



**FIGHTING
BLINDNESS
CANADA**

The Position

Organization:	Fighting Blindness Canada
Title:	Manager, Corporate Development (parental leave contract min. 13 months)
Reports to:	Director, Development
Salary:	\$65,000 - \$80,000
Location:	890 Yonge Street, 12 th floor, Toronto, Ontario
Contract dates:	Starts: Immediately Ends: June 30 th , 2023

Is this you?

Would you be invigorated to work for a movement that is funding research to discover treatments and cures for blinding eye diseases?

Your peers would describe you as a 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’ who is fearless in the boardroom, isn’t 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 community 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 the largest charitable funder of vision research in Canada. We offer hope to Canadians by funding the best, most promising research that is driving treatments and cures for blinding eye diseases. Over our 48-year history, FBC has contributed critical funding for the development of sight-saving treatments and cures for blinding eye diseases. By raising and stewarding funds, FBC is helping drive forward research that supports our goal of understanding why vision loss occurs, how it can be slowed and how sight can be restored.

We are an invaluable resource for individuals and families impacted by blindness, providing accurate eye health information through our website and educational events, as well as engaging with government and other stakeholders to advance better vision health policies.

The Role

This role is reporting to the Director, Development.

The Manager, Corporate Development will manage all the corporate fundraising activities for Fighting Blindness Canada. Our successful candidate will oversee a corporate revenue target of over \$1 million annually, contributing to the ambitious goals of Fighting Blindness Canada.

To help you be successful, you will work with the President & CEO and Directors of Development and Research & Mission Programs. We will support you with a Prospect Researcher and a Proposal Writer to help prepare corporate and grant funding requests and identify new corporate donors. The successful candidate will possess a deep passion for the work being done at Fighting Blindness Canada and will express a genuine curiosity toward research and breakthroughs being achieved.

Key Areas of Responsibility

Corporate Sponsorship and Philanthropy

- Leads the corporate philanthropy and sponsorship portfolio for all programs: research, mission and fundraising events
- Identifies and cultivates relationships with new sponsors and partners
- Develop and implement strategies that engage, cultivate, solicit, and steward a portfolio of corporations, pharmaceutical and corporate donors
- Collaborates with the Research & Mission team to secure funding of mission programs including: research grants; research trainees; educational programs including View Point and Young Leaders; advocacy; Health Information Line and resources like www.FightingBlindness.ca; marketing and other mission programs
- Collaborates with the Fundraising Event team to fulfill the position's responsibility for achieving event sponsorship revenue for signature events: Comic Vision, Last Call, Cycle for Sight, Eye on the Cure, Screens Off for Sight, and Ride for Sight, and other fundraising events, and generate participant data to drive corporate sponsorship
- Collaborates with the Development 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
- Supports the activities of the volunteers on the FBC Leadership Council for major and corporate giving activities
- Develops an understanding of the educational, research, clinical and financial needs and goals of Fighting Blindness Canada
- Prepares 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 and activations for corporate donors, ensuring sponsors receive appropriate benefits, and activations are completed, working with the Communications and Donor Relations teams for materials including, but not limited to, recognition and impact reports
- Support the President & CEO, Directors of Development and Research & Mission Programs; in the development and execution of commitments (donations, sponsorship, etc.) from corporations and foundations when required
- Conduct ongoing research, and 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 real-world experience may be considered
- Demonstrated experience closing gifts is required.
- An understanding of the non-profit sector, including donor stewardship and recognition fundamentals, and tax receipting policies
- 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, a self-starter who works proactively, and manages competing priorities in a complex environment
- Superb critical and analytical thinking, decision-making and problem-solving skills
- A flexible team player able to collaborate with and inspire colleagues and senior volunteers
- Excellent oral and written communication skills with a demonstrated ability to write effectively and persuasively, network, and communicate in a friendly and clear manner
- Experience writing grants will be considered an asset
- Excellent organization, planning and time management skills with exacting attention to detail
- 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, please send your resume, along with a cover letter to Jobs@FightingBlindness.ca. Submissions must be received by May 4, 2022.

We thank all candidates for their interest, however, only those selected for an interview will be contacted.

Fighting Blindness Canada is an equal opportunity employer and supports applicants with disabilities. Accommodations are available upon request throughout the recruitment process. Please email your request for accommodation with your application.