

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

A preference hiring practice will be applied. Applicants who self-identify as members of the following equity-deserving group(s): Women, Indigenous Peoples, Persons with disabilities, Racialized Persons, Persons of the 2SLGBTQIA+ community will be given first consideration. Please self-identify in your application. First consideration will also be given to internal applicants.

DUTIES

The Senior Development Officer's primary responsibility is to fundraise for Red River College Polytechnic, with a major focus to identify, build and grow relationships with current and prospective donors (individuals, corporations, foundations, associations 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 Polytech's future.

REQUIRED QUALIFICATIONS

- Diploma or 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 or sales campaigns and meeting/exceeding major gift targets
- Development, implementation and evaluation of strategic moves management plans
- Several years experience in external relationship management such as sales, fundraising, account management
- Knowledge of economic impacts and industry sectors
- 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 internal and external 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
- Ability to travel and work remotely at various sites
- Experience building a respectful workplace culture that promotes diversity, learning and continuous improvement

ASSETS

- Ability to obtain the Certified Fund Raising Executive (CFRE) designation
- Experience with Raiser's Edge or equivalent fundraising database

CONDITIONS OF EMPLOYMENT

- Applicants must be legally entitled to work in Canada
- This position may be required to work evenings and/or weekends

RRC Polytech campuses are located on the lands of Anishinaabe, Ininiwak, Anishinew, Dakota, and Dené, and the National Homeland of the Red River Métis.

We recognize and honour Treaty 3 Territory Shoal Lake 40 First Nation, the source of Winnipeg's clean drinking water. In addition, we acknowledge Treaty Territories which provide us with access to electricity we use in both our personal and professional lives.

COMPETITION NUMBER

2024-056

CLOSING DATE

March 21, 2024

SALARY

\$67,220 - \$91,988 per annum

POSITION LOCATION

Notre Dame Campus
(Winnipeg, MB)

POSITION TYPE

Full-Time Position Available

APPLY ONLINE AT

rrc.ca/careers

RRC Polytech 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 RRC Polytech we are committed to fostering an inclusive environment, where all employees and students feel valued, respected and supported. We aspire to have a workforce that is representative of the diversity within our communities, and welcome applications from women, Indigenous Peoples, persons with disabilities, racialized persons, persons of the 2SLGBTQIA+ community 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.

If you require this information in an alternate format, please contact humanresources@rrc.ca.



RRC Polytech 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