

JOB POSTING

Senior Manager Corporate Partnerships



The Senior Manager, Corporate Partnerships is responsible for the cultivation, solicitation, and stewardship of current and prospective corporate relationships. The Senior Manager, Corporate Partnerships is a member of the Development Team and will identify and articulate opportunities for donations, grants, sponsorships and cause-marketing partnerships to create new revenue streams to support the mission, vision and values of Daily Bread Food Bank.

Job Title:	Senior Manager Corporate Partnerships
Reporting to:	Vice President, Philanthropy
Location:	191 New Toronto Street, Toronto, ON, M8V 2E7
Start date:	Immediately
Salary:	Level 10 (\$75,000 -\$85,000 per year); commensurate with experience
Terms:	35 hours a week / Permanent – Full-time

Key Performance Measures

- Revenue growth.
- Portfolio growth. Managing current donors, identifying and qualifying new prospects.
- Key metrics for calls, visits (including metrics for engaging senior leadership and senior volunteers on calls and visits) funding requests made and funding success.
- Developing sponsorship and cause-marketing opportunities.
- Donor movement through stages of research, qualification, cultivation, solicitation and stewarding.

KEY RESPONSIBILITIES

Major Gift (\$10K+) portfolio development and management

- Contribute to Daily Bread's annual revenue goals by securing and renewing partnerships and donations from corporations \$10,000 and higher
- Conduct prospect research, identification and qualification to grow the portfolio of corporations capable of making annual contributions of \$10,000 or more
- Develop, manage, and report on a portfolio of ~125 major corporate donors
- Design and implement thoughtfully conceived and tailored strategies for donor solicitations including the development of proposals, presentations, call notes and donor recognition
- Manage corporate recognition and stewardship plans for key corporate relationships in line with organization framework and policies
- Ensure that donor contacts and actions are recorded in the fundraising database (NXT/RE) and maintain accurate electronic and hard copy files as required.
- Working with colleagues on the Development team and in other departments, initiate, develop, and execute new corporate events, promotions and engagement opportunities to excite current donors to give at new levels and entice new companies to give.
- Work with Community, People and Culture and Operations to develop an engaging Employee Volunteer Program that can be priced and promoted to Corporate Partners to build a pipeline or new mid and major prospects.

Mid-Level (\$1K-4,999) Strategy Management

- Working with VP Philanthropy, and Direct Report(s) develop long term and annual Mid-Level plans.
- Oversee the implementation of a Mid-Level strategy that cultivates, solicits and stewards Mid-Level Corporate Partners to bridge the gap between Annual Giving and the Corporate Major Gift portfolio to feed the pipeline.
- Supervise the engagement of Corporate partners for the employee volunteer program and drive workplace fundraising opportunities.

Portfolio monitoring and reporting

- Work with the VP Philanthropy to develop annual budgets, goals and work plans.
- Use database analytics and architecture to enhance cultivation, stewardship and solicitation.
- Record all donor contacts in the fundraising database (NXT) and maintain accurate electronic and hard copy files on all major gift donors.
- Produce monthly reports on the prospect pipeline and moves management.
- Develop best practices approaches to employee engagement, CSR programs, sponsorships and cause-marketing.
- Participate in activities to develop and share new ideas that will result in better work practices and collective, team-based success to achieve target fundraising results.

Other

- Attend functions as appropriate to promote Daily Bread and its programs to supporters and prospects.
- Ensure corporate partnerships are in line with Daily Bread's gift acceptance policies.

Team Coaching and Supervision

- Work with (1) direct report to clearly articulate project goals, activities, timelines and budgets.
- Oversee account management for Mid-Level (\$1-9,999) and Major Gifts (\$10K+)
- Develop best practice approaches to Corporate Partner recognition, cultivation, stewardship and program development.
- Participate in activities to develop and share new ideas that will result in better work practices and collective, team-based success to achieve target results.
- Develop opportunities and plans that support the continuous professional development and growth

Position Requirements

The Senior Manager, Corporate Partnerships will have a combination of the following elements of experience and credentials, demonstrated core competencies and compelling personal attributes.

Professional Experience & Credentials

- Post-secondary degree in fundraising, marketing, communications, or related field. A combination of relevant education and experience, including business development or sales, may be considered.
- CFRE an asset.

- 5-7 years of progressive experience in achieving corporate fundraising targets (or comparable sales/business development experience).
- 5-7 years managing sponsorships and other corporate partnerships.
- Sound knowledge of donor cultivation, recognition and stewardship best practices.
- Exceptional oral, interpersonal and presentation skills and the ability to motivate and inspire others and build relationships in support of Daily Bread.
- Ability to produce stimulating and informative written proposals and presentation decks.
- Demonstrated skill and comfort in proactively building relationships with prospective supporters.
- Excellent judgment and creative problem-solving skills.
- Ability to make decisions in a changing environment and anticipate future needs.
- Sound numeric ability and experience using Excel and other Office software.
- Passionate about eliminating poverty, and food security issues.

Personal Characteristics

- Can articulate the vision and aspirational goals of Daily Bread into a clear and compelling presentation to senior corporate leaders and employee groups.
- Is passionate about the mission of Daily Bread.
- Works well within a team as a cooperator and team contributor.
- Energetic, flexible, collaborative and proactive.
- Driven to meet targets and rises to the challenge of stretch goals.
- Computer literate and able to work effectively with fundraising software to drive results.
- Ability to work with sensitive information with complete confidentiality.
- Must be able to work occasional evening and weekends

Other Considerations for you:

- Creative, kind, fun, and passionate team culture.
- We take our mission seriously, but not ourselves.
- Active social committee
- Free daily homemade lunches.
- Flexible working conditions with an expectation of ~20% on-site for donor meetings/tours etc.
- Permanent, full-time position. Regular business hours, Monday to Friday with occasional events that you can accrue lieu time for.
- Driving license an asset
- Funds for professional development, comprehensive benefits plan, and matched group RRSP.

How to Apply

To be considered, applicants must submit a **resume** by **August 19th, 2022** to Human Resources – hr@dailybread.ca. Interviews for the position will be conducted on a rolling basis.

Daily Bread Food Bank is an equal opportunity employer and encourages applications from members of designated groups. Persons with disabilities who need accommodation in the application process, or those needing job postings in another format, please e-mail a request to Human Resources.

To support Daily Bread's mandatory Covid – 19 vaccination policy, candidates/employees being considered for employment are required to provide proof of vaccination as a condition of employment prior to their start date unless they have been provided with accommodation in accordance with the Human Rights Code.

Daily Bread Food Bank thanks all individuals who apply for this position and will only contact candidates who are selected for an interview.