



A Career Opportunity

UNICEF is the world's farthest-reaching humanitarian organization for children. Across 190 countries and territories, and in the world's toughest places, we work day in and day out to help children survive. To defend their rights. To keep them protected, healthy and educated. To give them a fair chance to fulfil their potential. Our work for every child relies entirely on voluntary support, including donations from generous Canadians.

Development Manager (Business Development)

(Permanent; Full-time; based in Toronto)

This role works within the high-value Development team with a focus on driving new business strategy across a range of business sectors to meet the fiscal revenue goals in a manner consistent with UNICEF Canada's mission and vision.

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

The responsibilities of the position will include:

Business Development – Revenue Generation (60%)

- Initiate and secure long-term mutually beneficial corporate partnerships focusing on partnerships with a minimum value of \$50,000 annually.
- Secure meaningful meetings/calls with companies across a range of sectors.
- Develop compelling proposals and presentations for prospective new partners that align with their core business/CSR objectives, leading meetings with a range of corporate contacts.
- Effectively negotiate and lead the contract process for partnerships.
- Proactively approach corporate prospects, maximizing the support we receive from the business community in the event of humanitarian emergencies.
- 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.



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Business Development – Strategy (20%)

- Identify and develop major national and international new business opportunities.
- Research and attend appropriate networking events and conferences to generate New Business leads.
- Develop and lead engagement plans to reach senior decision makers at a range of prospects, utilizing senior volunteers where appropriate.
- Create fully integrated philanthropic and revenue driving opportunities to position UNICEF as a charity of choice.
- Support the development of the prospect pipeline and tracking moves management to meet forecasting activities annually and long-term planning.
- Collaborate with other fundraising and operational channels to execute strategies for revenue generation.
- Cultivate relationship with US and International UNICEF colleagues to ensure corporate partnerships are fully leveraged in Canada.

Management & Administration (20%)

- Proactively identify and develop opportunities which will input into the New Business and wider Corporate Strategy.
- Contribute to the development, implementation and maintenance of a national corporate giving program which includes – proposal and prospect reporting, donor reporting, activation and stewardship plans.
- Ensure department strategies are synergistic and identify cross functional opportunities with Major Donor, Annual and Monthly Giving, Marketing, Communications and International Programs as appropriate.
- Contribute to the development and implementation of the corporate annual operating plans and fundraising strategy.
- Maintain an up-to-date and deep knowledge of UNICEF's work, leadership and projects for discussion with donors and prospects.
- Ensure that the Raisers Edge database is kept updated with accurate information for weekly reporting.

The ideal candidate will have:

- A post-secondary degree or college diploma with a focus in fundraising, sales or other applicable discipline;
- A minimum of five (5) plus years relevant work experience in fundraising or sales in the corporate or not-for-profit sector;
- A proven track record of closing gifts at the \$25K + level;



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- A proven track record of developing a prospect pipeline and securing gifts through cold calls;
- The ability to work in a fast paced environment, prioritize and multi-task;
- Proven experience working with stakeholders at all levels, demonstrating strong customer service skills, sound judgement and risk management;
- The ability to be a natural relationship builder both internally and externally;
- 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;
- Creativity in their cultivation and stewardship approach;
- The ability to think strategically and be resourceful, cost-conscious and intuitively-driven;
- The ability to build new and long-term relationships with prospects, donors and volunteers;
- Excellent 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 to ensure appropriate prospect/donor documentation (an asset), and;
- English/French bilingualism (an asset).

Salary range: \$64,000 to \$75,000 per year.

For consideration, please submit your resume and cover letter to careers@unicef.ca by **January 10th, 2020**. Please attach your cover letter (including salary expectations) and resume as one document and reference **“Development Manager (Business Development)”** 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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