

Chief Development Officer

Winnipeg, Manitoba



CancerCare Manitoba
FOUNDATION

All funds raised stay in Manitoba.

PROFILE

As a community, we are all affected by cancer. To have access to treatment, programs, research and care is of the utmost importance so that as a community, we can continue to thrive and beat this disease.

CancerCare Manitoba Foundation's (CCMF) mission is to raise funds to ensure that CancerCare Manitoba (CCMB) has the ability to support an internationally recognized team of health professionals who provide services, clinical trials and leading-edge research and treatment to a complex set of more than 200 diseases. To continue this strong partnership, CancerCare Manitoba Foundation is on an important journey of identifying their next Chief Development Officer (CDO).

Reporting to the President & CEO, the CDO will lead fundraising efforts in the next chapter of CancerCare Foundation's growth into sustained major gifts, expanding their core annual support, and planning for a capital campaign.

This is a key leadership role that will require a fundraising leader who is passionate about the work that CancerCare Manitoba does. The next CDO will be a genuine relationship builder who will lead a team of passionate professionals and engage with stakeholders in healthcare, government, industry and the philanthropic community at large.

OVERVIEW OF RESPONSIBILITIES

- Manage a team of eight dedicated development staff with portfolios managing and supporting major and legacy giving, annual giving, and events.
- Ensure integration of all fundraising initiatives in a donor-centered context to leverage relationships acquired through all giving channels to create longstanding major and planned gift opportunities.
- Support and enhances the involvement of the President & CEO and Board in prospect identification, cultivation, and solicitation activities.
- Together with the President & CEO, Board, and staff, translate CCMB's strategic plan and priorities into plans and objectives for Foundation fundraising.
- Develop, monitor, and evaluate annual and ongoing plans and results within development.
- Support the President & CEO in providing information and guidance to the Board of Directors with respect to the key development-related priorities.
- Develop multi-year and annual revenue plans, monthly forecasts, and mitigation strategies.
- Design and provide oversight to the implementation of cost-effective development programs, while maintaining levels of quality and return on investment.

PEOPLE FIRST

HR SERVICES

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To submit your candidacy please email your resume in confidence to Annette Kohut at akohut@peoplefirsthr.com. For more information, call Karin Pooley, VP, Executive Search at 204-940-3939.

PREFERRED EXPERIENCE AND SKILLSET

- You are a senior fundraising professional, with a particular expertise in broad-based fundraising programs, including major and planned giving, annual giving and events.
- Your career has shown a commitment to community and you've been instrumental in large fundraising initiatives such as capital campaigns.
- You have experience working with senior level volunteers, business and community leaders as well as donors and senior professionals.
- You are an influential communicator who excels at listening and engaging others.
- You are a champion of collaboration, transparency, inclusion, accountability and service.
- You have a high level of integrity and are authentic in all that you do.
- Completion of a bachelor's degree and the CFRE designation are considered assets.

About CancerCare Manitoba Foundation

CancerCare Manitoba Foundation's mission, in partnership with donors, is to support CancerCare's strategic priorities. The generosity of donors enables the Foundation to maximize the funds provided to CancerCare Manitoba each year. Donor contributions help bridge the gap of initiatives and programs not eligible for government funding or where financial resources are not available, including prevention, early detection, clinical trials and leading-edge research and treatment.

Thanks to the generosity of donors, CancerCare Manitoba Foundation has been able to grant more than \$134 million since 2000. This support to CancerCare Manitoba profoundly impacts patient outcomes.

CancerCare Manitoba Foundation is a strong, stable and significant organization within Manitoba and all funds raised and donated remain in Manitoba.

www.cancercarefdn.mb.ca