

Job Posting – Development Manager, Canada Programs – Canadian National Office

Closing Date: September 15, 2017
Organization: Right To Play Canada
Department/Division: Canadian National Office
Work Location: Toronto, Canada

BACKGROUND:

Right To Play is a global organization committed to improving the lives of children and youth affected by conflict, disease and poverty. Established in 2000, Right To Play has pioneered a unique play-based approach to learning and development which focuses on quality education, life skills, health, gender equality, child protection and building peaceful communities. With programming in over 20 countries, Right To Play transforms the lives of more than one million children each week using play and sports, both inside and outside of the classroom. In addition to our work with children, Right To Play advocates with parents, local communities, and governments to advance the fundamental rights of all children.

Right To Play is headquartered in Toronto, Canada and has operations in North America, Europe, the Middle East, Africa and Asia.

Visit us at <http://www.righttoplay.com>

JOB SUMMARY:

Right To Play's Canadian National Office (CNO) is a busy hub, generating funding of \$8M annually for RTP's global and domestic programs. In Canada, our vision is to become a leading national charity, collaborating with partners and communities to catalyze long-term, sustainable change for underserved children and youth.

Right To Play is unique within the Canadian Development landscape because along with our international work, we offer extensive high quality programs, serving some of the most vulnerable children and youth within our own country. Right To Play launched Canada Programs in 2010, and today, Right To Play offers programming across four provinces, and within urban and remote communities:

1. The **Promoting Life-skills in Aboriginal Youth (PLAY)** program works in partnership with more than 85 Indigenous communities across Canada, impacting over 5,000 children and youth;
2. The **Youth To Youth (Y2Y)** program is offered in 50 partner schools and community centres in Toronto, engaging over 3,000 at-risk and underserved youth annually. To support this bold vision, Right To Play is currently developing an ambitious multi-year fundraising strategy to grow both the PLAY and Y2Y programs nationally.

The Development Manager, Canada Programs will join the CNO fundraising team at a critical moment and will play a key role in driving this national strategy.

Reporting to the Deputy National Director, the principal accountabilities of this role include:

- Leading the development and providing day-to-day management for an ambitious multi-year national funding strategy and pipeline in support of Canada Programs;
- Carrying a personal portfolio of (largely) corporate and foundation prospects and donors with an annual target contribution level of \$2M;
- Ensuring effective processes of donor stewardship, reporting and grant administration;
- Motivating and inspiring direct reports, team members and colleagues.

MINIMUM QUALIFICATIONS (must have):

EDUCATION/TRAINING/CERTIFICATION:

- University degree or equivalent work experience in any of the following areas; Fundraising, Indigenous learning, Health Sciences, Outdoor Recreation and Education, Education, Community Development and/or Political Science

EXPERIENCE:

- 5 to 7 years in a non-profit fundraising role with an established track record of securing gifts at the \$100,000 plus level and exceeding fundraising targets
- Experience with funding opportunities in the development context, specifically in aligning new opportunities with approved internal program budgets and needs
- Experience in managing corporate and/or corporate foundation relationships
- Experience in contract development, negotiations and implementation
- Experience in coordinating colleagues to support overall fundraising and program growth from a variety of sources
- Experience in inspiring and motivating staff to achieve goals

TECHNICAL SKILLS/KNOWLEDGE:

- Knowledge of Canada's Indigenous communities
- Solid understanding of fundraising software such as MS CRM or Raiser's Edge
- High level of proficiency with MS Office Suite

COMPETENCIES/PERSONAL ATTRIBUTES:

- Excellent communication and presentation skills; excellent writing skills
- Ability to build collaborative relationships at all levels
- Strong interpersonal skills and a team player
- Highly motivated and able to adapt quickly in a fast-paced entrepreneurial environment

- Excellent time management skills and ability to manage multiple responsibilities and meet a range of deadlines on time
 - Strong organizational skills with strong attention to detail
 - Demonstrated business acumen and strategic thinking
 - Creativity in developing partnership strategies
 - High emotional intelligence and is an altruistic, positive and solution focused individual
 - Sense of humour, determination and persistence
 - Flexible and able to travel to key fundraising markets, as required
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LANGUAGES:

- Fluency in oral and written English
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DESIRED QUALIFICATIONS (an asset):

- CFRE Certification
 - Project management experience
 - Experience fundraising for children and youth programs
 - Fluency in French
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Compensation: We offer a competitive salary and benefits package

Employment Start Date: As soon as possible

Contract Duration: Indefinite

HOW TO APPLY:

If you are interested in applying for this position, please send your resume and cover letter to: akemp@bdrconsultants.com and kindly include "Development Manager, Canada Programs" and your name in the subject line.

While we thank all applicants for their interest, only those selected for interviews will be contacted.

Right To Play is a child-centered organization. Our recruitment and selection procedures reflect our commitment to the safety and protection of children in our programs. **The successful candidate will be required to provide a satisfactory police record check as a condition of employment.**

All applicants are notified that, where needed, accommodation for disabilities will be provided on request. This includes accommodation for attending interviews and assessment tests. Please note that Right To Play does not assist with relocation.

To learn more about who we are and what we do, please visit our website at www.righttoplay.com.

