



IWK Foundation

Manager, Community & Corporate Giving

Who We Are

The IWK Foundation is a champion of excellence in women's and children's health and medicine and works in partnership with the IWK Health Centre to support their vision of providing quality care to women, children, youth and families in the Maritime Provinces and beyond. Our donors are passionately committed to making a difference for Maritime families, contributing more than \$13 million in support of the most urgent care priorities at the IWK last year.

What We Need

- We need a forward thinking individual who knows how to disrupt the status quo and partner with our Community & Corporate donors to raise revenue that will impact the health of women, children, youth and families in the Maritimes.
- We need an individual who is sales-focused and driven to succeed and who knows how to positively impact results
- We need a highly energetic and confident professional with a proven track record of building strong and diverse donor and client relationships
- We need someone who knows and understands their "Why"
- We need someone who wants a career journey, not just a job

Key Position Responsibilities

- Lead a broad fundraising portfolio, including building multi-faceted partnerships with corporations and community stakeholders
- Lead the annual Telethon fundraising strategy, including revenue, sponsorship and donor recognition
- Lead strategy and manage revenue targets for Children's Miracle Network (CMN) and Canada's Children's Health Foundations (CCHF) corporate partnerships
- Manage, coach and mentor a highly collaborative team that establishes and enhances integrated partnerships with its corporate and community partners
- Build a Corporate Social Responsibility Program for corporate partners through philanthropic, cause marketing, employee giving and sponsorship channels
- Focus on new fundraising programs and partnership development opportunities
- Responsible for developing, overseeing and reporting on annual revenue budget
- Develop long-term strategy to maximize opportunities to drive revenue growth
- Responsible for overseeing donor journey for all Community & Corporate Giving donors from prospecting and identification through to cultivation, solicitation, and stewardship
- Create sales pitches and proposals that demonstrate value to partners as well as the impact of their engagement on the
- Work with the Donor Engagement and Brand team to ensure timely recognition, stewardship and accountability to donors.
- Provide direction and insights into development of annual marketing program for Community and Corporate Giving where required

- Represent the IWK Foundation at key donor and community events and participate in public speaking engagements where required
- Work with IWK Health Care teams and patients and families to demonstrate the impact of donations on patient care at the IWK.
- Utilize Constituent Relationship Management tools (i.e. Raisers Edge) practices to track donor contact and moves
- Ability to travel and work evenings/weekends as required

What Do You Do Now?

If this position speaks to you and you are excited about the possibility of joining one of the most dynamic and entrepreneurial nonprofits in the business, we want to hear from you. Please provide your cover letter outlining your "WHY", along with your resume and salary expectations to jeff.hunter@iwk.nshealth.ca.

While all applications will be reviewed, only successful candidates will be contacted for an interview.

The IWK Foundation is committed to the principle of equal opportunity in its employment practices and to providing an environment free from harassment and discrimination for all employees.