

Director of Philanthropic Partnerships

Office location is 10 Carnforth Road, Toronto. This individual will be working remotely but should be able to come to the office as needed.

Are you interested in joining our team in this exciting and re-energized adventure providing people with access to God's Word? The Canadian Bible Society (CBS) is looking for a dedicated Director of Philanthropic Partnerships.

The Director of Philanthropic Partnerships will lead and direct the strategic planning, management and fundraising initiatives for Major Gifts, Principal Gifts, Partnership Gifts, Foundation Grants, and Church Support Partners. He/she will manage and grow a team, oversee prospecting, solicitation, cultivation, stewardship and moves management and will set goals, oversee all activities and evaluate results and metrics to ensure departmental goals are achieved, sustained revenue growth occurs, revenue to expense ratios are increasing and cross organizational integration is developed and sustained to meet and exceed fund-raising goals and objectives. He/she will work with the Vice President of Development, Marketing and Communications (DMC) to structure a major campaign to be launched in partnership with the United Bible Society and the American Bible Society.

The Director of Philanthropy will provide leadership, day-to-day management, organization, inspiration and vision to these areas. In addition, the Director will work collaboratively as a member of the DMC leadership team working closely with the Development, Communications, and Digital Marketing teams. Reporting to the VP DMC, and working closely with the President's office and Senior Leadership Team (SLT), this individual requires a "roll up your sleeves" attitude with a focus on prospecting and providing strong fundraising and team management.

Key Responsibilities:

Fundraising/ People Leadership

- Manage and grow the program while leading, mentoring and growing a Philanthropy team to meet or exceed the annual goals, increasing revenue targets and revenue to expense ratios year over year;
- Manage a small but select portfolio of donors and prospects; work both independently, as well as collaboratively, with other team members toward the team's annual goals and experience upgrading donors at all levels;
- Support and work with the VP DMC and President on cultivation and solicitation visits; and work in partnership on developing and implementing a comprehensive philanthropy strategy.



- Develop a comprehensive church engagement plan to cultivate relationships with Churches interested in supporting the work of CBS and
- Develop an account management system, to grow the list of supporting churches working in collaboration with the Regional teams program plan and grow a team of account advisors;
- Work with Regional teams to attract prospective donors (both church and individuals) and engage them with CBS work through cultivation events;
- Lead the moves management system to track and advance current assigned donors and emerging prospects in the development database (RE) with a focus on key performance indicators and full team use and compliance;
- Develop a prospect strategy to identify, evaluate and cultivate individuals capable of contributing to the different tiers of CBS's Philanthropy giving with special emphasis on \$10,000 plus donors;
- Liaise and partner with the Development lead to create a donor journey establishing a pipeline of middle, major and principal giving level donors;
- Manage, in partnership with Marketing Communications, the preparation of meaningful and effective customized collateral and messaging for individual major donors and prospects in partnership with focus on advancing Program Case for Supports as well as generating quality and timely appeals, grants, proposals and reports;
- Create development goals, using a supportive and collaborative approach for the team. Establish and monitor performance accountability, set objectives, establish priorities, and conduct annual performance appraisals;
- Work with VP DMC in recruitment, selection, training, onboarding, and development of new staff.

Strategic Leadership

- Working with VP DMC develop strategic plan and oversight to the Major Gift, Principal Gifts, Partnership Gifts, Foundation Grants and Church Supporting Partners providing prospect development strategies and working closely and in alignment with the VP DMC/President's vision, direction and organizational strategy;
- Work closely with the Programs team to help ensure impact-based and fundable programs that can be sustained and scaled through co-developed and shared fundraising initiatives and campaigns;
- Work with DMC teams to create and deliver multi-level revenue base high quality events including cultivation calls, president circle calls and/or events;
- Work in partnership with others on developing and executing donor trips;
- Develop strong integrated strategy with programs team to ensure alignment;



- Participate as a member of the DMC leadership team; responsible for creating and implementing an overall strategic plan for a comprehensive and integrated fundraising approach working across multiple channels;
- Give strategic direction & oversight to the planning, cultivation, solicitation, and stewardship of high-profile relationships;
- Give strategic direction and oversight to the planning, cultivation solicitation and stewardship of church supporting partners.

Management/Financial Administration

- Work directly with the VP DMC and the Director of Development in tracking revenue and planning departmental budgets; ensure best practice use of analytics, data, and metrics to track progress and success of fundraising strategies and tactics;
- Help establish key leading and lagging performance measures, monitor results, and provide reporting and analysis to assess effectiveness of the organization's fundraising.

Requirements:

- A minimum of 7-10 years of professional fundraising/development experience, with a clear record of achievement in a complex, mission-driven organization; experience in individual major donor initiatives and church relations, 5+ years in a management capacity;
- Ideal candidate will have broad experience working for a national level organization with a global perspective; for-profit experience combined with nonprofit experience highly desired;
- Flexible, adaptive, and innovative management style; a leader who can positively impact both strategic and tactical fundraising initiatives;
- Exceptional management skills with a history of success building a high performing team that delivers an integrative, balanced fundraising program;
- Experience with prospecting and finding creative ways to reach new donors;
- Ability to construct, articulate, and implement annual strategic major gifts plan and major donors moves management system;
- Passion and energy for the Canadian Bible Society mission;
- A proven track record of staff development; mentoring and coaching team in achievement of organizational, departmental and individual goals;
- High level of comfort communicating information to a wide range of audiences, from Major Donors to the press and general public;
- Proven ability to develop a personal rapport with high-net-worth individuals and sources of influence;



- Demonstrated success in fundraising, specifically with Major Donors and Special Events; ability to identify strategic opportunities, solicit and cultivate relationships and a proven history of closing larger gifts;
- Must possess superior interpersonal skills with a demonstrated ability to work effectively with various internal and external constituencies, successfully navigating and cultivating relationships;
- Exceptional communications skills, both oral and written;
- Must be able to travel nationally and internationally;
- Must live in Ontario and be accessible to the Toronto office for meetings as needed.

What does the Canadian Bible Society Do?

We are an interdenominational organization partnering with individuals, churches, and religious organizations who similarly believe that God's Word changes hearts and lives. Whether in support of Canada's latest incoming refugees or those affected by human trafficking in partnering countries, we continue to proudly contribute to the spiritual development of the people we reach, both in Canada and overseas. As we celebrate 110 years of ministry in Canada and abroad, the Canadian Bible Society (CBS), is uniquely poised to fulfill its mission to translate, publish, distribute, and encourage engagement with the Christian Scriptures.

To Apply:

Please forward your CV along with a cover letter detailing your interest in this position and the Canadian Bible Society, to humanresources@biblesociety.ca by June 16th 2022.

Qualified candidates must be able to demonstrate a commitment to the core values and mission of the CBS. All offers of employment will be conditional upon the successful completion of reference checks, credit check and Police background check.