



Campaign 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 fundraiser 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. Reporting to the Director, Capital Campaign, the Campaign Officer is responsible for identifying, cultivating, soliciting, and stewarding individuals and foundations, and managing the national campaign with Lions clubs.

The Campaign 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 of the Campaign, the Campaign Officer will develop and execute strategies to cultivate and secure gifts (\$5,000+) from mid-level donors and ensure appropriate recognition and ongoing stewardship. This position will manage the campaign with Lions clubs across Canada to achieve the remaining goal of \$1M+.

Key Duties and Responsibilities:

- Develop and implement plans and strategies that identify, engage, cultivate, solicit, and steward a pipeline of individual and foundation donor prospects, as well as service clubs
- Manage the Lions' campaign by working closely with campaign volunteers and committees, supporting the campaign strategy, developing solicitation strategies and providing the required support
- Develops and implement personalized stewardship programs and ensure fulfillment of pledges, donor recognition and acknowledgements are timely
- Coordinate moves management while recording all donor and prospect details in Salesforce
- Maintain and provide timely reports on key activity and results
- Conduct tours and participate in cultivation and stewardship activities
- Attend events and speaking engagements to increase awareness and support

You will bring to the opportunity:

- Minimum of three years of direct experience soliciting and stewarding individual donors at the \$5,000+ level.
- Experience managing the donor cycle through identification, cultivation, and solicitation to stewardship story of building new and long-term relationships with donors including helping transform 'mid-level' donors to 'major gift' donors.
- Capital campaign experience is a definite asset
- Possess a passion for philanthropy and a strong understanding of donor and volunteer 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.

Our Values:

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

Job Type: Full-time 2-year contract with the possibility of extension

Benefits:

- Employee assistance program
- Extended health care
- Dental care
- Paid vacation

If you are looking for an exciting opportunity to demonstrate your campaign and fundraising 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 Officer by July 30th 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.