



WE'RE NOT LOOKING FOR ORDINARY. WE'RE LOOKING FOR YOU.

At SickKids Foundation, we do the extraordinary every day. As part of an organization devoted to the greater good, we don't settle for less. We're leaders in funding SickKids fight to make every kid a healthy kid, and have a direct stake in the lives and futures of children here and around the world. And we're looking for people who are far from ordinary to join us.

SickKids

SICKKIDS FOUNDATION IS ON THE HUNT FOR AN EXTRAORDINARY MANAGER, CORPORATE PARTNERSHIPS

DATE POSTED:

March 13, 2019

POSITION STATUS:

Permanent Full Time Position

AVAILABLE:

Immediately

DESCRIPTION OF THE POSITION:

The Manager, Corporate Partnerships is an integral member of the Corporate Partnerships team and will identify, build and manage productive relationships with key stakeholders and corporate partners in key sectors to secure support for the SickKids VS. Limits \$1.3 billion campaign. The Manager will focus on partner identification, cultivation, solicitation and stewardship activities to generate new business and grow existing partnerships. This position reports to the Director, Corporate Partnerships & Activation.



YOU WILL:

- Develop and maintain relationships with corporations including the very largest enterprises, and mid-market businesses in the Professional Services and Investment Management sectors, and others as needed;
- Manage a portfolio of 50+ key corporate partners and prospects;
- Complete calls and visits to generate new business and grow existing partnerships by cultivating, stewarding and provide ongoing relationship management to corporate partners;
- Develop solicitation and cultivation strategies, creating compelling, multi-channel proposals including sponsorship, philanthropic gifts and employee giving;
- Play a key role in working with senior volunteers and colleagues to identify donor prospects,
- Work collaboratively and effectively across the foundation with teams including Major Gifts, Stewardship & Donor Relations, Brand Strategy & Communications, Business Intelligence & Information Technology, Volunteer Services, and Gift Administration;
- Build donor acquisition, retention and migration strategies for Corporate donors;
- Cultivate effective relationships within the hospital to support program alignment, proposal development, donor cultivation, solicitation and stewardship;
- Track donor activity and maintain donor records in CRM database (KYDS);
- Develop a network of contacts interested in advancing the mission and success of SickKids Foundation and the Hospital for Sick Children; and
- Participate in team and cross-functional projects as assigned

YOU ARE:

- A bachelor's degree or higher, with a focus in fundraising, marketing, sales or other applicable disciplines;
- A minimum of five (5) plus years relevant experience in fundraising or business development combined with a proven track record working with corporations and major gift donors;
- An exceptional fundraiser or sales person with experience managing complex customer relationships at the C-Suite level through to interns;
- Demonstrated ability to build relationships with donors, volunteers, hospital representatives and other key stakeholders;
- The ability to articulate the importance and case for support for paediatric healthcare in its three facets: clinical, education and research
- Exceptional networking and new business development skills;
- Demonstrated ability to collaborate effectively with internal and external stakeholders;
- The ability to work in a fast-paced environment, prioritize and multi-task;
- A go-getter, team player and relationship-builder;
- Creative, resourceful, cost-efficient and intuitively driven;
- The ability to think strategically and work independently in directing new initiatives or enhancing existing programs;



- Superior verbal and written communication skills, including public speaking and storytelling;
- Organized, detailed oriented, with exceptional follow through;
- Excellent computer skills (Microsoft Office); and
- Experience with relational databases an asset

ABOUT US:

SickKids Foundation leads the fight for The Hospital for Sick Children (SickKids), one of the world's foremost paediatric health-care institutions. Founded in 1972, SickKids Foundation is the largest charitable funder of child health research, learning and care in Canada. As a national charity, SickKids Foundation also invests in national and international initiatives to benefit children in Canada and around the world. Philanthropy is a critical source of funding for SickKids. Thanks to the generosity of the community, and as a result of a record-breaking year in fundraising, SickKids Foundation generated an unprecedented \$146.3 million for the fiscal year ending March 31, 2018. We achieve that by not being ordinary in anything we do.

HOURS :

35 hour work week from Monday to Friday

AVAILABLE TO:

Internal and External Candidates

DEADLINE:

March 27, 2019

SUBMIT RESUME TO:

Please apply on-line by visiting our website:

www.sickkidsfoundation.com/careersandvolunteers

SickKids Foundation is committed to fostering an inclusive, accessible environment, where all individuals feel valued, respected and supported. Candidates who require accommodation during the recruitment process should contact the Human Resources Department.

