



A Career Opportunity

At UNICEF, we work tirelessly to ensure children survive, wherever children's lives are at risk. As part of the UN, we are active in more countries and have saved more children's lives than any other humanitarian organization.

By embarking on an ambitious campaign, we will reach every child, even those in the most remote and hard-to-reach places with the essentials that every child and every family needs to survive. Because no child is too far.

Consider joining us as our:

Development Manager (Corporate & Community)

(15-month maternity leave contract starting in June 2017; Full-time; based in Toronto)

This role works within the high-value Development team with a focus on developing and supporting the maintenance of current and new business development of corporate partnerships and leading strategic direction for community partners/relationships to meet the fiscal revenue goals in a manner consistent with UNICEF Canada's mission and vision.

With a specific focus on revenue generation and partnership development, the incumbent's personal fundraising target annually is \$1million while supporting overall team activities and goals for the Development team.

The responsibilities of the position will include:

Partnership Management & Growth (65%)

- Create fully integrated philanthropic and revenue driving opportunities to position UNICEF as a charity of choice, with a key focus on developing strategic, long-term, major corporate and community partnerships (\$50k+).
- Establish partner opportunities with corporations that assist with fundraising goals, building brand awareness objectives, integrate UNICEF's Children's Rights and Business Principles and high-value campaign initiatives to new and existing relationships.
- Support development pipeline and activation of prospecting and moves management to meet forecasting activities annually and long-term planning.
- Collaborate with other fundraising and operational channels (Major Donor, Loyalty & Acquisition, execute strategies for revenue generation.
- Work closely with the Director of Development to support processes for cultivation of partnerships – including proposals and pitch decks.
- Cultivate existing relationships to maximize total giving, including but not limited to employee giving and corporate matching programs.

- Cultivate ongoing relationship with US and International UNICEF colleagues to ensure corporate partnerships are fully leveraged in Canada.
- Lead the strategic direction of the community engagement portfolio with a focus on stewarding and growing the highest-value partners and opportunities, and oversee the activities and strategy of CE channel activities including school-based fundraising programs.

Strategy & Administration (25%)

- Lead the development of strategy and oversight for the Community Engagement portfolio.
- Contribute to the development, implementation and maintenance of a national Corporate giving program which includes – proposal and prospect reporting, donor reporting, recognition and stewardship plans.
- Contribute to the development and execution of development strategy for organizational priority campaigns and domestic advocacy.
- Ensure department strategies are synergistic and identify cross functional opportunities with Major Donor, Loyalty and Acquisition, Marketing, Communications and International Programs as appropriate.
- Work strategically with UNICEF and explore existing partner opportunities and promote Canadian partnerships to other National Committees where appropriate.

People Management (10%)

- Recruit and develop an effective and motivated team to achieve common team goals.
- Conduct goal setting planning as well as quarterly and year end performance reviews for direct reports as established by organization processes.
- Encourage, coach and foster opportunities for development and personal growth.
- Support employee engagement strategies as required.

The ideal candidate will have:

- A post-secondary degree or diploma with a focus in fundraising, marketing, sales, or other applicable disciplines.
- Five (5) plus years relevant work experience in fundraising, marketing, or sales in the corporate or not-for-profit sector.
- The ability to work in a fast paced environment, prioritize and multi-task.
- Proven experience working with stakeholders at all levels, demonstrates strong customer service skills; sound judgement and risk management.
- The ability to think strategically and work independently in driving new initiatives or enhancing existing programs and comfortable in working with senior management internally and amongst external relationships.
- Creative thinking in their approach to cultivation and stewardship.
- The ability to build new and long-term relationships with prospects, donors and volunteers.
- Superior verbal and written communications skills, including public speaking.
- Excellent computer skills (Microsoft Office).
- Experience with Raiser's Edge or relational databases and donor database report tracking an asset, ensuring appropriate prospect/ donor documentation (an asset).

- A valid driver's license and access to vehicle (an asset).
- Bilingual English/French language skills (an asset).

For consideration, please submit your resume and cover letter to careers@unicef.ca by **May 31, 2017**. Please attach your cover letter (including salary expectations) and resume as one document and reference **“Development Manager (Corporate & Community)”** clearly in the subject heading.

UNICEF Canada sincerely thanks all applicants for their expressed interest in this opportunity, however, only those selected for an interview will be contacted.

Consistent with our Child Protection Policy, the successful candidate must receive clearance by a police background check, including the vulnerable sector screen.

UNICEF Canada is an inclusive workplace and is committed to championing accessibility, diversity and equal opportunity. Requests for accommodation can be made at any stage of the recruitment process providing the applicant has met the requirements for the position.



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