

About Food Banks Canada

Food Banks Canada (FBC) supports a unique network of over 4,700 food-related organizations in every province and territory that provides support to Canadians who visit food banks over 1.1 million times each month. Together, the network annually shares over 200 million pounds of essential safe, quality food; provides social programs that help to foster self-sufficiency and advocates for policy changes that will help create a Canada where no one goes hungry.

About the Role

The Director of Philanthropy drives growth with our individual giving and foundations programs. The Director of Philanthropy leads a team focused on the growth and retention strategies for individual donors, small businesses and a pool of foundations. The role focuses on fundraising goals as well as the quality of FBC programs to thoughtfully mesh donor opportunities with the priorities of our organization and the food banking network. This role ensures a positive image of Food Banks Canada with its membership, stakeholders, and the public.

Note: This position is available on a 1-year contract with the possibility of an extension.

What You Will Be Doing

- Establish department goals and targets in partnership with the Chief Development and Partnership Officer
- Prepare annual budget and closely monitor revenue and expense targets for portfolio
- Provide leadership to three direct reports through coaching and mentorship
- Working with an outside agency, lead the strategy of the integrated individual annual giving campaign and associated activations using direct mail, e-philanthropy, digital marketing, and telemarketing and other tactics as identified to support donor retention and growth
- Coordinate efforts to expand, renew and upgrade the individual donor base at all giving levels and implement practices to increase gift size and maximize retention
- Oversee the solicitation, cultivation, and stewardship activities of foundations and small business
- Support Philanthropy Officer in building a portfolio of national foundations and ensuring that all grants' objectives and requirements are met
- Lead the development of communications and other engagement strategies for the cultivation, solicitation, stewardship of individual, foundation and small business donors
- Effectively collaborate with Director of Corporate Partnerships and staff to ensure maximum revenue and implementation of fundraising best practices across entire Development portfolio
- Develop, implement, and manage processes and activities, adhering to best practices
- Manage vendor relationships
- In conjunction with the Database and Fundraising Systems Manager, support the functionality of the database, using best practices to guide business rules and processes
- Ensure a motivated and effective philanthropy team. Contribute to a positive organization culture, which fosters opportunity and learning for staff
- Work within the networked context to raise funds and food and communicate about programs with a high level of commitment and an exceptional level of service to both provincial associations as well as affiliate food banks
- Other duties as required

What You Will Need

- Completion of an undergraduate degree or equivalent
- Minimum 8 years of progressive fundraising experience with a proven track record of achievement and success in annual giving

- Demonstrated management/supervisory experience in a fundraising environment including the recruitment, management, and coaching of staff
- Strong background working with individual donors and major gifts
- High proficiency with Mission CRM or equivalent donor relationship database
- A CFRE (Certified Fund Raising Executive) designation is considered an asset

Working Conditions

- Full-time, temporary, Monday-Friday, with occasional evening and weekend work. This position is remote and may be based anywhere in Canada. Occasional travel within Canada may be required.

Application Information:

If this opportunity to work with an exciting, growing, national non-profit appeals to you, please apply with your resume and cover letter [HERE](#).

This posting will remain open until **4 pm EST on Sept 5th, 2023**.

If you have questions about the role or/and cannot submit your resume through the above link, please email, call or send your resume to Alleta Newnham, Recruitment Coordinator at:

Alleta@engagedhr.com

Phone: 844.332.0918

Note: Please do not use the above contact information to apply for the position. Please follow the link included under “Application Information”.

We look forward to hearing from you and connecting with you!

Food Banks Canada is an equal opportunity employer that is committed to an inclusive, barrier-free recruitment and selection processes.

Diversity forms the foundation for excellence and Food Banks Canada seeks team members who will work respectfully and constructively with differences. We encourage applications from members of groups that have been historically underrepresented on any grounds listed under the Human Rights Code, including sex, sexual orientation, gender identity or expression, racialization, disability, political belief, religion, marital or family status, age and/or self-identify as Indigenous (status, non-status, Metis, and Inuit).

If contacted for an employment opportunity, please advise if you require accommodation.

We thank all those who apply but only those applicants who are selected for an interview will be contacted.