



**Manager, Corporate Partnerships  
Philanthropy**

**Status:** Permanent Full-Time

**Classification:** FD 4

**Location:** Edmonton, Alberta

The Canadian Red Cross Society, a non-profit, humanitarian organization dedicated to helping Canadians, as well as the most vulnerable throughout the world, is seeking a Manager, Corporate Partnerships for the Philanthropy department. Reporting to the Senior Manager, Corporate and International Giving, this position is responsible for supporting the implementation of an integrated corporate partnerships strategy that meets annual revenue requirements. The incumbent will manage existing partnerships and actively pursue new corporate partners for core program support and in addition, will support disaster appeal (international and domestic) fund development activities.

**Key Responsibilities**

- Maintains corporate donor engagement with existing donors through effective stewardship.
- Grows and diversifies the corporate partner donor base through pipeline development and pro-active outreach.
- Identifies and qualifies corporate supporters with capacity to give at the \$50,000 plus level.
- Establishes and implements cultivation, solicitation and stewardship “moves management” strategies to maximize donation and sponsorship revenue.
- Through communication and collaboration, integrates high-level strategies with the mid-level giving team to ensure donor relationships are developed and transitioned effectively.
- Conducts prospect research, identification and qualification, as well as maintains current knowledge of development trends (sponsorship, licensing, cause marketing and gift in-kind).
- Participates in the development of the Corporate Partnership business plans.
- Identifies opportunities to enhance the efficiency and effectiveness of portfolio programs.
- Models effective team participation and leadership, ensuring high standards of delivery, competence and stewardship based on accountability and skills development.

**Qualifications**

**Education and Experience:**

The minimum qualifications for this role are a Bachelor’s degree, with five years of job-related experience, including relationship management securing \$10,000 + gifts personally or within a team environment, or an equivalent combination of education and experience.

**Knowledge:**

- Extensive knowledge of key markets and established networks

**Abilities and Skills:**

- Strong communications (written and oral) skills in English
- Exemplary interpersonal and relationship-building skills
- Demonstrates tact, diplomacy and confidentiality
- Strong computer skills in MS Office Suite (Excel, Word, Visio and Power Point)
- Ability to develop, communicate and execute strategies to achieve outstanding results
- Ability to work effectively in a fast-paced environment
- Ability to work independently and as part of a dynamic team
- Valid provincial Class 5 driver’s license
- First Aid certification or willingness to take training

**Assets:**

- Fluency in a second language
- CFRE (Certified Fundraising Executive) designation, or in progress
- Experience working with diverse populations and an understanding of cultural difference

**Working Conditions**

- Travel is a regular part of the job
- Will be required to work non-traditional hours to meet the needs of donors, volunteers and during times of a disaster response and/ or appeal

**This position requires a successful Canadian criminal record check and a satisfactory driver's abstract.**

**Applications**

Interested parties may submit a resume and cover letter by **August 18, 2017** by quoting competition **#17-0718-A** to:

The Canadian Red Cross Society  
Attn: Susan Larkin, Senior Director, Philanthropy  
E-mail: [wz-careers@redcross.ca](mailto:wz-careers@redcross.ca)

The Canadian Red Cross is an equal opportunity employer. While we appreciate all responses, only candidates under consideration will be contacted. Please note that relocation funding is not available for this position.