

Manager, Philanthropy - Corporate Partnerships Job Posting

We are seeking a **Manager, Corporate Partnerships** to join the Philanthropy Department. Reporting to the Senior Director, Philanthropy - Corporate Partnerships, the Manager will play a key role in driving impactful change for the Canadian Women's Foundation by generating revenue for the Foundation through existing and new corporate partnerships.

The Manager is responsible for exceptional donor identification, cultivation, and stewardship. The Manager will develop and implement engagement activities that drive new partnerships and collaborative initiatives. This role will also monitor and evaluate partnerships to maintain and grow annual corporate donations, with a focus on achieving revenue goals.

The Canadian Women's Foundation is Canada's public foundation for gender justice and equality. We advance this by growing support for grassroots feminist action, partnering with communities and organizations to improve conditions, and building diverse leadership and knowledge for sustainable change.

Since 1991, thanks to our generous supporters and donors, the Foundation has raised more than \$260 million to fund over 3,300 life transforming programs across the country. As a leading voice for women, girls, and gender-diverse people in Canada, the Canadian Women's Foundation is committed to getting gender equality issues front and centre in the hearts and minds of people in Canada. For more information about the Foundation, visit our [website](#). To learn more about what we offer to employees and why you should apply, visit [Work With Us](#).

We strongly encourage applications from women, Two Spirit, trans, and nonbinary people who identify as Black and/or racialized, First Nations, Métis, and Inuit, living with disabilities, and/or members of 2SLGBTQIA+ communities.

Key Duties and Responsibilities

Corporate Partnership Management and Stewardship

- Manage and steward portfolio of corporate partnerships, ensuring high levels of engagement and continued support
- Track and report transparently on activities along with monitoring and evaluating current partnerships
- Identify, cultivate, and solicit new corporate gifts and deepen current corporate partnerships

New Corporate Partnership Development

- Enhance and build new partnerships through engagement activities including events and leveraged speaking opportunities
- Develop creative approaches to secure corporate gifts and identify mutually beneficial opportunities for collaboration

Team Collaboration

- Participate as an active team member and collaborate across departments to grow the Foundation's fundraising success; contribute to planning, evaluation, and best practice development
- Ensure alignment of corporate giving and actionable activities to maximize partnerships for the Foundation and each company, ultimately enabling the Foundation to achieve its mandate and strategic goals

Qualifications and Experience

- University degree or certificate program related to relevant discipline, or equivalent experience
- 3 + years' experience in corporate fundraising
- Demonstrated excellence in corporate gift and solicitation activity
- Demonstrated experience with cause-related marketing partnerships

Skills

- Demonstrated track record in corporate gift, solicitation activity, and cause-related marketing partnerships
- Exceptional communication skills (both written and verbal)
- Ability to build and maintain relationships with donors, prospects, and co-workers
- Solution-oriented with a positive outlook

- Proficiency in Raisers Edge/NXT, Microsoft Word, Excel, Outlook, and PowerPoint required
- Accuracy and attention to detail
- Excellent organizational skills with the ability to prioritize a diverse workload
- Experience with a national organization and/or women’s issues is an asset
- Commitment to women’s equality and feminist philanthropy
- Fluency in English required and working knowledge of French is considered an asset

Expectations and Conditions

The chosen candidate will be able to start work as soon as possible and would complete a three-month probation period.

Compensation

The hiring range for this position is **\$60,000 to \$72,500**. Our benefits package includes a comprehensive benefits plan, a generous vacation allotment, RRSP contributions as well as professional development opportunities. This is a **full-time** position.

Job Location

Depending on the location of the successful candidate, this position could be remote, hybrid, or in-office. Our head office is in Toronto, Ontario, but we are seeking candidates from anywhere in Canada. Some travel within Canada may be required.

Apply Today by Submitting:

- A one-page cover letter outlining why you want to be part of the Canadian Women’s Foundation and briefly summarizing your key skills and relevant experience.
- A resume that provides an overview of your work, education, and volunteer experience.

The deadline for submission is **8:00 PM EST on December 31, 2024**. Please email the document to humanresources@canadianwomen.org and indicate “**Manager, Philanthropy - Corporate Partnerships**” and quote reference number “**PH-004**” in the subject line.

Canadian Women’s Foundation Commitment to Equity

The Canadian Women’s Foundation is strongly committed to equity in employment and seeks to attract, select, and hire a diverse team with a high level of

professional skills, passion for, and belief in our vision and mission. We aim to be inclusive of diverse people across gender and sexuality spectrums. This includes people who identify as women, girls, trans, Two Spirit, genderqueer, nonbinary, and 2SLGBTQIA+. If comfortable, we encourage candidates to share information about their identities, lived experiences, and the communities they are part of in their cover letter.

The Canadian Women's Foundation adheres to Canadian Human Rights legislation and will provide accommodation to candidates during any part of the interview or hiring process, if requested.

We thank all applicants for their interest. However, only those selected for a first interview will be contacted. We anticipate two rounds of interviews before the successful candidate is selected.