



Fundraising Campaign Manager

What does Sunshine have to offer you?

- **An exciting opportunity** to build the next phase of our comprehensive fundraising campaign to make a difference in the lives of Canadian young people living with severe physical disabilities.
- **Flexible location of work.** This opportunity supports remote work or equally supports you working from our home office in London Ontario if that suits you better.
- **Consistent salary.** The range for this position is \$65,000-\$80,000 per year with the opportunity for increases on a yearly basis.
- **Physical and mental health benefits.** Sunshine provides a comprehensive and competitive health, dental and Employee Assistance benefits program to support your health and well-being.
- **Commitment to your growth and development.** You would have a budget for your ongoing development each year. Sunshine also provides internal training and ensures consistent coaching and development.
- **Future financial security.** Sunshine offers a group matching RSP program and provides life insurance.
- **Fun work environment.** No success is too small to celebrate! We also recognize the important life moments for our team. We have virtual and in-person events just for the fun of it.
- **Work closely with an experienced leadership team** as we build a strong strategy for growth

Let's talk about you

You are someone who:

- Is passionate about your work and you are looking to apply your skills and talents to lead a multi-year comprehensive campaign with a focus on major-gifts
- Has gravitas and is a known and respected fundraiser, relationship builder and active member of the Charitable Sector in Canada
- Brings knowledge of Campaign Cabinet management and you pride yourself on your network and reputation in the donor community
- Has experience working with high level and high profile volunteers
- Has achieved a bachelor's degree and CFRE or similar accreditation
- Has proven and progressive fundraising experience including experience with multi-year campaigns and success at a leadership level, preferably with major gifts from individuals and corporations (\$50,000+).
- You have managed the donor cycle through identification, qualification, cultivation, solicitation, and stewardship
- Is quick on your feet and is described as innovative, gracious, positive, and driven.
- Likes to work hard, but also have fun
- Brings their outstanding interpersonal, leadership and analytical skills to work everyday
- Has the ability to identify the needs and interests of individual donors, corporate partners, and other funding bodies to develop long-term relationships with Sunshine.
- Has excellent written communication and public speaking skills. Being bilingual is an asset.
- Has excellent organizational and time management skills.

- Is known to be flexible and adaptable in a changing work environment.
- Knows about working with donor management systems, in particular Raiser's Edge NXT.
- Can travel within the London/Toronto area on a regular basis as well as travel nationally occasionally. You have a valid driver's license and regular access to a vehicle.
- Is willing and able to provide proof of vaccination as recommended by federal and/or provincial guidance in accordance with Sunshine's policies.

What will you do in this role?

Reporting directly to and working closely with the Director of Philanthropy, the Campaign Manager is a key member of the Fund Development Team with a strategic role managing the day-to-day operations of Sunshine's comprehensive 5-year campaign.

Fund Development:

- Working with the Director of Philanthropy, build and execute the comprehensive campaign while being instrumental in the development and implementation of future strategic planning in the fund development area.
- Build relationships with donors and team members through great communication skills, building trust and creating an environment where people are comfortable
- Foster strong relationships with key stakeholders such as donors, partners, and volunteers.
- In collaboration with other staff, work with volunteer leaders and others to identify linkage, ability, and interest of major gift prospects.
- Manage the campaign budget
- Maintain a working knowledge of significant developments and trends in non-profit philanthropy
- Develop and oversee an integrated prospect identification, cultivation, solicitation, and stewardship program for all donors.
- Regularly monitor the progress towards goals and targets, and report on the activity and results of campaign programs, initiatives, and staff.
- In partnership with the Director of Philanthropy, champion fundraising and a culture of philanthropy throughout the organization.
- Represent Sunshine in a professional, appropriate, informed, and consistent manner.

Volunteer Leadership:

- Recruit and support the Campaign Cabinet and other volunteer groups as needed to ensure fundraising goals are met or exceeded
- Grow the fundraising volunteer structure, as related to the campaign committees, and participate in the identification, recruitment, training, management, and stewardship of fundraising volunteers.
- Work with campaign committees to develop and achieve performance goals, targets, and metrics for their programs and revenue streams and monitor departmental budgets
- Direct and manage campaign committees through mentorship and inspiration.
- Attend Board and Campaign Cabinet meetings and make presentations to various committees and groups involved with Sunshine as required.
- In partnership with the Director Philanthropy, champion fundraising, and a culture of philanthropy throughout the organization

Sunshine's Purpose:

The Sunshine Foundation of Canada (Sunshine) has been changing the lives of Canadian children and youth living with severe physical disabilities since 1987. Sunshine was a part of the Canadian disability rights movement which

arose around in the latter half of the 20th century. This movement included multiple social movements that took a similar but distinct approach advocating civil rights for almost four million people with physical, sensory, and cognitive impairments. Our purpose is to positively impact the mental health and inclusion of the people we serve through building confidence, independence and hope for the future.

About Our Team:

Sunshine is a team that thrives on working together and we value the contribution of the individual to overall organizational goals. We are committed to the well-being of our team, including their growth and development. Our team is motivated by the change we see in the youth we serve.

We are looking for a leader with a passion for philanthropy, inspiring others, and working in a team environment focused on results.

Next step? That is up to you

Would you like to learn more about this opportunity and how you may be able to join the team at Sunshine? Apply today! We will be filling this position as quickly as possible.

Please submit your cover letter and resume to careers@sunshine.ca

While we sincerely appreciate all applications, only those candidates selected for an interview will be contacted. The Sunshine Foundation of Canada is an equal opportunity employer.

Please explore www.sunshine.ca for more information about Sunshine.