



Manager of Development Opportunity!

Make a difference by joining the dynamic and dedicated team at The Kidney Foundation!

Work Environment

The Manitoba Branch of the Kidney Foundation offers a flexible work environment which includes financial support to set up a home office and a monthly home internet allowance. This position offers group insurance and group RRSP and a collaborative culture that supports continuous learning and development.

The Organization

A reliable and trustworthy resource for people with kidney disease and their families, The Kidney Foundation of Canada (KFOC) provides support services to individuals including short-term financial assistance, peer support, webinars, handbooks, and dietary web tools. A leading source of research funding in the field of kidney disease and transplantation, (KFOC) champions public awareness of kidney health and organ donation and operates a diverse mix of activities to fund this important work.

Opportunity

This is an exceptional opportunity to be part of a local team (MB Branch) while also working with the Kidney Foundation of Canada, collaborating with fundraising professionals across the country. Reporting to the Executive Director, the Manager of Development will be responsible for the leadership of the overall fundraising program, managing a revenue plan that includes individual giving, donor stewardship, planned giving, corporate gifts, grants, and sponsorships. The incumbent will assist with sourcing community programs and foundation grant opportunities and contribute to revenue generation by supporting special events.

Key Responsibilities include:

- Manage the Foundation's overall fundraising and stewardship programs.
- Focus on individual giving and corporate donors, utilizing knowledge of current fund development best practices.
- Manage the donor stewardship plan and lead the solicitation, engagement, and stewardship of current and prospective donors creating an environment where donors feel connected and valued.
- Identify opportunities and write grant applications and funding proposals.
- Participate on committees of The Kidney Foundation of Canada to support national fundraising initiatives and events.
- Utilize marketing best practices and techniques to build awareness and engagement.
- Adhere to the legal, regulatory, and ethical fundraising and financial standards for charitable organizations.

Selection Criteria

- 5+ years of related experience, in the areas of fundraising, sponsorship and donor relations.
- CFRE designation or an equivalent combination of related education and experience.
- Thorough knowledge and understanding of fund development theory, principles, ethics, and practices with a special focus on corporate donors and individual giving.
- Ability to write in a compelling manner, with demonstrated success writing proposals and grant applications.
- Expertise with Raiser's Edge, as well as social media, and digital communications.
- 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.
- Experience with marketing strategy and media relations would be an asset.

To apply, send resume & cover letter to barbara@harrisleadership.com quoting project #23109.