

Manager, Corporate Partnerships

Date: June 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)

Who We Are

Second Harvest is Canada's largest food rescue organization and is a global thought leader on perishable food redistribution. We work with thousands of food businesses from across the supply chain to redirect unsold surplus food to non-profit organizations that feed communities in every province and territory. Our mission is to keep food where it belongs: On plates and out of landfills.

The Role

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 seamlessly join our team and work collaboratively to build and deliver successful partnerships.

Your Impact

- 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.

Who You Are

- **Passionate:** Inspired by the work of Second Harvest and eager to build on our vision of “No Waste. No Hunger.”
- **Fundraiser:** Proven success in fundraising or sales with a track record in meeting or exceeding revenue targets. Experience soliciting and developing new partnerships with success in sales or solicitation calls.
- **Communicator:** Comfortable speaking and presenting to large groups of people, including senior executives. Excellent verbal and written communication skills.
- **Collaborative:** A positive, collaborative working style. Highly developed interpersonal skills including diplomacy and negotiation skills.
- **Organized:** Excellent project and time management skills. Very keen attention to detail coupled with the ability to multitask.
- **Strategic and Results-Oriented:** 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.
- Proficiency in Customer Relationship Management (CRM) systems required, with experience in Raiser’s Edge considered beneficial but not essential. Willingness to learn and adapt to new technologies is valued.
- Able to work flexible hours, including some evenings and weekends for special events or during peak periods. Please note that we are dedicated to supporting our employees in achieving a balanced work-life schedule.
- A valid G class license with access to a vehicle is preferred. Accommodations for transportation requirements will be considered, ensuring equal opportunities for all candidates.

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 strongly encourage applications from all candidates, especially those from equity-deserving groups, including but not limited to racialized persons/persons of colour, Indigenous peoples, women, persons with disabilities, and members of the LGBTQ2S+ community.

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