

# Job Opportunity



## Why the Y?

The YMCA of Southwestern Ontario is committed to the development of healthy communities. Our locations, programs and services are designed to help our members and participants grow in spirit, mind and body and are open to people of all backgrounds, beliefs, and abilities.

## At the YMCA

- you will feel connected to community, when your work positively influences the lives of others in so many ways.
- you will meet new people, while working at one of the most respected human services organizations in the world
- you will expand your knowledge base, where you can flourish in values-based environment.
- you will have career development opportunities where you build a better future for yourself and others.
- you will experience a rewarding job by helping support the building of healthy communities.

The YMCA of Southwestern Ontario is a multi service, non-profit values-based charity that serves Windsor-Essex, Sarnia-Lambton, Chatham-Kent, London, Middlesex-Elgin, Huron-Perth, and Oxford counties. Our services include Health Fitness and Aquatic branches, Child Care Services, school age programs, day and overnight camp programs, community programs and newcomer services across the region. Our commitment includes a special focus on the region's children and youth. From the kids in our camps and those participating in soccer and swimming lessons, to youth who are new to our communities from around the world, the Y is committed to helping our next generation to grow and thrive, as healthy individuals and passionate future leaders. As a charity, the YMCA is open to all and through our fundraising and philanthropy work we ensure everyone has access to our programs and services.

Y" not join the thousands of members, employees and volunteers in the region to share our vision of a healthy community?

As we continue to grow, we have a need for the following position:

**Date:** January 19, 2023

**Position:** Development Manager- Annual Giving

**Location:** Wortley YMCA

**Start Date:** Immediately

**Compensation:** Salary to be determined based on experience \$65,000-\$75,000

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## **Benefits:**

- successful candidates will be eligible to participate in our full benefit plan upon successful completion of their 90-day probationary period
- A complimentary YMCA membership (family or personal) which encourages you to embrace the Y's philosophy of health and well-being
- A discount on our Child Care and Camp programs
- This position has a hybrid work setting

## **Responsibilities:**

Under the leadership of the Vice President of Development, the Manager of Annual Giving is responsible for the overall annual giving strategy, building and sustaining a culture of philanthropy. Ensures compliance with all CRA regulations and laws, maintains accountability standards to donors and ensures compliance with AFP principles of standards of professional conduct for fundraising executives. Ensures establishment and compliance with the YMCA's own fund development policies and procedure.

- Lead and support the annual fundraising campaigns, while building a philanthropic culture throughout the YMCA
- Cultivate relationships, solicit gifts, and provide excellent stewardship to donors
- Establish community fundraising and member engagement plans, goals and metrics
- Provide leadership and develop strategy for increasing YMCA financial resources through a comprehensive annual giving program
- Focus on donor acquisition and cultivation as a pipeline for giving while working closely with philanthropic partners in the YMCA
- Successfully integrate a donor centred fundraising approach throughout the organization
- Support local communities with fundraising goals, while building plans to achieve success including, events, individual giving, sponsorship and community grants
- Assess needs and explore new and creative methods to acquire and retain donors
- Execute and lead signature fundraising event YMCA Women of Excellence (every two years)

## **Qualifications & Experience:**

- 5 years fundraising experience with a focus on community, broad-based fundraising and annual campaigns, donor relations and stewardship or skills in a similar field
- Proficient with Microsoft Office (Excel, Word, and Power Point) and knowledge of CRMs
- Ability to develop relationships quickly and easily
- Must be able to work well under pressure and manage multiple tasks and priorities
- Approaches all tasks and responsibilities from a customer service perspective
- Strong problem-solving and organizational skills; effective time management and ability to meet deadlines; ability to manage a flexible schedule

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- Reliable transportation and valid G class drivers' license to facilitate travel between branches

- CFRE designation considered an asset
- Current and satisfactory Police Records check
- It is a YMCA of Southwestern Ontario requirement that all employees and volunteers have a minimum of two vaccinations against COVID-19. Exemptions will be granted upon receipt of acceptable proof of a permissible Human Rights Code ground. This requirement has been *suspended* effective June 30, 2022. It may be reinstated in future should the state of public health in our communities require it.

## Competencies:

- Evolve in Professional Capability – Commit to being better
- Achieve Excellence and Authenticity – Show up with the best version of you
- Develop the Potential in Others – Help people grow and lead
- Create a Culture of Connection – Build bridges between people and partners
- Think and Act Strategically – Make good decisions and act on them
- Make an Intentional Impact – Advance the strength and cause of the Y

## To Apply:

1. Submit resume and cover letter to [christina.harley@swo.ymca.ca](mailto:christina.harley@swo.ymca.ca)
2. Deadline for application is February 3, 2023
3. Please submit a cover letter in addition to your resume indicating your salary expectations.

We thank all applicants for their interest; however only those selected for an interview will be contacted.

**The YMCA of Southwestern Ontario is committed to providing a barrier-free environment for all stakeholders including our members/participants, employees, job applicants, suppliers, and any visitors who may enter our premises, access our information, or use our services. As an organization, we respect and uphold the requirements set forth under the Accessibility for Ontarians with Disabilities Act (2005), and its associated standards and regulations.**

Want to know more about us, visit us at: <https://www.ymcaswo.ca/>