



**FIGHTING
BLINDNESS
CANADA**

Manager, Corporate Development POSITION PROFILE

The Position

Organization:	Fighting Blindness Canada
Title:	Manager, Corporate Development
Reports to:	President & CEO
Location:	890 Yonge Street, 12 th floor

Is this you?

Would you be invigorated to work for a movement that is discovering the cures for blinding eye diseases?

Your peers would describe you as a proactive self-starter, which you would humbly agree. You have successfully sought out new relationships for your organization and have found ways to continually engage and involve your corporate partners. You would consider yourself an “up and comer”; you are extremely motivated and have a high tolerance for ambiguity. You have a strong command of the written language and feel comfortable creating proposals and writing grants.

You may currently be in a fundraising support role and you are looking to work on the front-line. You are known as a ‘go getter’ and not afraid to pick up the phone and speak to anyone – though beyond that you find ways to make a meaningful connection with folks.

You are extremely organized and don’t get distracted easily. You know how to effectively identify and foster corporate relationships. Ideally you have successfully worked in corporate fundraising within the charitable sector and have secured support from corporations and their foundations in the form of philanthropic gifts, sponsorship, cause marketing, and workplace fundraising including third party events.

You pride yourself in your relationship building (and maintaining) ability. You aren’t afraid of a challenge, in fact, challenges are what keep you going. You are known for your work ethic and want to inspire colleagues with your driven and motivational personality and work ethic. You are a culture-setter who cares about your personal wellbeing and the wellbeing of your team members as much as you care about the cause.

Does this sound like you? If so, please read on...

The Organization

Fighting Blindness Canada (FBC) is Canada's leading private funder of vision research.

FBC offers hope to Canadians by identifying the best, most promising research that is driving treatments and cures for blinding eye diseases, and by raising and stewarding funds to support this essential, sight-saving research. Vision research is on the cusp of transforming care for blinding eye diseases.

Over their 45-year history, FBC has invested over \$40 million to support vision research and education across Canada: that's over 200 research grants that have led to over 600 new discoveries in areas such as stem cell research, neuroprotective therapies, technological developments, pharmaceuticals, and gene therapies.

FBC is committed to developing vision research funding partnerships in Canada and internationally.

The research and educational initiatives FBC funds supports their goal of understanding why vision loss occurs, how it can be slowed or stopped, and how sight can be restored.

Fighting Blindness Canada (FBC) has been leading the fight against blindness since 1974, when they first received charitable status as the Retinitis Pigmentosa Foundation of Canada. In 2000, they became the Foundation Fighting Blindness and expanded their mission beyond inherited retinal diseases, such as retinitis pigmentosa, to include age-related macular degeneration.

FBC's long-term focus on funding vision research steadily demonstrated that a discovery about one disease often reveals important insights about another. Many of the most promising and exciting vision research projects are relevant to many different eye diseases. These meaningful interconnections inspired and informed the expansion of their mission to include all blinding eye diseases. To communicate this expansion, they became Fighting Blindness Canada on April 25, 2019—the country's leading private funder of vision research.

The Role

This is a newly created role, reporting directly to the President & CEO of Fighting Blindness Canada, Doug Earle. Doug is an exceptional major giving fundraising professional who possesses a depth of experience in securing transformational gifts from corporations as well as individuals and foundations. This would be an exceptional learning opportunity for someone who is looking to learn from one of the best.

The Manager, Corporate Development will manage the corporate fundraising activities for Fighting Blindness Canada. Our successful candidate will oversee and foster growth of a

corporate revenue target of over \$1 million annually, contributing to the ambitious goals of Fighting Blindness Canada. We're looking for a strong writer, as a portion of the funding is secured via grants. The successful candidate will possess a deep passion for the work being done at Fighting Blindness Canada and will express a genuine curiosity and vehemence toward research and breakthroughs being achieved.

Key Areas of Responsibility

Corporate Sponsorship and Philanthropy

- Leads the corporate philanthropy and sponsorship portfolio for all programs: mission and special event fundraising
- Identifies and cultivates relationships with new sponsors and partners
- Develop and implement strategies that engage, cultivate, solicit and steward a portfolio of corporate donors
- Collaborates with the Mission team to fulfill position's responsibility for funding of mission programs including: research grants; research trainees; educational programs including Vision Quest and Young Leaders; FightingBlindness.ca; advocacy, and other mission programs
- Collaborates with the Special Event fundraising team to fulfill position's responsibility for achieving event sponsorship revenue for signature events: Comic Vision, Last Call, Cycle for Sight and Ride for Sight, and other fundraising events, and generate participant data to drive corporate sponsorship
- Collaborates with the philanthropy team to support fundraising efforts and to help create compelling cases for support for various research initiatives and mission programs to diverse audiences, including major and leadership prospects
- Support the activities of the volunteers on the FBC National Leadership Council for major and corporate giving activities
- Develop an understanding of the educational, research, clinical and financial needs and goals of Fighting Blindness Canada
- Prepare compelling and strategic fundraising materials including, but not limited to, briefing notes, proposals, sponsorship materials, and stewardship reports
- Engage regularly with Fighting Blindness Canada leadership, the vision medical and research community, and staff to identify, cultivate, solicit, and steward corporate partners
- Lead the development and execution of commitments (donations, sponsorship, etc.) from corporations and foundations
- Lead the development and delivery of stewardship of corporate donors including working with the Communications and Donor Relations teams for materials including, but not limited to, recognition and impact reports
- Support the President & CEO in the development and execution of commitments (donations, sponsorship, etc.) from corporations and foundations when required

- Identify prospective corporate partners and develop strategies to solicit prospects and steward their gifts, including written materials such as cases for support, proposals, and scripts
- Prepare activity reports (includes names of donors to recruit/visit, solicitation calls, cultivation calls)
- Maintain accurate, professional and current Raiser's Edge records, actions, and reports
- Cultivate strong professional relationships with leadership, volunteers, staff, medical and research community at Fighting Blindness Canada from across Canada

The Ideal Candidate

- A University or College education and 2-4 years of fundraising experience preferably in corporate development; A combination of relevant education and experience may be considered
- Demonstrated experience closing gifts is required
- A flexible team player able to collaborate with and inspire colleagues and senior volunteers
- Extremely effective interpersonal skills with a professional presence and manner, and capable of exercising independent judgment, initiative and flexibility
- Demonstrated ability to think strategically, entrepreneurially, works proactively, and manages competing priorities in a complex environment
- Excellent organization, planning and time management skills with exacting attention to detail
- Superb critical and analytical thinking, decision-making and problem-solving skills
- Excellent oral and written communication skills with a demonstrated ability to write effectively and persuasively (specifically need to know what goes into writing a good 'ask'); experience writing grants will be considered an asset
- Strong computer skills, including experience with Microsoft Office software applications and demonstrated knowledge of Raiser's Edge or equivalent
- Committed to ongoing professional development, a CFRE designation is encouraged
- Fluency in English and knowledge of French is an asset

If you are looking for an outstanding challenge, working with a great team for an important, focused and successful organization, then please send your CV, along with a covering letter explaining why you should be a serious candidate for this mission-critical position to Preston Human Capital Group at lindsay@phcap.ca. Please note the submission deadline of October 7, 2019. FBC is an equal opportunity employer and supports applicants with disabilities.