



Campaign Major Gifts Officer

Are you passionate about transforming the lives of Canadians living with disabilities and using your fundraising expertise for meaningful impact and transformative change?

Does the challenge of playing a key part in building a state-of-the-art, national Dog Guide training school get your tail wagging? Are you an experienced fundraising looking to find that project that matches your intrinsic desire to do good work and help people? If so, look no further for your next career adventure and join the dynamic Capital Campaign team at Lions Foundation of Canada Dog Guides (LFCDG).

Lions Foundation of Canada Dog Guides empowers Canadians living with disabilities to navigate their world with confidence and independence by providing a Dog Guide at no cost and supporting them in their journey together. LFCDG is the only school in the world to train Dog Guides in seven distinct programs and serves 150 -200 clients annually while supporting over 1,100 active clients across Canada. LFCDG is in Oakville, ON, with a breeding and training facility in Breslau, ON.

The Opportunity:

We have launched our largest ever capital campaign of \$50 Million to build a new, purpose-built facility that will be the largest of its kind in Canada with an emphasis on accessibility and excellence. The Campaign Major Gifts Officer is responsible for identifying, cultivating, soliciting, and stewarding individuals and foundations, and managing the national campaign with Lions clubs.

The Campaign Major Gifts Officer will play a key role in the achievement of the goals for the campaign, working closely with campaign volunteers and donors to ensure the success of this transformational fundraising initiative.

Position Summary:

Reporting to the Director, Capital Campaign, the Campaign Major Gifts Officer is responsible for identifying, cultivating, soliciting, and stewarding individuals, corporations, and foundations.

An experienced fundraising professional, the Campaign Major Gifts Officer will be a key resource in the achievement of the goals of the campaign. This includes management of major gifts donor relationships at all stages of the development cycle and identifying new prospective major gift donors.

Key Duties & Responsibilities:

- Develop and implement plans and strategies that identify, engage, cultivate, solicit, and steward a major gift pipeline of individual, corporate, and foundation donor prospects
- Manage all aspects of a portfolio of approximately 100 active prospects with the potential to make a new major gift.
- Develop donor solicitation and engagement strategies.
- Prepare compelling and strategic fundraising materials including briefing notes, proposals, acknowledgements and impact reports.
- Develops and implement personalized stewardship programs and ensure fulfillment of pledges, donor recognition and acknowledgements are timely.
- Organize cultivation and stewardship activities such as tours and events.
- Contribute to the strategy and implementation of campaign naming initiatives.
- Coordinate moves management while maintaining donor and prospect records in Salesforce.
- Analyze and monitor progress towards established goals; recommend adjustments as required to meet targets.
- Maintain and provide timely reports on key activity and results
- Attend events and speaking engagements to increase awareness and support.

You will bring to the opportunity:

- Minimum of five years of progressive fundraising experience s with proven success in the non-profit sector.
- Demonstrated success in soliciting and stewarding individual donors at the \$25,000+ level.
- Capital campaign experience is a definite asset
- Possess a passion for philanthropy and a strong understanding of donor relationship management.
- Excellent relationship-building and interpersonal skills.
- High degree of integrity, discretion, judgment, diplomacy and tact and an understanding of requirements to preserve confidentiality.
- Superior verbal and written communication skills, including public speaking.
- Grant writing experience is a definite asset
- Strong organization and analytical skills.
- Superb customer and donor relation skills.
- Ability to develop and manage a program budget.
- Demonstrated ability to meet deadlines and to work in a results-orientated environment.
- Demonstrated proficiency with MS Office and fundraising databases (Salesforce).
- Bilingualism considered an asset.
- Comfortable and familiar with dogs.

- Available to work flexible working hours including occasional weekends and evenings as required
- Occasional travel is required.
- Vulnerable Sector Police Background Check required.
- Valid Driver's License required.

Job Type: Full-Time, 2 year contract with the possibility of extension.

Our Values:

- Integrity
- Diversity & Inclusion
- Excellence
- Empathy
- Respect

Benefits:

- Dental care
- Employee assistance program
- Extended health care
- Life insurance
- Paid vacation
- RRSP

If you are looking for a challenging opportunity to demonstrate your major gift capabilities and a place to let your innovative thinking shine, please send your resume and a cover letter stating why you are interested in becoming LFCDG's new Campaign Major Gift Officer, and how your skills set you apart by July 30, 2024 to HR@dogguides.com

Lions Foundation of Canada Dog Guides is committed to employing people from diverse backgrounds, and we actively demonstrate inclusiveness through fair, equitable, and accessible hiring practices. We recognize the strength of different experiences, backgrounds, and perspectives and welcome candidates who identify as visible minorities, Indigenous people, persons with disabilities, and persons within the LGBTQ+ community. We feel it is important as an organization that all people have access and opportunity to be employed, to be valued, and to be respected. Accommodations for job applicants with disabilities will be provided upon request during the recruitment, assessment, selection and placement process. Alternative format available on Request.