

Senior Development Officer

Development

Applicants are to clearly demonstrate how they satisfy the selection criteria in their written submissions and must identify the competition number they are applying for in the subject line of the email.

An eligibility list may be created for similar casual, part-time, full-time, and term positions

DUTIES

The Senior Development Officer's primary responsibility is to fundraise for Red River College, with a major gifts focus to identify, build and grow relationships with current and prospective donors (individuals, corporations, foundations, association and organizations with the capacity to contribute gifts will be part of this portfolio) and to secure funding for College initiatives. Building relationships with high net value potential donors and securing external funding ensures the stability of academic programs, college revenue, graduation rates, a positive corporate image and is critical to RRC's future.

REQUIRED QUALIFICATIONS

- University degree in Business Administration, Arts or related field of study. An equivalent combination of education and experience may be considered
- Knowledge of concepts, principles, best practices and ethics of fundraising
- Experience in prospecting and securing new individual and corporate donors, closing five- and six-figure gifts, based on annual goals
- Proven experience developing fundraising campaigns and meeting/exceeding major gift targets
- Knowledge of development, implementation, evaluation of strategic fundraising plans
- Several years experience with an increasing level of responsibility within a fundraising environment
- Knowledge of economic impacts and industry sectors
- Demonstrated ability in developing and maintaining relationships with internal and external stakeholders
- Ability to work under pressure while adhering to tight deadlines and managing competing priorities to achieve multiple fundraising targets
- Advanced verbal and written communication skills including the ability to persuade and negotiate with a variety of stakeholders
- Ability to present to a variety of stakeholders
- Excellent critical thinking skills to problem solve, develop trust and credibility with prospects and donors
- Ability to direct and advance a project from inception to completion to encourage collaboration among participants
- Association of Fundraising Professionals member or eligible to become a member
- Values Diversity, Equity, and Inclusion
- Commitment to lifelong learning

ASSETS

- Certificate in Fundraising Management
- Experience with Raiser's Edge or equivalent database
- CFRE designation or ability to acquire

CONDITIONS OF EMPLOYMENT

- Applicants must be legally entitled to work in Canada
- This position may be required to work evenings and/or weekends
- Incumbent must provide a current and satisfactory Criminal Records Check
- Valid Class 5 Drivers' License

COMPETITION NUMBER

2021-059

CLOSING DATE

May 14, 2021

SALARY

\$63,548 - \$86,962 per annum

POSITION LOCATION

Notre Dame Campus
(Winnipeg, MB)

POSITION TYPE

2 Full-Time Positions Available

APPLY BY EMAIL TO

humanresources@rrc.ca

Red River College is a leader in applied learning and innovation. Our talented team of employees is passionate about education, innovation and student success. We offer competitive salaries, extensive benefits and the opportunity for personal and professional growth in a rewarding career.

At Red River College we are committed to fostering an inclusive environment, where all employees and students feel valued, respected and supported. The College seeks to increase diversity among its community members and welcomes applications from women, Indigenous persons, racialized persons, persons with disabilities, persons of all sexual and gender identities and others who may contribute to the further diversification of ideas. All qualified candidates are encouraged to apply; however, Canadians and permanent residents will be given priority.



Red River College is committed to providing accessible employment, and ensuring that our recruitment, assessment and selection process is barrier free. If a candidate requires accommodation during the hiring process, Human Resources Services will work with the individual to meet their needs. We thank all applicants for their interest, but only those selected for an interview will be contacted. For more information and other employment opportunities, visit rrc.ca/hr