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Chief Philanthropy Officer

Status: Full Time, Continuing

Location: Toronto, ON

Posting Date: February 13, 2019

ABOUT US:

Cystic Fibrosis Canada (CF Canada) is a national charitable not-for-profit corporation established in 1960, and is one of the world's top three charitable organizations committed to finding a cure for cystic fibrosis (CF). As an internationally recognized leader in funding innovation and clinical care, we invest more in life-saving CF research and care than any other non-governmental agency in Canada.

Since establishment, Cystic Fibrosis Canada has invested more than \$253 million in leading research, innovation and care. As a result, Canadians with cystic fibrosis have one of the highest median survival rates in the world.

We rely on the generous support of our volunteers, donors, and partners in our shared mission to improve the lives of Canadians living with cystic fibrosis, and ultimately to find a cure for this devastating disease.

CYSTIC FIBROSIS:

Cystic fibrosis (CF) is the most common fatal genetic disease affecting Canadian children and young adults. There is no cure.

Cystic fibrosis causes various effects on the body, but mainly affects the digestive system and lungs. The degree of cystic fibrosis involvement differs from person to person. However, the persistence and ongoing infection in the lungs, with destruction of lungs and loss of lung function, eventually causes death in the majority of people who have cystic fibrosis.

Typical complications caused by cystic fibrosis are difficulty in digesting fats and proteins; vitamin deficiencies due to loss of pancreatic enzymes; and progressive loss of lung function.



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It is estimated that one in every 3,600 children born in Canada has cystic fibrosis. More than 4,000 Canadian children, adolescents, and adults with cystic fibrosis attend specialized CF clinics. With newborn screening available in most provinces across Canada, the 2014 median age of survival is now 51.8 however those who passed away in 2014 were of a median age of 35 years of age.

THE OPPORTUNITY AND THE ROLE:

Cystic Fibrosis Canada is seeking an experienced, energetic and self-motivated fund development leader to join us in a leadership role as the Chief Philanthropy Officer (CPO). This is an exciting opportunity as the CPO will build the team and strategy for an organization that is poised for great philanthropic growth.

This position reports directly to the President and CEO and will oversee a team of fund development professionals and volunteers.

The Chief Philanthropy Officer will work collaboratively with staff and board members to develop a strategic fund development plan that aligns with Cystic Fibrosis Canada's strategic plan and provides organizational growth and long-term sustainability. As the CPO, you will be responsible for cultivating and securing a mix of annual, major and planned gifts along with corporate and foundation gifts.

The Chief Philanthropy Officer also serves as an essential member of the senior leadership team.

This position is based out of our national office in Toronto, ON, near Yonge and Eglinton.

EXPERIENCE AND QUALIFICATIONS:

- University degree or equivalent; CFRE designation preferred;
- Proven track record as a senior leader in fund development (minimum of 5 years' experience in a leadership position) ideally at a national level and in a community-based organization;
- Successful leadership with a major gifts campaigns, and significant experience with major gifts and corporate fundraising;



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- Experience working with senior volunteers (Board of Directors/Campaign Cabinets) and community-based grassroots volunteers;
- Demonstrated ability to build fund development strategies and teams and structures to deliver effectively and efficiently;
- Proven drive and achievement in the successful solicitation of six-figure major gifts;
- Operates as a true team player; Has worked in an integrated, collaborative manner and sees collaboration as a fundamental component of creating a philanthropic environment;
- A caring and empathetic individual who has driven performance through best practices;
- An optimistic and innovative individual who can see what is possible and creates plans and actions to realize goals;
- Honest and forthright in a diplomatic manner, engendering trust with all key stakeholders;
- Strong written and verbal communications skills;
- Exceptional interpersonal, active-listening and relationship building competencies;
- Sense of humour;
- A deep, passionate and enthusiastic commitment to the vision, mission and values of CF Canada; and
- English and French language skills are a significant asset.

TECHNICAL SKILLS REQUIRED:

- Current knowledge of best practices in development and donor database management (specifically in Raiser's Edge);
- Strong research, writing, and verbal and written communication skills;
- Superior strategic planning experience in developing and executing fund development plans;
- Superior communication skills including effective presentation skills with the ability to "close a deal";
- Able to analyze and interpret trends/results with demonstrated business acumen; and
- Good financial acumen and in-depth knowledge and practice of budget analysis and transparent reporting.

RESPONSIBILITIES:

Fund Development

- Build a robust fund development strategy with clearly defined revenue goals and a diverse mix of giving that advances the strategic objectives of the organization;
- Develop and execute a major gifts program based on best practices, including the development of an appropriate staffing and volunteer structure;
- Expand the corporate, annual and planned giving programs to meet stretch targets;
- Develop and maintain a robust donor pipeline with an intentional approach to engage staff and volunteers to cultivate, steward and solicit key prospects;
- Personally manage a pipeline of donors and develop strategies for the CEO's portfolio;
- Lead the development of a integrated stewardship framework in collaboration with other teams;
- Lead the organization in building and enabling a culture of philanthropy throughout the organization;
- Work very closely with the Community Engagement team to ensure alignment and integration on both strategy and execution of community-based events and engagement with regional stakeholders; and
- Work closely with the Mission and Marketing teams to encourage collaboration, identify funding opportunities and develop materials.

Human Resources and Volunteer Leadership

- Build, lead and manage a team of fund development staff, inspiring performance and best practice;
- Work with the CEO to develop the needed structures to support an integrated, motivated and inspired revenue generating team across the organization;
- Develop volunteer structure and leadership (i.e. campaign cabinets) , needed to deliver on fund development strategy;
- Provide leadership and appropriate staffing to the board, committees and any other assigned groups and task forces as needed; and
- Provide subject matter expertise and leadership to all staff regarding fund development.

Finance, Systems and Operations

- Create and manage fund development team budgets for strong return on investment;
- Ensure CF Canada has best in practice policies and procedures to support donor-centric, relationship-based fundraising;
- Develop processes (date and metrics) that support a well-organized and efficient fund development activity;
- Champion and support the integration of Raiser's Edge and other databases to support best practice in operating a fund development strategy;
- Create regular reports that reflect the status of giving activities, trends, and opportunities; and



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- Develop and maintain positive, collaborative working relationships with CF Canada's staff, board and volunteers.

HOW TO APPLY:

Please submit your resume and cover letter to dvasquez@cysticfibrosis.ca. Please indicate **"Chief Philanthropy Officer"** in your subject line, and include your salary expectations.

Note: Jobs are posted for a minimum of five (5) business days.

While, we wish to acknowledge all applicants, only those selected for an interview will be contacted.

Cystic Fibrosis Canada is committed to making the recruitment process accessible to all candidates. Accommodations for disabilities are available upon request.

For additional information on our values (Excellence, Accountability, Caring & Teamwork), Cystic Fibrosis Canada and the courageous fight being waged against this disease, please visit www.cysticfibrosis.ca.