



JOIN OUR TEAM. CHANGE YOUR CAREER. CHANGE THE WORLD.

SENIOR MANAGER, PHILANTHROPY (15-MONTH CONTRACT)

Organization: Plan International Canada
Reports to: Director of Philanthropy
Location: Toronto (Mount Pleasant & Eglinton)

About You

Are you passionate about equal rights for all children and equality for girls? Can you see yourself being an integral member of a team that works towards transforming lives in developing countries? Are you confident that you can be part of a high performing team focused on major giving philanthropy?

Are you passionate about helping donors realize their philanthropy vision? Are you an experienced philanthropy professional who has a blend of major gifts and high-growth campaign knowledge? Have you had success with visits with philanthropists? Are you a trusted philanthropy professional with a collaborative working style and an ability to engage with diverse internal stakeholders adding value to organizational excellence and encouraging creative problem solving?

Why a career with Plan?

A career with Plan International Canada offers individuals a meaningful experience that drives professional development and a rewarding opportunity to use their skills and talents to help make a difference in promoting child rights to end child poverty. Are you ready for an opportunity to join one of the largest International NGOs in the world, creator of the award winning "Because I am a Girl" global movement, working to end gender inequality and promote girls' rights? Are you excited about playing an important role in determining the future of millions of children and families globally?

Employees at Plan International Canada's National Office strive to make a difference in the lives of children and their families through sustainable, child-focused community development.

Joining our dynamic team of experts and specialists can change your life too! Our unique culture fosters a supportive, flexible workplace where employees are encouraged to bring their whole selves to work. As a member of a diverse, dynamic, high-performing team, each Plan employee is driven to learn, valued for their contribution and approaches each day excited to make an impact.

We are proud of our award winning corporate culture validated by our *Canadian Nonprofit Employer of Choice* award for 2015 and 2016 and *Canada's 10 Most Admired Corporate Cultures* since 2012.

Join our high performing team and change your career...change the world! As a fundraising professional on the philanthropy team, the Senior Manager of Philanthropy is a leader within a high-growth \$100 million philanthropy campaign that will impact 20 million children, especially girls. This individual will manage and execute a highly customized major gifts solicitation strategy with a portfolio of roughly 75 major philanthropists and high net worth prospects for the campaign. As an integral member of the Philanthropy Team, the Senior Manager of Philanthropy will have an opportunity to influence and drive revenue growth as part of our overall organizational strategy: *20 Million Reasons*.

We are looking for a candidate who will foster a high-growth approach to philanthropy for the campaign; someone comfortable leading complex solicitations, often engaging senior leaders and volunteers at different stages of the giving cycle. A significant portion of time will be dedicated to donor visits and creating engagement opportunities with our high-capacity loyal supporters and high-net-worth prospects. The successful candidate will have experience in major gifts philanthropy, ideally in the context of a major philanthropy campaign.

The Organization

Founded in 1937, Plan International is one of the world's oldest and largest international development agencies, working in partnership with millions of people around the world to end global poverty. Not for profit, independent and inclusive of all faiths and cultures, Plan International strives for a just world that advances children's rights and equality for girls. Because I am a Girl is Plan International's global movement to transform power relations so that girls everywhere can learn, lead, decide and thrive.

Plan Canada's Toronto and Ottawa-based offices undertake fundraising, donor engagement and public outreach initiatives that support programs that are implemented in more than 50 developing countries across Africa, Asia and the Americas. Plan has a dedicated staff of over 200 employees whose role is to support quality programming in the areas of health, education, water and sanitation, economic security, gender equity, child protection and participation, and humanitarian assistance.

Further information can be found at: plancanada.ca

What does success look like?

- Secure and lead visits and meetings with a portfolio of 75 major gift donors with a focus on solicitation for a high growth campaign
- Solicit major donors and campaign pledges, especially at the \$500,000 to \$1 million level
- Work closely with the Director of Major Gifts and other senior leaders in the cultivation and solicitation of transformative donors and prospects
- Manage, coach and support a Manager of Major Gifts towards achieving a revenue target and conducting 2 donor visits per week
- Majority of the time spent out of office in donor meetings with frequent national travel, and potential for global travel opportunities
- Valid driver's license with access to a car is ideal

As our ideal candidate you will have:

- Experience soliciting and closing gifts in the range of \$100,000+
- An aptitude for complex major gifts and a proven track record of partnering with major donors as a philanthropy professional
- Business acumen and the ability to influence others by fostering strong business relationships
- A flexible and adaptable work style; open to collaboration with strong personalities and professionals; thrive in a fast-paced evolving work culture
- A passion for mission driven work and personal values aligned with those of Plan International Canada's corporate values
- Experience working with a fundraising Board considered an asset

How to apply

To express interest in this exciting opportunity to join a dynamic organization and a high performing team please forward your CV and covering letter, outlining your skills, experience and salary expectations to gethired@plancanada.ca by **April 13, 2018**. Please reference **Senior Manager, Philanthropy** in the subject line.

Plan International Canada is an inclusive workplace, and is committed to championing accessibility, diversity and equal opportunity. Requests for accommodation can be made at any stage of the recruitment process providing the applicant has met the bona-fide requirements for the open position. Applicants need to make their requirements known when contacted.

Consistent with our Child Protection Policy the successful candidate must receive clearance by a police background check, including the vulnerable sector screen.

Applicants must be eligible to work in Canada for the duration of the work term. Proof of eligibility will be required.

Plan International Canada sincerely thanks all applicants for their expressed interest in this opportunity however only those selected for an interview will be contacted. No phone calls please.

Thank you for your interest in a career at Plan!