

Relationship Manager, Major Gifts Full Time, Permanent

Who We Are

We are a not-for-profit organization that raises funds to support the urgent priority needs of the IWK Health Centre in Halifax, Nova Scotia. The IWK Foundation is building a movement that aims to have a far-reaching impact on the lives of children, women and their families in the Maritimes. We are powered by a legacy of best-in-class care, diversity and inclusion, and the personal connections our donors have to the IWK and the region it calls home.

For Children. For Women. For the Future.

About the Role

The IWK Foundation has an *immediate* opening for a skilled and independent individual to join our Philanthropy team based in Halifax, Nova Scotia.

We are seeking a highly energetic and confident professional with a proven track record of building strong and diverse relationships. Having a huge sense of curiosity, the hunger and drive to go beyond the status quo and applying a “can-do” attitude are all qualities needed to succeed in this role. The Relationship Manager, Major Gifts (MG) is responsible for a significant revenue target and will work collaboratively with the Foundation team to achieve their goals. You will be a key player on a team that makes a difference through our fearless commitment to innovation, change and creating real connection with each of our donors.

Skills, Knowledge and Experience

- Strong experience in relationship management with potential donor prospects (individuals, foundations, corporations) at the major gift level (\$50,000+), and a proven track record of delivering revenue targets
- A history of developing and implementing engagement plans for both new and existing donors
- A commitment to ethical standards of behaviour with a proven ability to exercise good judgment and discretion
- Excellent verbal/written communication and negotiation skills with experience in requesting and gaining philanthropic support

Role Responsibilities

- Help develop strategies to increase revenue in the MG portfolio
- Identify, qualify, cultivate and solicit donors including the development of proposals and the negotiation of private gifts
- Steward existing MG donors to ensure pledge fulfillment and renewal/increase in funding
- Work collaboratively with community leaders to identify prospective donors
- Participate in the planning and implementation of project-related donor events and activities, including creation of briefing materials, proposals, Letters of Inquiry (LOI) and accountability pieces
- Manage effective systems for tracking and cultivating donors and prospect donors through Raiser’s Edge

What We Offer

The IWK Foundation offers its successful candidate the opportunity to work with a reputable, collaborative team of passionate fundraisers in a dynamic, values-based work environment. This is a full-time, permanent position where we offer a competitive compensation package including salary, comprehensive group insurance, pension plan, paid vacation and sick time and flexible work arrangements that value a work-life balance working in office and remotely from home.

How to Apply

Please provide your cover letter stating WHY you wish to work at the IWK Foundation, 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.