

# Director of Development



The International Institute for Sustainable Development (IISD) - Experimental Lakes Area (ELA) is one of the world's most influential freshwater research facilities. It features a collection of 58 small lakes and their watersheds in Northwestern Ontario, Canada. For over 50 years, scientists at the ELA have conducted whole-ecosystem experiments and made significant scientific discoveries related to issues such as acid rain, mercury from air pollution, algae blooms, and pharmaceutical chemicals in water.

## **The Opportunity**

IISD-ELA is looking for a dedicated, experienced, and energetic professional to join its team as Director of Development. Reporting to the Executive Director of IISD-ELA, the successful candidate will raise funds to support operations and strengthen the organization's presence with particular emphasis on Manitoba and Ontario. The Director of Development will raise funds to realize the vision of a renewed ELA through operational support, the establishment of an endowment fund to provide future operating income, the raising of funds for capital expenditures, and the creation of sponsorship opportunities.

## **Responsibilities:**

- Developing, implementing, and executing on a strategic plan for major gifts and annual planned giving
- Raising funds and managing policies, programs, budgets, and initiatives in the area of major gifts and planned giving from corporations, foundations, and individual donors
- Providing visionary and strategic leadership to the Board of Directors
- Advising the Executive Director and the Board on matters of development strategy planning and revenue status
- Creating and working effectively with a team of volunteers who can assist with opening doors and making fundraising calls
- Identifying, analyzing, and solving situations that impact or may affect the organization's ability to achieve its philanthropic financial goals; ensuring the organization has a clear understanding of current market conditions and trends; identifying the target markets for new donor development activities
- Researching, sourcing, and soliciting suitable fundraising opportunities and grants
- Developing, leading, and executing policies and procedure for all fundraising initiatives in regards to prospect identification, cultivation, solicitation, and stewardship
- Managing his/her own prospect list through identifying, cultivating, soliciting, and stewarding major planned gifts
- Leading small fundraising events
- Collaborate and implement strategies on social media, publicity, marketing, and communication efforts where needed

## **EDUCATION & EXPERIENCE**

- Related University or College degree
- Minimum 5 years of fundraising experience in a not-for-profit organization
- Proven experience and results in developing and implementing annual giving and major gifts programs
- Proven track record in cultivating and maintaining relationships with volunteers and donors
- Membership to the Association of Fundraising Professionals
- Must possess a valid driver's license
- CFRE designation is an asset

## **SKILLS & ABILITIES**

- Adept at working with fundraising software (Salesforce), database management, and Microsoft Office suite
- Strong analytical and problem solving skills
- The ability to supervise and motivate volunteers and staff
- Strong written and oral communication skills

Location: Winnipeg, MB.

Compensation: \$75,000 - \$85,000.

Closing Date: February 2, 2018 1pm

If you believe you can make a strong contribution to the Experimental Lakes Area as Director of Development, please submit your resume at <https://iisd.bamboohr.com/jobs/view.php?id=11>.