



Join Our Team!



Director, Fund Development

**The YMCA-YWCA of Winnipeg is expanding its fundraising team!
Don't miss this opportunity – apply today!**

For 140 years the YMCA-YWCA of Winnipeg has been at the heart of communities in Winnipeg – helping people of all backgrounds, ages and abilities live engaging, more rewarding lives. We're an inclusive, charitable organization that is committed to nurturing the potential of children, teens and young adults, families, and seniors by promoting healthy living and fostering a sense of social responsibility. To learn more about us, visit ywinnipeg.ca/our-cause.

Summary

Reporting to the VP, Philanthropy, Engagement & Impact, this new position is responsible for leading and executing the Y's overall fundraising priorities. As Director, Fund Development, you will focus on developing successful donor relationships which will enable the organization to achieve exponential impact growth within our community.

Responsibilities

- ✓ Collaboratively develop a culture of philanthropy at the Y
- ✓ Establish and maintain key relationships with donors and volunteers
- ✓ Generate awareness of the Y as a charity in the community and help further develop our cause-centered workplace
- ✓ With the VP, develop and implement the Y's overall fund development strategy
- ✓ Lead and manage capital campaigns and create other opportunities for annual giving, special events, and sponsorships
- ✓ Develop stewardship strategies and tactics
- ✓ Data-mining and analysis
- ✓ Achieve fundraising revenue targets

Qualifications

- ✓ Undergraduate degree and CFRE designation preferred
- ✓ Experience developing fundraising programs and their related budgets
- ✓ Experience in the successful management of capital campaigns
- ✓ Successful achievement of fundraising targets, stewardship, and donor retention
- ✓ Experience data mining, conducting research, and analysing and evaluating results
- ✓ Exceptional project management skills, the ability to meet tight timelines and prioritize work
- ✓ Highly organized with the ability to manage multiple priorities and tasks
- ✓ Excellent written and verbal communication skills
- ✓ Able to build effective relationships and work constructively with cross-functional teams

**If you want to work with great people and make a difference,
then the Y is the place for you**



Submit your cover letter and resume by 4:30 pm, June 26, 2023, to:

Human Resources
WIN-Resumes@ymanitoba.ca

The Y is committed to providing an inclusive environment where diversity is welcomed and encouraged. If you require accommodation during any part of the recruitment or selection process, please don't hesitate to reach out. This includes providing you with alternate formats of this posting.

The Y is entrusted to provide a safe environment for children and vulnerable individuals. All applicants will be thoroughly screened through a review process including Police Record Checks with Vulnerable Sector Search and Child Abuse Registry Checks.

We thank you for your interest; however, only applicants selected for an interview will be contacted.

