



Director, Leadership Giving

Eastern Canada Region

Are you an experienced major gifts fundraiser who is tenacious, results-oriented and collaborative, and who wants to make a direct impact on raising funds to support JDRF's mission?

We're currently seeking a **Director of Leadership Giving** to join our Philanthropy team who will design, plan and deliver development strategies for major gifts (leadership giving) fundraising within Quebec and the Atlantic Provinces. We're looking for someone who excels at both strategy and execution and who understands the internal collaboration needed to be successful in achieving revenue objectives.

In January 2021, JDRF Canada launched the \$100M Campaign to Accelerate, a bold fundraising initiative to transform our approach to T1D research, redesigning it for speed and maximizing impact as we accelerate towards cures. This is an exciting time to join JDRF, as the Campaign is rallying volunteers and donors from coast to coast who, as of August 2024, have helped us raise over 70% of our goal. The Campaign to Accelerate is bringing innovative and life-changing therapies to patients and families faster, ensuring Canadians with T1D have greater access to lifesaving technology, treatments, and mental health supports.

Location Requirements: Within commutable distance of the Montreal area. This position will work remotely from a home office, but will need to be accessible to the large majority of our Eastern Region donors in Greater Montreal.

Interested? In this position, you would have the opportunity to:

- Lead strategies for JDRF's *Campaign to Accelerate*, campaign planning, ownership of campaign targets, regular reporting of activity on campaign, develop plans to meet campaign target and act as the subject matter expert for campaign project;
- Identify, recruit, develop and support senior major gift volunteers and campaign cabinets within the region;
- Develop and implement strategies to increase revenue of major gift giving among existing and potential donors and partners;
- Implement successful moves management activity that results in retention and migration of current portfolio;
- Grow and manage a portfolio of donors and prospects through the development of cultivation and solicitation plans to close major gifts (\$5,000-\$1,000,000);
- Build meaningful connections with qualified prospects that results in new and diverse revenue streams;

- Implement creative strategies and quality stewardship that inspires donors to make multi-year commitment and/ or stretch gifts;
- Collaborate with a team of major gift professionals to identify and qualify prospects and build appropriate strategies to capture giving potential;
- Partner with volunteer leadership to solicit funding and other support from individuals, corporations, foundations and other sources of funding and/or influence;
- Support development of briefing materials, proposals and presentations for donor, advisor and community foundations meetings;
- Establish a detailed 12-month plan to engage and cultivate assigned prospects;
- Build trust and partnership with regional staff to identify, cultivate and solicit major gifts .
- Regularly report on progress of campaign plan achievement and variances as requested ensuring timely communication to staff and major gift volunteers;
- Support the achievement of the annual fundraising goal and *JDRF's Campaign to Accelerate* goals.

Here's what we're looking for:

Experience, Skills and Other Attributes

- Bilingual in French and English required
- Minimum 7 years progressive leadership experience in senior fundraising roles and a University or College degree in Business Management, Fundraising or related discipline or an equivalent combination of education and experience
- CFRE designation an asset
- Thorough understanding of the development of major gifts and experience partnering with senior volunteers
- Ability to identify leadership giving opportunities and quickly assess interest, capacity and connection
- Possess an entrepreneurial spirit to grow major gift program by moving quickly on opportunities
- Successful in establishing and executing long-term plans while leveraging immediate opportunities and managing short-term objectives
- Ability to articulate the mission and goals of JDRF to the community at large both verbally and in all forms of written communication; Understanding of type 1 diabetes or auto immune conditions and the process of peer-reviewed research is an asset
- Ability to build trust with volunteers quickly
- Excellent interpersonal skills to collaborate with and manage key relationships with donors, corporate partners, staff, and volunteers
- Experience building consensus and achieving results in a complex business environment
- Excellent data analysis skills and strategic development skills
- Resourceful and organized; able to manage competing priorities, complex situations and deadlines
- Proven ability to influence with integrity and to work independently

Other position requirements:

- Flexible hours to accommodate various meetings and events with staff, volunteers and donors
- Ability to travel to meet with donors, volunteers and stakeholders as needed (approx. 30%)
- A Valid Driver's License and access to a personal vehicle is required

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Salary for the new incumbent is anticipated to be within the range of \$90,000-\$120,000, commensurate with skills and experience in relation to the role requirements.

Application Deadline: Please submit your resume through [our careers website](#) by September 15, 2024.

About JDRF

JDRF is the largest non-profit organization in the world that is exclusively focused on type 1 diabetes (T1D). At JDRF, we realize that a cure is not just a destination but a journey. Our goal is to progressively remove the impact of type 1 diabetes (T1D) from people's lives and funding research into cures is our #1 priority. While we wait for cures, we also fund ground-breaking research that seeks to improve the lives of people with T1D.

JDRF Canada has a company culture rooted in our Core Values of Respect, Understanding and Integrity; Perseverance; Collaboration; Risk Taking and Entrepreneurship; and Efficiency, Effectiveness and Accountability – if our core values are exemplified in the way that you work, we might be a great fit for each other.

Here's a few details about what JDRF employees receive:

Remote-first: Our employees love the convenience and flexibility of working remotely, so all JDRF positions are work from home (within Canada).

Health and Wellness Benefits: Benefits to support your physical and mental health – this includes Manulife group benefits, Maple virtual health care, Not Myself Today to support mentally healthy workplaces and generous paid sick time.

Professional Development: We want JDRF employees to grow within their roles and have a career at JDRF, so we practice Career Development Planning and have a budget for paid development opportunities for each employee.

Other benefits include: Group RRSP Matching Program, winter holiday office closures, flex weeks in the summer and more!

Benefits listed above for regular full-time employees. Not all benefits may be available to part-time or temporary employees.

Recruitment Process: We may review applications as they are received and this position will remain posted until it is filled. Our recruitment process typically includes an initial introductory phone call with an HR team member, and up to two video interviews over MS Teams with the hiring manager and other members of the team. Some positions may require a skills-based evaluation to be completed as a part of the recruitment process. **We thank all those applicants that apply, but please note only those selected for an introductory phone call will be contacted after their application is submitted.**

JDRF strives to foster a workplace that reflects the diversity of the community it serves and welcomes applications from all qualified candidates. JDRF is also committed to developing an inclusive, barrier-free selection process and work environment. Please advise 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.