

## **IWK FOUNDATION**

### **Relationship Manager, Community & Corporate Giving**

#### **Full-Time Permanent**

**Anticipated Start Date: ASAP**

#### **WE ARE...**

...the IWK Foundation, a powerhouse fundraiser for children and women's health in the Maritimes. We make a difference through our fearless commitment to innovation, change, and creating real connections with each of our donors. With the values of the Maritimes at our core, we are building a movement that aims to have a far-reaching impact on the lives of children, women and their families.

We believe in and live our values -

- ✓ We strive to be an environment of compassion and mutual respect through thoughtful and intentional practices to address diversity, inclusion and equity.
- ✓ We want every donor, every employee, and every family we impact to know that we cherish the role they have in our mission and we are always working to deepen our connection with them.
- ✓ We set the bar high for what we want to accomplish, to continually innovate, adapt and make a mark on a regional, national and global scale.
- ✓ We are committed to a year-round approach to fundraising that gives our donors a clear sense of where we're headed.
- ✓ We want our communications to prioritize giving donors a tangible, measureable sense of where their dollars are going.
- ✓ We believe in integrity, flexibility, work-life balance and the need to have fun.

#### **YOU ARE...**

...a changemaker and an extrovert with a big heart and lots of ideas. You naturally build relationships and connect easily with people. You genuinely care about the community and rely on your natural instincts to navigate any situation. You are not afraid to ask and invite others to join a movement. People turn to you to collaborate on strategy, think big on goals, and rally the troops.

#### **WHAT WE NEED...**

If our values speak to you and you either are or have the propensity to be a *fundraising superstar*, we have an amazing opportunity for you to consider. We have an immediate need for a **Relationship Manager, Community & Corporate Giving**.

Reporting to the Manager, Community & Corporate Giving, this position works in collaboration with the team to prospect, solicit, grow, and steward donors on behalf of the IWK Foundation. This team member acquires and supports partners in achieving their social impact strategy while helping to improve care at the IWK. We are looking for someone who thrives when collaborating on strategy, thinks big on goals, and isn't afraid to rally others around a movement utilizing an array of fundraising, sponsorship, and cause-marketing approaches.

#### **PRIMARY FUNCTIONS:**

- Work in collaboration with colleagues to solicit, grow, and steward donors on behalf of the IWK Foundation to foster strong and sustainable relationships
- Focus on strategy pertaining to identifying, qualifying, and cultivating new business opportunities
- Acquire and support partners in achieving their social impact strategy while helping to improve care at the IWK, utilizing an array of fundraising, sponsorship, and cause-marketing approaches

- Meet or exceed individual fiscal revenue target, while reaching key performance indicators based on activity (via the phone, email, and face to face visits)
- Navigate internal databases and programs to effectively track activity history (Raiser's Edge, NXT)
- Develop and collaborate on strategies internally to increase revenue to contribute to overall fundraising goals of the organization
- Prepare an annual work plan and develop account strategies for managing a full portfolio of donors and partners, including corporate accounts and some third party events as assigned
- Manage some Major Gift accounts where assigned based on donor relationship and history.
- Conduct presentations at various meetings and events as required and represent the IWK Foundation at key donor and community events
- Ability to travel and work evenings/weekends
- Assist with Telethon fundraising strategy (i.e. supporting volunteer committee and local donors)
- Participate in public speaking engagements where required
- Liaise with colleagues to plan and implement donor recognition
- Facilitate gift agreements
- Work in compliance with ethics, IWK Foundation policies, and the Donor Bill of Rights

#### **SO...**

- If you believe you have what it takes to be an innovative, impactful agent of change and want to make a difference in children and women's health in the Maritimes...
- If you want a flexible, satisfying and fulfilling career and not only a job to come to each day....
- If you are looking for somewhere you can be celebrated and appreciated for just being you and where you can tap into your own potential....
- If the values you live your own life by align with ours, then.....

#### **WE WANT TO HEAR FROM YOU!**

Please send us a cover letter outlining HOW your passion aligns with ours along with your resume to Jeff Hunter at [jeff.hunter@iwk.nshealth.ca](mailto:jeff.hunter@iwk.nshealth.ca).

*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.*