**Senior Development Officer – Resource Development**
**Posting #:** 4012 **Posting Date:** 02/24/2025 **Posting Closing:** 03/31/2025 4:00 PM

## Have you heard of us?

Wesley is a long-standing local non-profit and a certified Ontario Living Wage Network (OLWN) employer. We are passionate about assisting people struggling with poverty. Our work is focused on children and family programs, housing & homelessness, and resettling newcomers to Canada in Hamilton, Halton, and Brantford.

We are deeply committed to fostering a diverse and inclusive workplace where every individual feels valued and respected. Our Equity, Diversity, and Inclusion (EDI) policies are integral to our mission and practices. We believe that a diverse team brings a wealth of perspectives and experiences that enhance our ability to serve our community effectively.

All members of our organization are expected to embrace and actively participate in our EDI initiatives. By joining our team, you will be contributing to an environment that promotes equity, respect, and inclusion for all.

## Are you the one we're looking for?

We are seeking a dynamic, highly motivated **Senior Development Officer** who demonstrates our values of compassion, accountability, responsiveness and empowerment; to our clients, families and each other.

The **Senior Development Officer** is responsible for working with individuals, families, and private foundations to secure philanthropic support.

This position is **non-unionized, full-time, permanent (40 Hours week),** hybrid, home-based office with frequent travel to meetings at various sites in Hamilton, Halton, and Brantford. Workday is normally between 8:00-5:00 (EST), Mon-Fri (flexible) with occasional evening/weekend meetings. Driver's license and access to a car required, mileage provided.

## Key Responsibilities:

1. Secure present-day major and planned gifts, valued at $10,000+ for Wesley to assist people living in poverty.
2. Develop philanthropic strategies and relationships with individuals and families.
3. Customize correspondence, proposals, applications, gift agreements, and reports.
4. Meet/exceed personal and team goals for fundraising activities and dollars raised.
5. Actively utilize referrals, prospect research tools, and other methods to identify new donors.
6. Monitor and update information in Raisers Edge NXT for accuracy.
7. Other duties as required.

## What you will bring:

1. 3-5 years or more experience in a fundraising role focused on personal and/or planned giving.
2. Proven track record of securing donations of $10,000+ and/or estate commitments.
3. Demonstrated knowledge of Canadian charitable giving practices related to bequests, gifts of securities, and other forms of personal philanthropy.
4. Degree or Diploma from a recognized post-secondary institution in Fundraising, Non-Profit Studies, or other relevant discipline. AFP or CAGP membership is an asset. CFRE (Certified Fund Raising Executive) or willingness to pursue is preferred.
5. Professional-level written and oral English language skills.

## Invest in Yourself as we Invest in You! Wesley offers…

- A positive work culture that prioritizes all staff having an opportunity to contribute
- A supportive team that will empower you to achieve great milestones!
- Fun and engaging organizational events such as our staff appreciation event
- Professional development and training opportunities
- Full Health & Dental Benefits (eligible after three months)
- Personal & Vacation Days
- RRSP Contribution Program (eligible after one year)
- Employee Assistance Program Available Immediately
- Employee Discounts

Please Apply Via: **Our Wesley Bamboo Portal:**

1. Click on this link: https://wesley.bamboohr.com/jobs/
2. From there you can access all of Wesley's job postings

Wesley is an equal-opportunity employer. We encourage applications from all qualified applicants. Only candidates selected for an interview will be contacted. No phone calls, please. More information about Wesley can be found on our website at www.wesley.ca.