

INTERNAL/EXTERNAL

Job Title:	Senior Manager, Corporate Partnerships
Type:	Full-Time, Permanent, Non-Bargaining Unit
Rate:	\$67,528.50 – \$77,571.00
Hours:	37.5 hours per week
Supervisor:	Director of Development
Posting Date:	November 9, 2021
Application Deadline:	November 26, 2021
Primary Location:	800 Bay Street

Fred Victor is a not-for-profit, multi-service community-based organization that has assisted people living on low incomes in Toronto for over 125 years. We work in partnership with women and men from diverse backgrounds who face poverty, homelessness, mental health issues, addictions, and/or social isolation to address their needs and hopes and advocate for a more equitable society. Please see our website at www.fredvictor.org.

Fred Victor works with a highly diverse population of people and upholds the values of respect, choice and inclusion.

Summary of the Job

The COVID-19 pandemic has had a devastating impact on people experiencing homelessness and living on the margins. Our question, “How can you stay home if you haven’t got one?” generated renewed interest in supporting Fred Victor’s mission to End Homelessness. Over the past year, our family of donors stepped up and helped, with great generosity, and new supporters stepped forward. Fred Victor is experiencing an exciting period of growth, with a new Strategic Plan in place, and a heightened awareness in the donor community of Toronto’s and Canada’s homelessness and poverty crisis. We are seeking a dynamic and experienced professional to help Fred Victor capitalize on this time of growth and opportunity, and build capacity in our major gifts team during a period of increasing need.

Reporting to the Director of Development, the Senior Manager, Corporate Partnerships is an exciting new opportunity to develop a robust Corporate Partnerships program, and help Fred Victor achieve our goal to End Homelessness. The Senior Manager, Corporate Partnerships will be focused on building meaningful, strategic relationships with existing and new corporate partners, with multiple channels available including program giving, sponsorship, cause marketing, and employee engagement opportunities, with opportunity to grow engagement opportunities.

The Senior Manager, Corporate Partnerships will be an integral member of Fred Victor’s Philanthropy and Communications team. They will support our talented Major Gifts team by expanding the existing corporate portfolio during a time of growth and opportunity. As well as stewarding and cultivating existing corporate donors and sponsors, they will find new partners through research, collaboration, cultivation and strong and compelling communication.

The ideal candidate will be a specialist in relationship building and communicating Fred Victor’s Mission, Strategic Plan, and Case for Support in an articulate and compelling manner. They will have experience and

demonstrated success in securing leadership and multi-year partnerships. They are professional, goal-oriented, resourceful, articulate, and entrepreneurial in spirit. They are comfortable in face-to-face meetings, in inspiring volunteers, and soliciting gifts. They will be excited to work with corporate partners to help them fulfill their goals, whether it be to promote their brand, support their employees' happiness, or help them demonstrate they are a caring organization committed to the community.

This critical major gift fundraising position will be expected to and be capable of working closely with senior leadership of Fred Victor and key external partners, including VPs and Directors, Volunteer Committee and Board Members, and senior corporate leaders. They will be responsible for designing and implementing the strategy for this growing program, as well as managing the day-to-day relationships in this portfolio.

Responsibilities:

Primary Responsibilities:

- Work with the Director of Development to build a multiple-year strategy to grow the Corporate Partnerships program
- Manage an existing portfolio of corporate supporters, and build a robust pipeline of prospects
- Identify, cultivate, solicit and steward corporate supporters to meet annual revenue goals and long term goals
- To meet the growing needs of the organization, create opportunities for corporate partners to make significant leadership and multi-year contributions, with a range of \$25,000 - \$1m
- Collaborate with Senior Manager Community Engagement to support event sponsorship and corporate volunteering and expand the opportunity for corporate partners to engage with Fred Victor
- Conduct face-to-face meetings and tours with existing and potential corporate partners, including making direct gift solicitations
- Have a thorough understanding of Fred Victor programs and use this to create exciting and compelling opportunities for corporate partners
- Be able to articulate Fred Victor's Mission, Strategic Plan and Case for Support to corporate supporters
- Prepare and deliver customized presentations to various stakeholders, including senior corporate leaders, CSR teams, and funding committees
- Prepare and write compelling proposals, reports and various communication
- Create and implement an annual and multi-year plan with concrete and measurable goals, annual communications calendar and metrics
- Develop and implement relationship management strategies and timelines, including establishing goals to move donors up the giving cycle and solicit multi-year pledges
- Collaborate with fundraising and program managers to gather relevant program data and statistics to communicate impact to corporate partners
- Provide behind-the-scenes management of materials for the V.P. Philanthropy and Communications, Director of Development, Fundraising Committee Members, and Board Members (e.g. proposals, strategy, follow-up)
- Maintain Raisers Edge NXT database records, tracking contacts, communications, and moves management information

Communication, Stewardship and Events:

- Collaborate with the Communications team to establish a regular and engaging cycle of compelling communication, cultivation and stewardship that ensures corporate partners receive timely, personalized communication and acknowledgment
- Collaborate with Events and Volunteer Team to help plan and execute event communications, volunteer opportunities, and follow up for corporate partners
- Participate in the bi-weekly team meetings and monthly Fundraising Committee meetings
- Participate in monthly Fred Victor managers' meetings
- Attend all Fred Victor signature fundraising, stewardship and cultivation events
- Support events as needed

Who are we looking for:

- An established professional with experience and proven success soliciting and securing leadership gifts and strategic partnerships, with excellent relationship-building skills
- An authentic passion for Fred Victor's mission and an ability to inspire donors
- A dynamic communicator, with excellent written and verbal communication skills
- Ability to work collaboratively and independently, and take initiative
- Excellent research skills and knowledge of fundraising information resources
- Detail, deadline and outcome oriented
- Strong people skills, enjoys a collaborative environment

Qualifications:

Education/Training/Certification:

- Degree from a relevant university program

Experience:

- 5+ years of progressive experience as a fundraising professional, with demonstrated success in relationship management, soliciting major organizational gifts, and donor cultivation in a non-profit setting
- 5+ years of similar experience and proven success in building strategic partnerships and relationship management in the private sector, including working with Corporate CSR teams
- Experience with stewarding, soliciting and closing gifts \$25,000 - \$1m
- Experience of working with Raisers Edge or other CRMs, and Microsoft Office applications

Application:

Please submit a letter and resume detailing how you meet the job requirements by **November 26, 2021 at 5pm** to:

Judy White
Director of Development
jwhite@fredvictor.org

Applicants, please quote "Senior Manager, Corporate Partnerships" in the subject line

NO PHONE CALLS OR FAXES.

Proof of Covid-19 Vaccinations and a Police Record Check are required by the final candidate(s) prior to hiring.

All Internal and External job applicants must declare their vaccination status in their job applications—whether they have been fully or partially vaccinated. All candidates offered a position with Fred Victor Centre must be fully vaccinated and provide proof of their vaccination as a condition of employment. Fred Victor Centre will comply with its Human Rights obligations and accommodate employees who are legally entitled to accommodation.

We strive to foster a workplace that reflects the diversity of the community we serve and welcome applications from all qualified candidates; however, only those selected for an interview will be contacted.

Fred Victor is also committed to developing an inclusive, barrier-free selection process and work environment. If contacted, please advise the hiring manager if you require any accommodation measures to ensure you will be interviewed in a fair and equitable manner. Information received relating to accommodation requests will be treated with confidentiality.