

**DIRECTOR
PHILANTHROPIC DEVELOPMENT AND FUNDRAISING**

The Concours musical international de Montréal (CMIM) is seeking an experienced person to ensure the long-term financing of the CMIM.

The CMIM is a prestigious competition in which the international elite of the new generation of classical musicians compete. Every year, singers, violinists, and pianists measure their talents against those of other young musicians from around the world. The organization enjoys a major international reputation and is strongly supported by a community of loyal and committed local donors.

The CMIM relies upon the CMIM Foundation, whose mission is to accelerate the CMIM's development, by soliciting, administering and redistributing funds raised according to the CMIM's needs. The Foundation is at the service of the CMIM, which is its sole beneficiary, and works in close collaboration with the CMIM's Board of Directors and management team.

MANDATE

The Director of Philanthropic Development and Fundraising is responsible for business development and for managing the day-to-day activities of the CMIM's philanthropic development and fundraising activities. Reporting to the Executive Director, he or she works in close collaboration with the directors of the CMIM and its Foundation, as well as with the CMIM team, supported by volunteers in the business community and other external resources. He or she initiates, develops, implements and consolidates fundraising and communications strategies aimed at maximizing donations from individuals, companies, and private foundations, as well as contributing to the organization's outreach. He or she ensures that annual and multi-year fundraising objectives are met, in accordance with the funding needs identified by CIMM management. He or she maintains and develops relationships with major donors, government bodies, partners, and various external publics, and contributes to the dissemination of the organization's achievements.

GENERAL RESPONSIBILITIES

The incumbent assumes the following responsibilities:

- Proposes, develops, and implements fundraising strategies
- Participates in the identification of potential partners and donors for CMIM and Foundation activities, and coordinates and carries out solicitation meetings with them
- Supervises and manages fundraising campaigns and activities
- Develops a recognition plan for donors and partners, and ensures the plan's application

- Maintains and consolidates good relations within the CMIM community of partners, sponsors, and donors
- Manages resources related to philanthropic development, including communications, data management, and implementing a community network

SKILLS AND PROFILE SOUGHT

- University degree
- At least 5 years' relevant experience in management, philanthropy, or business development
- Knowledge of the non-profit milieu
- Knowledge of the various platforms used in communications, social media and web marketing
- Excellent command of Excel spreadsheets, donation management, and CRM software
- Fluency in French and English, both written and spoken
- Creativity and autonomy
- Strong organizational and planning skills
- Effective in a team environment

CONDITIONS

- Permanent full-time position
- Start date: August 2024
- Group insurance and pension plan
- Varied, event-driven schedule, based upon the organization's annual calendar of activities
- Hybrid work schedule, shared between the CMIM office, off-site telecommuting and in the field

APPLICATION

To apply, please send your CV and cover letter to the attention of: Chantal Poulin, Executive Director.
cpoulin@concoursmontreal.ca.