



FINAL Job Advertisement

Blakely Account Director

Blakely is a woman owned and led strategic fundraising and marketing agency that combines expertise with fresh thinking. Since its founding, Blakely has helped some of the largest, and smallest, non-profits drive results and change lives. While Blakely's team of strategists, creators, analysts, and project managers have many backgrounds, they all share one ambition: to help non-profits achieve their goals. Blakely values transparency, collaboration, hard work, and curiosity and believes in ideas over egos, guts over glory, collaboration over competition.

It is within this context that Blakely welcomes applications and nominations for the appointment of its **Account Director**.

Reporting to a Senior Fundraising Strategist, as an integral member of the Client Relationships team, the Account Director serves as the account lead to Blakely clients. Working in partnership with an Account Manager and a Senior Fundraising Strategist, the Account Director leads campaign planning and strategy implementation through the use of budgets and digital-first, integrated campaign strategies. The Account Director plays a leadership role for their clients, supporting the Account Manager in managing the day-to-day activity, and provides leadership through bringing together the creative, data, digital & print production teams to ensure strategy and delivery excellence. Externally, the Account Director represents Blakely at events, conferences, and client meetings and builds relationships across the sector.

As the ideal candidate, you are a proven fundraiser with experience developing direct marketing programs for not-for-profit organizations. You bring a depth of knowledge about integrated direct marketing and annual giving, including digitally integrated campaigns via email, paid media, video, and direct mail. You appreciate

the role of data in fundraising programs and can analyze program performance and determine appropriate strategic priorities. You are at ease presenting to various sized audiences and have excellent interpersonal skills. You have managed multiple projects with competing priorities and timelines with a broad range of internal and external partners simultaneously. As such, you are able to think strategically about challenges while developing and executing plans in a fast-paced customer focused manner.

To learn more about this important leadership opportunity with Blakely, please submit a comprehensive resume along with a cover letter in confidence to Sam Walton (sam@griffithgroup.ca) and/or Robin Noftall (robin@griffithgroup.ca), or visit <https://griffithgroup.ca/blakely-accountdirector/>

Salary Range: \$70,000-\$90,000, commensurate with experience. In addition, a comprehensive benefits package including health, dental and vision care, 3 weeks vacation plus an additional 9.5 Blakely days off (half day Fridays before each long weekend and the office is closed for one week at the end of December each year).

Location: This is a location flexible position. The successful candidate will be able to choose where they do their day-to-day work either from home or the Blakely office, located in Aurora, ON. This position can also be fully remote and is considered remote if you live more than 150 kilometers from the Blakely office. Maintaining a good working relationship is key to success, for non-remote workers, there will be a requirement to come into the office occasionally for meetings and meet in person with clients as the role requires. For remote workers, there will be a requirement to come to the Blakely office for in-person meetings approximately 4-6 times per calendar year and occasional travel for in person client meetings dependent on the client and Blakely needs, with reimbursement for travel based on Blakely's policy.

As a workplace which strives to create a culture based on inclusivity and teamwork, Blakely believes that its culture is its biggest competitive advantage. Blakely provides equal opportunity to all employees and applicants without regard to race, religion, colour, gender identity, age, sexual orientation, neurodiversity or disability, visible or invisible. All qualified candidates are welcome to apply; however, priority will be given to Canadian citizens and permanent residents.

Blakely and Griffith Group are committed to an inclusive, accessible and welcoming

hiring process that provides reasonable accommodation to all applicants. Please advise Sam Walton (sam@griffithgroup.ca) should you require any accommodation to participate in this posting, recruitment, selection and/or assessment processes.