



AGA KHAN FOUNDATION CANADA – FONDATION AGA KHAN CANADA

Corporate Engagement, Manager – Eastern Canada (Based in Toronto)

*Are you looking to apply your management and leadership skills to make a positive social impact?
Do you have a knack for building strong relationships with various stakeholders?
Are you keen to uncover trends and analytical insights?*

Aga Khan Foundation Canada (AKFC) is a non-profit international development agency, working in Asia and Africa to find sustainable solutions to the complex problems causing global poverty. AKFC concentrates on a number of specific development challenges in health, education, rural development and civil society. In Canada, AKFC raises funds, builds partnerships with Canadian institutions, and promotes discussion and learning on international development issues. Established in 1980, AKFC is a registered Canadian charity and an agency of the worldwide Aga Khan Development Network (AKDN).

The Position

AKFC is seeking a **Corporate Engagement Manager** to join its Resource Development Team in Toronto. This is an important sales and relationship management role that ensures the participation and growth of fundraising revenue, with a focus on workplace teams and corporate giving for AKFC's signature national fundraising campaigns – the World Partnership Walk and World Partnership Golf tournaments. It is a dynamic and collaborative position that entails corporate stakeholder engagement, account management, resource development and volunteer management.

Your Responsibilities

Relationship & Account Management

- Manage relationships with high-value fundraisers with particular emphasis on those that raise funds through workplace teams or corporate donors and sponsors;
- Manage relationships with select corporate sponsors and donors;
- Successfully meet pre-defined corporate engagement and fundraising targets;
- Build relationships with individuals with networks that can help us drive growth in new workplace teams;
- Conduct research on prospects and existing accounts, and develop account plans;
- Manage, monitor and analyze reports and performance trends;
- Track donations, sponsorships and workplace fundraising to support the stewardship and recognition of fundraisers, donors and sponsors.

Volunteer Engagement and Staff Management

- Engage with and support volunteer teams in five cities, to meet and exceed fundraising targets by driving the acquisition, retention and productivity of workplace teams, sponsorship and corporate donations;

- Develop work plans and manage, coach and motivate 2 staff members to meet fundraising targets and deliver roles and responsibilities in a collaborative team environment.

Resource Development

- Develop emails, letters, briefing reports and presentations that clearly communicate value propositions and calls-to-action by diverse corporate audiences;
- Support development of and updating of corporate engagement resources (marketing and communications, work plans, tracking tools, etc.)
- Customize and deliver presentations to corporate audiences and volunteer groups on the work of AKFC and ways to get involved in World Partnership events;
- Stay current on innovations, trends and best practices as they relate to peer-to-peer fundraising, events, volunteer relationships and employee engagement;
- Work collaboratively with other AKFC colleagues to achieve the organization's goals, objectives and targets.

Your Qualifications

- Bachelor's degree with demonstrated interest and 3-5 years relevant experience in prospecting, fundraising, employee and volunteer engagement. Background in international development is an asset;
- Strong relationship management skills, with the ability to understand and respond to various levels of expectations from diverse stakeholders;
- Experience working in a client-facing environment;
- Proven work experience coaching and leading a sales or fundraising team;
- Excellent problem-solving skills, business acumen, strategic aptitude, and sound judgment;
- Superb written, oral communication and presentation skills;
- Detail-oriented with the ability to multi-task and meet deadlines in a fast paced and dynamic environment;
- Experience and proficiency in Microsoft Office Suite and Google Drive;
- Proficient in managing and reporting fundraising/sales analytics; online fundraising software, databases, customer relationship management systems and reporting tools; experience with Raiser's Edge an asset;
- Ability to work both independently and as part of a team;
- Demonstrate initiative, resourcefulness, creativity and flexibility in the workplace;
- Availability for occasional evening and weekend work, as well as some travel within Ontario/ Quebec (Montreal) and in Canada;
- Possession of a valid driver's licence and access to a vehicle an asset.

This is a full-time contract position. Qualified applicants should submit a cover letter, resume by **February 14, 2019** via email to hr@akfc.ca with subject line, "Corporate Engagement Manager (Toronto)". Applications will be reviewed on an ongoing basis. Please note that applicants must be eligible to work in Canada. Only shortlisted candidates will be contacted.

To learn more about us, please visit our website at: www.akfc.ca

AKFC welcomes and encourages applications from people with disabilities. Accommodations are available on request for candidates taking part in all aspects of the selection process.