



FAMILY SERVICES OF THE NORTH SHORE

Position: Director of Development
Position #: 18-1200
Reports to: Executive Director
Location: North Vancouver Office
Closing Date: December 9, 2018

ARE YOU

An inspirational leader and role model, a visionary, a change agent, a warm and engaging relationship builder, goal driven and results orientated, recognized for your success in achieving financial targets, looking for a challenge and an opportunity to take an impactful organization to new financial heights? The Director of Development for Family Services of the North Shore may be the perfect fit for you.

ABOUT US

Dynamic, innovative and at the forefront in providing community services and programs for children, youth, adults, couples and families from diverse cultural and economic backgrounds, Family Services of the North Shore has a rich history of making a deep and lasting impact on our community. Our 50+ staff and contractors and 300 volunteers serve over 9000 people each year in support of our vision to create a healthy community where everyone can live full and meaningful lives.

ABOUT THE JOB

Building on Family Services of the North Shore's success in raising over \$1.6 million annually, as a member of the Agency's leadership team, you will spearhead the organization's fundraising growth and sustainability. You will increase financial support with a development plan and strategies that focus on major gifts, gift and estate planning, annual gifts, direct mail, special events and capital projects.

You will expand the individual, foundation, private funder and corporate base by designing, implementing and managing a comprehensive solicitation, cultivation, recognition and stewardship program. You will formulate and implement a strategy for prospect identification, evaluation and cultivation. You will create lasting relationships with major donors and key stakeholders. You will increase revenue through foundation, corporate community investment grants and sponsorships.

You will lead, coach and manage a staff team with goal setting and accountability as the foundation for your leadership and the team's success. You will recruit, train and work with senior level volunteers who are engaged in the organization's fundraising events and initiatives and work with the Board of Directors to enhance fundraising knowledge and capacity. You will develop relationships with community leaders to garner support for Family Services of the North Shore.

YOU ARE

- A senior level professional, highly regarded for your leadership and success in fund development.
- A critical, analytical thinker with exceptional business, financial management and strategic planning acumen.
- A natural born marketer, able to match the interests of philanthropic investors with an organization's priorities.
- A motivator, coach and mentor for your staff, who play a key role and who you hold accountable for your success in reaching goals and fundraising targets.
- Skilled in identifying, recruiting and working with senior level fundraising volunteers.
- An engaging communicator, writer and presenter.
- A creative self-starter with a proactive, collaborative work style.
- An ambassador for the organization, able to increase its profile through spearheading successful fundraising initiatives and campaigns.

MUST HAVES

- A minimum of 5-7 years' experience as a senior development executive or development director.
- Full understanding of and experience with the integration of donor database systems for the purpose of donor communication, stewardship and moves management.
- Competency in managing multiple tasks with competing priorities and deadlines.

NICE TO HAVES

- Experience in the social service sector
- AFP member
- CFRE certification
- Working knowledge of Donor Perfect or Raisers Edge

THIS JOB IS FOR YOU

- ✓ You are seeking a permanent, full-time position.
- ✓ You would like to be the driving force for this thriving organization's fund development growth and sustainability, work with passionate staff and volunteers and make a difference in the lives of families.
- ✓ You would like to work for an organization that respects its employees, values diversity and work/life balance and provides a workplace where interactions are carried out in the spirit of collaboration, cooperation and communication.

Forward your resume and covering letter in confidence to:

Kathleen Whyte - Senior Manager of Human Resources
careers@familyservices.bc.ca

While we thank all applicants for their interest, only short-listed candidates will be contacted.