



Job Description

Job Title:	Senior Manager, Philanthropy
Organization:	Pancreatic Cancer Canada
Location:	Hybrid - Toronto/Remote
Reports to:	VP, Philanthropy & Business Development
Status:	Permanent, Full-Time
Salary Range:	\$70,000-\$80,000 (CAD)
Direct Report(s):	Development Coordinator

Background

Pancreatic Cancer Canada (PCC) is a vibrant, progressive organization taking on the world's toughest cancer. We are committed to raising the survival rate through investments in research and increased awareness of the disease, while ensuring patients and their families have access to the specialized care and support they need at every stage. With devastating statistics and a lack of meaningful progress, we know just how aggressive we must be in taking on this challenge. That is why our fundraising and awareness efforts are bold and unapologetic.

Our expansion under Pancreatic Cancer North America will allow for tremendous growth and deepened impact in the years to come. Led by a visionary Chief Executive Officer, governed by an influential Board of Directors, and driven by a growing staff team with passion and expertise, we are taking on pancreatic cancer with the ultimate goal of saving more lives.

The Opportunity

The Senior Manager, Philanthropy plays a vital role in advancing our mission by driving forward our ambitious revenue and partnership strategy to ensure we achieve measurable and lasting impact. Reporting to the VP, Philanthropy & Business Development, the Senior Manager, Philanthropy will be responsible managing the revenue goals of the organization's philanthropy portfolio which includes major gifts (individual, corporate and foundation), mid-level, monthly, tribute and memorial, and legacy giving. As a senior member of the philanthropy team the role will focus on driving revenue growth while remaining accountable to our donor community through enhanced engagement and stewardship. The ideal candidate has 6-8 years' relevant experience with a demonstrated ability to oversee \$2M+ annual revenue fundraising campaigns.

www.pancreaticcancercanada.ca | info@pancreaticcancercanada.ca | +1-888-726-2269

316-4211 Yonge Street, Toronto, ON, M2P 2A9

Charitable Registration Number 84870 1967 RR0001

PANCREATIC CANCER CANADA

Key Areas of Responsibility

Leadership & Philanthropy

- Develop and lead the annual fundraising plan in collaboration with the VP, Philanthropy and Business Development team, including setting metrics and objectives for the portfolio.
- Meet or exceed the revenue targets for all annual philanthropic giving which includes major gifts (individual, corporate and foundation), mid-level giving, monthly giving, tribute, memorial, and direct ask (online fundraising) as established within the annual plan.
- In collaboration with the Senior Management team, work to optimize processes and structure to increase efficiency and accountability, while enhancing overall donor experience.
- Work with the Senior Manager, Events & Business Development to provide leadership to the Fundraising Committee to fulfil its role in identifying and leveraging new business opportunities and philanthropic support.
- Supervise the Development Coordinator including the training, development, performance evaluation, and employee engagement.
- Foster and champion a culture of philanthropy within the team and across the organization.

Donor Engagement & Stewardship

- Maintain an in-depth knowledge of the organization's mission and funding priorities, ensuring collaboration between fundraising, marketing, and programs teams to create compelling donor opportunities, funding proposals and stewardship initiatives.
- Together with the Director, Marketing & Communications, develop and implement an individual donor stewardship strategy and donor journey.
- Work in collaboration with the Director, Marketing & Communications to refine digital messaging for appeals and ensure consistency of brand and voice across portfolios on all externally facing fundraising content.
- Work closely with the Senior Manager, Events & Business Development to support the cultivation and stewardship of third-party fundraisers, corporate partnerships, and memorial donations.
- Oversee organizational processes for donor management in Raiser's Edge NXT and support an active and effective Moves Management system.
- Identify middle, major, and planned giving prospects for inclusion in the giving pipeline or other potential growth opportunities.
- Contribute to organizational communications, developing strategic fundraising messaging collectively with Philanthropy and Marketing & Communications teams.

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- Foster and deepen relationships with a portfolio of donors and senior volunteers, balancing high-touch engagements with digital stewardship and cultivation.
- Manage the development and updating of content for donor acknowledgement and tax receipt letters, in alignment with the stewardship and donor journey map.
- Support signature and third-party event planning related to philanthropic donor engagements.

Qualifications

- 6-8 years related work experience in successful fundraising or partnership development in not-for-profit, public, charitable, foundation or health charity/health-focused industry sectors.
- Experience in developing and overseeing Moves Management, including pipeline development, prospect review and qualification, proposal development, report writing, successful cultivation, and solicitation.
- Experience fundraising across diverse revenue streams including major and annual giving, planned giving, events, corporate sponsorship and partnerships. A proven track record of securing major and planned gifts at the five and six figure level.
- Proven background in leading annual fundraising campaigns with revenue targets of \$2M+.
- Strong written and oral communication skills and ability to convey an authentic vision, in proposals, report development and donor presentations.
- Proficiency in standard office software and Raiser's Edge or other fundraising software, information resources and publications, including fundraising databases and online services.
- Ability to meet deadlines and work collaboratively in a multi-tasked environment.
- Entrepreneurial, creative, strategic minded, and energetic.
- Demonstrated tact, diplomacy, and ability to liaise with and inspire senior management, staff, senior level volunteers and donors.
- Inherent demonstration of Pancreatic Cancer Canada's core values: accountability, collaboration, compassion, integrity, resiliency, respect.

What You Will Enjoy

- A comprehensive benefits package including a defined-benefit pension plan (HOOPP), outstanding health and dental benefits that includes a generous health spending account.
- A competitive salary and vacation allowance.
- We work in a hybrid model of remote (Monday and Friday) and office (Tuesday through Thursday).
- A highly collaborative, passionate, and entrepreneurial team environment where new and innovative ideas/approaches are encouraged.

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If you are interested in this opportunity, please forward your resume and cover letter by Friday May 10th, 2024 to:

Leigh Godbold
VP, Philanthropy & Business Development
lgodbold@pancreaticcancercanada.ca

Pancreatic Cancer Canada (PCC) is committed to building and preserving an open, inclusive, and healthy work environment. We welcome all applicants to apply to join our team. We accommodate people with disabilities throughout the recruitment and selection process and applicants are encouraged to advise PCC if an accommodation is required. We thank you for your interest in working with PCC and we will contact those qualified to continue in the recruitment process.

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