



Senior Management Opportunity – Director of Development

Easter Seals Nova Scotia

Easter Seals Nova Scotia is a not-for-profit organization and one of Nova Scotia's leading health service organizations. It delivers high-quality programs that promote mobility, inclusion, and independence for children, youth, and adults with disabilities. Based in Halifax, our charity helps thousands of Nova Scotians annually by providing wheelchair and equipment services, running a fully-accessible summer camp in northern Nova Scotia, and hosting inclusive sports, skills training, and supported employment programs. Easter Seals has been at the forefront of helping Nova Scotians with disabilities for more than 85 years.

We are seeking a dynamic and innovative Director of Development who will bring new ideas for revenue development while building on our foundation of special events, corporate relationships, planned giving and major gift initiatives. He/she will be responsible for the design, execution and evaluation of Easter Seals Nova Scotia's annual fundraising campaigns with the goal of meeting yearly targeted revenue development goals. This position reports directly to the President and CEO of Easter Seals Nova Scotia.

Specific Duties and Responsibilities

- Developing a critical path for established fundraising events such as the Drop Zone while exploring other opportunities for new events which highlight the unique work of Easter Seals Nova Scotia while meeting budgeting requirements.
- Provide support and leadership to Easter Seals Nova Scotia development team.
- Provide accurate and insightful reporting and evaluation of each of the organizations special events, planned giving, direct mail and major gifts initiatives.
- Lead the activities of the volunteer based Major Gifts and Marketing committees
- Negotiate sponsorship and volunteer engagement for all special events.
- In coordination with the President and CEO, proposal preparation and presentation to prospective donors, sponsors, Foundations and major gift prospects.
- Effectively promote the interests of Easter Seals Nova Scotia through public presentations and championing our work to existing and potential corporate partnerships and donors.
- Supervision of the receipting functions for all fundraising campaign donations and the complete receipting records management process.
- Preparation, development and monitoring for the Revenue Development annual budget plan in consultation with team members, executive team, and board directors.

- Participate in monthly executive team meetings and represent Easter Seals Nova Scotia on the national development committee of Easter Seals Canada.
- Working with program staff, evaluate and meet report requirements as needed for funds raised.
- Identification and development of public awareness, community engagement and promotional opportunities that may be pursued by Easter Seals Nova Scotia to enhance its profile, image and fundraising potential.

Our Ideal Candidate will....

- Have a minimum of 5 years' experience in major gift and planned giving campaigns with demonstrated success in fundraising initiatives.
- University degree in Business, Marketing or Public Relations or equivalent
- Demonstrated experience in prospect research, identification and cultivation strategies with the goal of establishing meaningful donor relationships and stakeholder engagement.
- Proficient with database management including Raiser's Edge, report generation and evaluation.
- Excellent public speaking and presentation skills with the ability to engage stakeholders and potential donors from diverse sectors.
- Demonstrated ability to steward donor and stakeholder relationships so that our work is celebrated and generosity is acknowledged.
- Great ability to lead a staff with positive and effective mentoring which inspires teamwork
- Dynamic communication abilities including written, verbal and interpersonal skills.
- Possess extraordinary organizational skills with a keen ability for critical path development for special events and other fundraising initiatives.
- Experience working on an executive management team.

Experience working with persons who live with differing abilities is considered an asset. The position is based in Dartmouth with some traveling outside of the Halifax Regional Municipality.

We offer a competitive salary and benefits package.

Please send resume to joannebernard@easterseals.ns.ca Closing date is Monday, February 4, 2019. Only those receiving an interview will be contacted. No phone calls please.