

Manager, Corporate Partnerships

Date: February 2024

Department: Development

Reports to: Director of Development

Status: Contract, Full-Time (13-month contract, with possibility of extension)

Salary: \$60,000-\$70,000 Per Annum Plus Benefits

Location: Etobicoke, ON

Time Required on-site: 40% (approximate)

We Are

Second Harvest is Canada's largest food rescue organization and is a global thought leader on perishable food redistribution. We operate at the intersection of hunger relief and environmental protection, tackling food loss and waste through food redistribution, research, awareness, and education, continually innovating, and collaborating to ensure a more sustainable planet. We work with thousands of food businesses from across the supply chain utilizing logistics and technology to reduce the amount of edible food going to waste, thereby diverting unnecessary greenhouse gases from entering the environment.

The *Manager, Corporate Partnerships* is responsible for supporting the achievement of corporate philanthropy, peer-to-peer, and cause marketing campaign targets. This position will identify, engage, and steward existing and new corporate partners and their employees (as well as their networks) in their support of Second Harvest's work nationally.

We are looking for a strategic, efficient team player who can hit the ground running and work collaboratively to build and deliver successful partnerships.

You Will

- Manage an existing pipeline of over 100-150 small to mid-size corporate and peer-to-peer donors.
- Identify and qualify new corporate partnership prospects through in-depth donor research.
- Develop and implement customized cultivation and moves management strategies to convert prospects to Second Harvest supporters, as well as retain and expand existing supporter relationships.
- Use our suite of employee engagement activities to recruit, engage, and steward new, current, and lapsed donors, and peer-to-peer supporters.
- Prepare and present highly relevant, compelling funding proposals for corporate philanthropy prospects to secure long-term partnerships with a focus on unrestricted revenue.
- Be responsible for meeting annual financial targets.
- Ensure timely donor stewardship and recognition following the receipt of financial commitments from corporate supporters.
- Prepare and execute custom stewardship strategies to ensure donor retention and promote deepened engagement.
- Participate in speaking opportunities to enhance recruitment and fundraising efforts.
- Maintain donor records and associated activities in Raiser's Edge database ensuring a high level of accuracy.

- Perform other related duties as required or assigned to support the overall goals of the organization.

You Are

- **Fundraiser:** you have 3 years of experience in fundraising or sales with a track record in meeting or exceeding revenue targets; you have experience soliciting and developing new partnerships with success in sales or solicitation calls.
- **Communicator:** you are comfortable speaking and presenting to large groups of people, including senior executives; you have excellent verbal and written communication skills.
- **Collaborative:** you have a positive, collaborative working style; your past colleagues would call you a “team player”; you have highly developed interpersonal skills, including diplomacy and strong negotiation skills.
- **Organized:** you have excellent project and time management skills; you have a very keen attention to detail, coupled with the ability to multitask.
- **Strategic and Results-Oriented:** you are a creative thinker who can generate new ideas and initiatives, and plan and execute their implementation.
- Proven track record in relationship management.
- Working knowledge of budgets and ability to build budgets for funding proposals.
- Experience working with donor management databases (specifically, Raiser’s Edge) preferred.
- Able to work flexible hours, including some evenings and weekends for special events or during peak periods.
- A valid G class license with access to a vehicle is preferred.

For more information about Second Harvest, please visit our [Careers page here](#).

To Apply

Please submit your cover letter and resume using the online portal [here](#). Consideration of applications will begin immediately and continue until the position is filled. Only electronic applications will be accepted.

We encourage applications from individuals who self-identify as belonging to equity-deserving groups such as (but not limited to): racialized persons/persons of colour, women, Indigenous peoples, persons with disabilities, and LGBTQ2S+ persons.

Second Harvest is committed to an inclusive and accessible recruitment and selection process. Please let us know if you require any accommodations.