

Job Title: Manager, Corporate Partnerships

Location: Montreal, QC (Detailed office location information can be found by visiting this link: <https://cancer.ca/en/contact-us>)

Work Model: Hybrid Work Model

Salary Band: 6 (\$64,000 - \$96,000)

WHY JOIN THE CANADIAN CANCER SOCIETY (CCS)?

The Canadian Cancer Society works tirelessly to save and improve lives. We fund the brightest minds in cancer research. We provide a compassionate support system for all those affected by cancer, across Canada and for all types of cancer. As the voice for people who care about cancer, we work with governments to shape a healthier society. No other organization does all that we do to make lives better today and transform the future of cancer forever.

Help us make a difference.

COME AS YOU ARE

At CCS, we embrace everyone's uniqueness and recognize the strength that lies in differences. We believe in the power of our collective potential and strive to achieve a more diverse, inclusive, and equitable workplace to empower and create opportunities for all. We welcome and encourage applications from all qualified candidates regardless of their gender, age, religion, race, ethnicity, and nationality. Particularly equity deserving groups, such as members of the BIPOC, and 2SLGBTQI+ communities, people living with disabilities, veterans, and anyone who may contribute to the further diversification of the Canadian Cancer Society. Together we unite and inspire all Canadians to change the future of cancer.

JOB OVERVIEW

Canadian Cancer Society's Corporate Partnerships team has the privilege of ensuring the flawless onboarding, management and execution of partnerships with select fortune 500 companies in Canada. Partnering with top corporations who share Canadian Cancer Society's vision to champion world leading outcomes in cancer prevention, treatment and support through sponsorships, cause marketing and employee engagement is the focus of this revenue generating department.

Reporting to the Senior Manager, Corporate Partnerships, the Manager, Corporate Partnerships is responsible for executing, maintaining, and growing a diverse corporate partner portfolio.

The successful candidate is a builder and sustainer of relationships who welcomes opportunities for the Canadian Cancer Society (CCS) to grow and enhance its corporate revenue base. With seasoned knowledge of the corporate world, the Manager, Corporate Partnerships will focus in the Montreal/Qc market and work collaboratively with teams across the country to deliver innovative and mutually beneficial partnership strategies to help mobilize our internal and external communities in ways that are accessible, engaging and effective.

WHAT YOU'LL BE DOING:

1. Revenue and Relationship Management

- Inspire increased commitments from corporate partners through flawless relationship management, extensive partner knowledge and the proactive sharing of meaningful CCS updates and opportunities.
- In conjunction with the Senior Manager, contributes to the development, effective implementation and execution of partner growth strategies to achieve assigned revenue targets.
- Engage, inspire and grow the value of current corporate partnerships:
 1. Execution of existing corporate partnerships/relationships
 2. Re-signing and/or assisting in the re-signing of contracts and increase engagement of existing partners
 3. Support implementation of select mid-sized partnerships
 4. Ensure best-in-class onboarding and stewardship for all corporate partners
- Works collaboratively with Relationship Managers and other internal stakeholders to help build and execute local, regional, and national corporate opportunities.
- Seamless management and execution of corporate partner programs including proactive and regular cultivation and stewardship with key partner relationships.
- Remain current on industry trends that affect partners in portfolio.

2. Support Corporate Partnerships New Business Development Targets

- Actively review partners in portfolio to identify “new channel” opportunities for current partners and bring forward recommendation and approach to Senior Manager, Corporate Partnerships
- Provide support to the prospecting efforts of the Senior Manager New Business Development, Corporate Partnerships
- While this role will focus on the Montreal/Qc market the manager will work collaboratively with the nationwide corporate partnership team

3. Contribute to a strong Corporate Partnerships and CCS team by positively contributing to CCS Values and Operations

- Follows all guidelines established by national leadership including, Marketing, Communications, Digital Support, Finance, Team People, IT and others.
- Maintains relationship data for partners in CRM database (Salesforce).
- Foster a working environment that highlights the talents and strengths of each team member, acknowledging and celebrating successes.
- Ensure that hiring practices are inclusive.
- Encourage growth and development opportunities for all team members.
- Champion CCS as a hero in the face of cancer.
- Actively contribute to our culture of justice, belonging, equity, diversity, and inclusion by ensuring that all staff feel represented and heard regardless of their gender, age, religion, ethnicity, and nationality or race.
- Other duties as assigned.

EDUCATION & QUALIFICATIONS:

- Post-secondary education in a related field with a minimum four (4) years of demonstrated success in a marketing, business development and/or corporate fundraising role and/or equivalent combination of education and related experience.
- Demonstrated success in managing partnerships or gifts in excess of \$50,000.
- Demonstrated success in leading, coaching and mentoring teams with a solutions-focused management style.
- Experience with developing and executing all types of corporate partnerships including cause marketing, sponsorship, employee engagement and gift-in-kind.
- Proven ability to recognize opportunities for growth, execute moves management and adjust planning to ensure success.
- Strong presentation, written and verbal communication skills, with the ability to communicate persuasively.
- Proven ability to work simultaneously on a variety of complex projects with tight deadlines.
- Demonstrated experience in building successful relationships with internal and external stakeholders.
- Proficiency in Microsoft Office Suite (Excel, Word, PowerPoint)

- Experience using CRM systems – Working knowledge of Salesforce is considered an asset.
- Strong attention to detail is required.
- Ability to travel within Canada – i.e., a valid Driver's License.
- **Fluent in French written and oral (Bilingual an asset)**
- Ability to occasionally work outside of regular office hours.

WHAT YOU CAN EXPECT FROM US:

CCS offers meaningful opportunities to help make a difference in the lives of Canadians with cancer, their caregivers, families and communities. We are committed to building and nurturing an inclusive community for our employees by highlighting their unique experiences. We value diverse skills and strongly encourage applications from all qualified candidates. CCS is committed to fostering a culture that is inspiring, supportive and exemplifies our core values:

COURAGEOUS UNITED CARING RIGOROUS

In return for your skills and dedication, we offer an attractive compensation package that encompasses a competitive salary, excellent benefits, which include paid parental leave, paid family sick time and health insurance, and the opportunity to have a rewarding employment experience where your contributions can make a true difference every day.

HOW TO APPLY:

Qualified candidates are invited to submit their **resume, cover letter and salary expectations by November 28th, 2024, to this link: [Recruitment](#).**

*CCS is committed to employment equity and encourages applications from all qualified candidates. In accordance with the local provincial **Accessibility Act**, accommodation will be provided as requested throughout the recruitment process. We want to make the interview process a great experience for you!*

We thank all candidates for their interest and advise that only those selected for an interview will be contacted.

Please note that in keeping with the mandate of CCS to model and promote healthy lifestyles, employees are not permitted to smoke in or about CCS premises or while carrying out CCS business.

Privacy Disclosure

We collect your personal information through forms, by phone or in person to evaluate your candidacy for the role(s) you have applied for, to contact you regarding your candidacy, and to generate recruitment-related reports. If selected for a position at CCS the information provided will be used for the purposes of pre-employment checks and added to your employee file. We may

share your personal information with third parties, including recruitment consultants, within or outside your province or territory or outside Canada to carry out the purposes identified above, or as required by law. We may contact you by mail, email, phone or text. You can exercise your right to access your information or have it corrected, unsubscribe from communications or withdraw your consent by selecting these options within the ADP system, or by contacting privacy@cancer.ca. For more information about our privacy practices, visit cancer.ca/privacy.

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