

Senior Manager, Corporate Partnerships

Date: March 2024

Department: Development

Reports to: Director of Development

Status: Permanent Full-Time

Salary: \$80,000 - \$85,000 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 *Senior Manager, Corporate Partnerships* is responsible for supporting the achievement of Second Harvest's corporate partnerships targets. This position will grow and foster new relationships with corporations, corporate foundations, and SME's through formal solicitations, cause marketing campaigns, employee engagement initiatives, and sponsorships. The role will manage a business unit that includes one direct report and a portfolio valued at \$1,500,000.

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

- Achieve Corporate Partnership revenue targets and grow funding through compelling and meaningful donor engagement.
- Oversee a core portfolio of 80-100 active donors through the cultivation, solicitation, and stewardship cycle.
- Pursue and close on new opportunities handed over from the New Business team.
- Write formal solicitations and agreements such as grant applications, formal proposals, gift agreements, and memos of understanding.
- Lead the creation of corporate donor proposals, in collaboration with Director of Development and relevant staff. Prepare external budgets, campaign plans, and other deliverables for grant applications and proposals. Monitor internal grant management processes, including program budget tracking, impact tracking, and donor reporting requirements.
- Manage and mentor direct report, creating a positive team dynamic. Monitor performance and development goals. Assign accountabilities, sets objectives, establish priorities, evaluate results, and conduct annual performance reviews.
- Steward and recognize support from corporate partners, ensuring timely and accurate fulfillment of required

recognition plans.

- Ensure your business unit is compliant with donor database policies and procedures including logging actions and opportunities, and invoicing donors to ensure accurate revenue reporting.
- Collaborate with Marketing & Communications team on sales materials and cause marketing campaigns to ensure messaging supports Second Harvest's brand guidelines and key objectives. Perform ongoing monitoring of campaigns and marketing benefits reporting to ensure donor expectations are met.
- Collaborate with Events Team on Annual Sweepstakes, Truck Pull Event, Food Rescue Awards, and AGM.
- Collaborate with the Volunteer Services Team to identify and implement meaningful corporate volunteer opportunities.
- Support Director of Development on Corporate Annual Planning and plan delivery.
- Perform other related duties as required or assigned to support the overall goals of the organization.

You Are

- **Passionate:** You are inspired by the work of Second Harvest and are eager to build on our vision of "No Waste. No Hunger."
- **Fundraiser:** You have 5 or more years of experience in fundraising or sales with a track record in meeting or exceeding revenue targets. You have demonstrated success in sales or solicitation calls.
- **Partnership Manager:** You have a proven track record of success in account management, including experience growing existing relationships and soliciting and developing new partnerships.
- **Leader:** You are a proven people leader with success managing direct reports in an agile and fast-paced environment. You troubleshoot, think creatively, and help others solve problems.
- **Communicator:** You are comfortable speaking and presenting to large groups of people, including senior executives. You have excellent verbal and written communication skills.
- **Organized:** you have excellent project and time management skills; you have a very keen attention to detail, coupled with the ability to multitask.
- A creative thinker who can generate new ideas and initiatives, and plan and execute their implementation.
- Strong proficiency with CRMs (in particular, proficiency with Raiser's Edge would be considered an asset). You understand the importance of data accuracy and have experience in revenue reporting.
- Working knowledge of budgets and ability to build budgets for funding proposals.
- 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.

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.