



Canadian Cancer Society
Société canadienne
du cancer

Job Title: Manager, Leadership Giving

Vacancies: This posting is for (1) new role.

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 (\$70,000 - \$80,000 CAD)

HELP SHAPE THE FUTURE OF CANCER CARE IN CANADA

The Canadian Cancer Society works tirelessly to save lives, improve lives and drive collective action against cancer. Together with patients, volunteers, donors and communities across the country, we raise funds to invest in transformative cancer research, we provide a caring support system for everyone affected by cancer and we advocate to governments to create a healthier future for all. It takes a society to take on cancer – and the Canadian Cancer Society is leading the way

MAKING AN IMPACT

Reporting to the Director, Leadership Giving – Quebec and French Canada, the Manager, Leadership Giving is responsible for identifying, prospecting, soliciting, and negotiating revenue driving major gift opportunities from within Canada's leading industries/individuals while also maintaining a portfolio of accounts.

The successful candidate is a builder and sustainer of relationships who welcomes a challenge and looks for opportunities for the Canadian Cancer Society (CCS) to expand its major gift revenue base. With seasoned knowledge of the major gifts' world, the Manager will work with the Director, Leadership Giving to build new opportunities aimed at enhancing our current operations and developing innovative new approaches that will help mobilize our internal and external communities in ways that are accessible, engaging, and effective.

WHAT YOU'LL BE DOING:



- Manage a portfolio of 150 current and prospective individual donors and foundations (+\$10,000), and work to continually identify, qualify, cultivate, solicit, and steward current and new constituents.
- Prepare and deliver presentations and respond to the needs and priorities of donors and institutions, in order to help articulate and strengthen the case for supporting special gifts and strategic initiatives. Work in partnership with Leadership & Corporate Giving staff, as well as special gift and grant writers to identify new sources of funding.
- Work in partnership with the Corporate Partnership team (sponsorships, cause marketing, employee engagement, events) to support revenue development as a whole.
- Maintain ongoing awareness of relevant external and internal trends affecting CCS' revenue development efforts, ensuring that relevant information is shared and appropriately factored into ongoing strategic and tactical planning for the team.
- Recruit and steward major gift donors, and volunteer ambassadors by building year-round engagement activities to maximize revenue, build donor loyalty, and meet CCS objectives.
- Independently prospect, cultivate, solicit, and secure potential new partners and donors to meet direct revenue goals.
- Engage and develop a broad network of contacts and maintain and leverage existing networks.
- Conduct research and collect relevant background information that will support the identification of client needs and the case for partnering with the CCS.
- Plan approaches and pitches for meetings, and work with teams to develop proposals that speak to the donor's needs, concerns, and objectives.
- Handle objections by clarifying and emphasizing agreements and working through differences to achieve a positive outcome.
- Maintain relationship data for partners in Salesforce.
- Ensure that CCS's policies, corporate and community development standards are followed.
- Work in compliance with the provisions of the Occupational Health & Safety Act and its regulations and comply with the Society's Health & Safety Policy.
- Contribute to our culture of diversity, inclusion, belonging and equity (DIBE) by ensuring that all staff feel represented, valued, and heard across all aspects of their identity, including gender, age, religion, ethnicity, nationality, race, and sexuality.
- Other duties as assigned



QUALIFICATIONS:

- Post-secondary education in a related field with a minimum of five (5) years of demonstrated success in a marketing, business development and/or corporate fundraising/major gifts role and/or equivalent combination of education and related experience.
- Previous experience in the non-profit space is an asset.
- Excellent planning and development skills, including strong negotiating abilities.
- Results-oriented, with a proven track record of achieving revenue/sales targets.
- High energy, positive attitude, motivation to succeed, and demonstrated initiative.
- Strong presentation, written and verbal communication skills, and demonstrated ability to communicate persuasively.
- Ability to identify and leverage integrated opportunities.
- Demonstrated experience in building successful relationships.
- Ability to work independently and as part of a team.
- Proficiency in Windows 2000, Microsoft Word, Excel, PowerPoint, and Salesforce.
- Bilingualism (French/English) is highly preferred, with French being required and English being an asset due to the organization's nationwide operations
- Others may apply

WORKING CONDITIONS

- Occasional requirements to work outside of regular office hours.
- Some travel will be required.

WHAT YOU CAN EXPECT FROM US:

CCS provides impactful opportunities to transform the lives of Canadians affected by cancer. We are devoted to creating an inclusive workplace that celebrates diverse experiences and skills,



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encouraging all qualified candidates to join us. Our inspiring culture is rooted in our core values and commitment to meaningful change:

COURAGEOUS UNITED CARING RIGOROUS

We offer a competitive salary, excellent benefits, including paid parental leave, family sick time, and health insurance—and a fulfilling work environment where your efforts make a meaningful impact daily.

COME AS YOU ARE

At CCS, we celebrate individuality and the strength of diversity. We are committed to fostering an inclusive and equitable workplace that empowers everyone. We encourage applications from all qualified candidates, including those from equity-deserving groups such as BIPOC, 2SLGBTQI+ communities, individuals with disabilities, veterans, and others who contribute to the richness of our organization. Together, we unite Canadians to shape the future of cancer care.

HOW TO APPLY:

Qualified candidates are invited to submit their **resume, cover letter** and **salary expectations here:** [Career Centre | Recruitment](#)

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

OTHER INFORMATION:

*CCS is dedicated 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!*

*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](#)



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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.

AI Disclosure

We are committed to transparency and, the responsible use of technology in our hiring process. Artificial intelligence (AI) tools may be used to assist with certain administrative or screening tasks; however, all hiring decisions are made by people. We review and approve AI-assisted outputs to ensure fairness, accuracy, and alignment with our values. For more information about our privacy practices, visit cancer.ca/privacy.

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