visit: <https://mb.lung.ca/>

### THE OPPORTUNITY:

The Lung Association, Manitoba is seeking a Senior Manager Fund Development responsible for leading fundraising for the organization and to directly impact revenue generation. Reporting to the President & CEO, the Senior Manager Fund Development will be responsible for creating and leading the Fund Development Plan and provide leadership on all fundraising initiatives including but not limited to personal, corporate and foundation giving, major gifts, estates and bequests, special events, direct response campaigns, donor recognition and stewardship. The successful applicant will possess an ability to steward donors, cultivate strategic alliances, identify new areas for collaboration, build integrated partnerships and expand a strategic pipeline of donor engagement to maximize and support the overall advancement for the Lung Association, Manitoba. The Senior Manager Fund Development will provide insightful and innovative direction to articulate and communicate a compelling value proposition in a competitive fundraising landscape.

### KEY RESPONSIBILITIES:

- Develop and execute the Annual Fund Development Plan, identifying new fundraising opportunities/initiatives.
- Participate in the organization's strategic planning and annual budget development.
- Manage the Donor Stewardship Plan and lead the solicitation, engagement, and stewardship of current and prospective donors to cultivate an environment where donors feel connected and valued.
- Develop a culture of philanthropy, building on existing success and growing the team as needed.
- Engage with a variety of stakeholders, continue to strengthen the community profile of the organization, and establish strategic community partnerships with allied groups.
- Keep abreast of developments and trends in fundraising and adapt strategies indicative of a competitive market.
- Adhere to the legal, regulatory, and ethical fundraising and financial standards for charitable organizations.
- Work in partnership with the Canadian Lung Association Fund Development Manager on various shared projects and initiatives.

### SELECTION CRITERIA:

- Post-secondary education in business or marketing preferred, or equivalent experience.
- Member in good standing with the Association of Fundraising Professionals or equivalent fund development sector professional experience, or eligibility for membership.
- Minimum of 5 years of fundraising experience including major gifts and annual giving.
- Collaborative professional, supportive leader, and ability to manage volunteers and staff.
- Proven ability to prospect, cultivate, and manage new accounts.
- Demonstrated success in applying for foundation and or corporate grants.
- Understanding of new technology, fundraising software, social media, digital tools, techniques, and delivery methods.
- 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.
- Energetic, positive professional who adopts a diplomatic, high integrity, relationship-driven approach.

***To apply for this opportunity, please send a resume and cover letter quoting project #23105 to [jen@harrisleadership.com](mailto:jen@harrisleadership.com)***