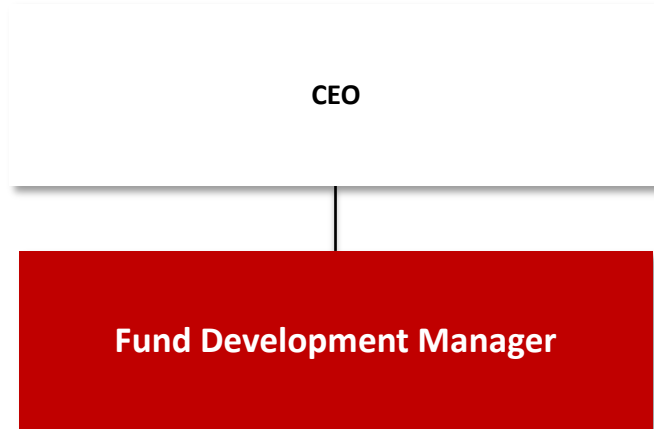


Fund Development Manager

Reporting Lines



Department	Fund Development	Reporting to	CEO
Salary Range	\$60,000 to \$70,000 per year	Term	Full-time
Location	GTA preferred	Working hours	40 Hours per week

About AFH Canada

With the world facing growing humanitarian needs, taking action for humanity has never been more important. We're on the ground in countries across the globe providing aid, building resilience and laying foundations for a better future.

Our interventions are built around the Humanitarian Development Nexus. When emergencies strike, we act and mobilise. We respond immediately to ensure the most vulnerable are protected, basic needs are met, and lives are saved. Our work is driven by immediate response and delivery, but we stay long after a disaster to help restore lives and recover communities. Our accumulated knowledge, effective delivery mechanism, and centralised model allow us to reach those in need, faster.

Responsibilities

Revenue Generation

- Design and monitor the implementation of the organizations Fund Development operational plan to meet revenue targets aligned with the mission, vision, and strategic direction of the organization.
- Introduce the organization to new donors and devise a plan to maintain existing donor relationships and partnerships.

- Strengthen existing streams of revenue and use data to devise strategies for targeting different donor segments.
- Explore and develop new relationships and partnerships with the goal of widening the community outreach and increasing the number of new donors to the organization.
- Manage key stakeholder relationships by holding regular meetings, providing feedback on donations and exploring what the organization can offer them.
- Speak at events about the organizations work, and inspire the audience to donate towards different causes.
- Utilize all national and personal social media platforms to promote the organizations messaging, campaigns, activities and appeals.

Management

- Manage the junior staff in the department and provide the required training and motivation that will lead to their success.
- Manage the growth of the department ensuring departmental work plans are implemented and progress is tracked.
- Participate in the Senior Leadership Team meetings, and contribute to discussions that will lead to the growth of the organization as a whole.

General

- Create reports for the CEO and the Board as required.
- Support the wider AFH Canada team in creating opportunities for community engagement.
- Work closely with Marketing and Donor Care to collaborate on revenue generation activities.
- Any other duties as necessary.

Our Values

Believe in the cause

We believe in changing a situation from negative to lasting positive; helping those in need; saving and transforming lives for the better is what drives us.

Work together

Teamwork is the backbone of our work's success.

Give with grit

Being a "gritty" person means perseverance and passion for long-term goals; hence, freely giving with courage, conscientiousness, and resilience; acting with optimism, confidence, and creativity as you strive for excellence.

Make life better

Ultimately, our work is to make life, in its holistic sense, better for everyone, and everything, including the environment.

Job Requirements

Education	<ul style="list-style-type: none"> • Degree in a related field, such as non-profit fundraising
Experience	<ul style="list-style-type: none"> • 3+ years' experience of a working in sales or fundraising, preferable within the charity sector • Experience building relationships and networking within the community • Experience leading teams towards achieving set targets and goals
Skills	<ul style="list-style-type: none"> • Knowledge of key players in the local community • Good existing relationships with community leaders • Ability to motivate and speak at events and conferences • Strong organizational skills with the ability to prioritize and plan work, set and achieve deadlines • Strategic thinker that can see the big picture • Negotiation and influencing, with tact and diplomacy • Interpersonal, written, and verbal communication skills • Teamwork and collaboration, with the ability to inspire others • Good competency with IT, including MS Office
Languages	<ul style="list-style-type: none"> • Strong written and spoken English essential • Knowledge of Arabic or Urdu desirable
Other	<ul style="list-style-type: none"> • Driving license and access to a vehicle • Have a flexible approach to work to accommodate events, conferences and work activity

Our Offer

- Competitive salary commensurate with experience and other qualifications
- Comprehensive medical insurance package
- Paid vacation, sick, and family days
- Employee awards and recognition
- Company investment in your career growth with paid training opportunities

If you are interested in this position, please email a cover letter and resume to hr@actionforhumanity.ca with the subject heading 'Fundraising Development Manager'.

All applications are appreciated; however, please note that only those candidates selected for an interview will be contacted.