

FAMILY SERVICES of the NORTH SHORE Job Posting Fund Development

Position: Director of Development
Position #: 12-1085
Reports to: Executive Director
Location: North Vancouver Office
Closing Date: April 5, 2012

THE ORGANIZATION

With a vision of a connected community where people care for one another, Family Services of the North Shore serves over 6,500 individuals and families each year through a broad range of social services and programs for children, youth, adults, couples and families from a diverse array of cultural and economic backgrounds.

Family Services is an accredited, not-for-profit, community-based organization and serves three municipalities, the City of North Vancouver, District of North Vancouver and District of West Vancouver as well as the Village of Lions Bay and Bowen Island and provincially in the prevention of eating disorders.

THE JOB

As the Fund Development Director and a member of the senior management team, you will lead the organization's fundraising growth and sustainability strategy. You will increase financial support by designing and implementing a fundraising plan that focuses on all levels of giving from direct mail to major gift and gift and estate planning as well as capital projects and special events.

You will expand the donor, sponsor and philanthropic investment base by implementing and managing a comprehensive solicitation, cultivation, recognition and stewardship program. You will formulate and implement a strategy for prospect identification, evaluation and cultivation of potential individual, corporate and private funders.

You will recruit, train and work with senior level fund development volunteers, work with the organization's Board of Directors to enhance its fundraising knowledge and capacity, develop and maintain relationships with key community leaders and represent Family Services of the North Shore in the community. You will also provide direct supervision of the fund development staff.

THE CANDIDATE

The ideal candidate will:

- Be a senior level professional, recognized for your leadership and success in fund development.
- Have demonstrated competence in identifying, recruiting and working with senior level fund development volunteers.

- Have expertise in educating and training staff and volunteers directly or indirectly involved in fundraising, who play a role in the enhancement and success of the organization's fund development initiatives.
- Be a natural born marketer, able to package programs and services to match the interests of donors and other philanthropic investors.
- Enhance the profile of the organization through spearheading successful fund development strategies and campaigns.
- Have demonstrated strength in strategic planning and financial management including reaching and exceeding fund development targets.
- Be a creative self-starter with a proactive, collaborative work style and the ability to work with staff and volunteers on multiple initiatives concurrently.
- Have exemplary interpersonal and communication skills both orally and written as well as engaging presentation skills.

QUALIFICATIONS

The candidate will have a university degree and a minimum of 5-7 years experience in both a senior management and fund development director capacity.

Experience in the social service sector, strong Microsoft Office skills and experience with donorperfect or other fundraising software may be an asset.

Persons of diverse cultures and backgrounds are encouraged to apply.

EXPRESSIONS OF INTEREST

Family Services of the North Shore is highly respected for its rich history of serving the North Shore community and its success in attracting and maintaining donations and sponsorships at all levels. The organization believes in a financial strategy that includes public and private funding and currently raises 1/3 of its annual budget through fundraising initiatives.

This permanent, 28 hours per week (.8 FTE) position offers an excellent opportunity for an accomplished leader to take the organization to the next level in fund development and sustainability.

You will work for an organization that respects its employees, values work/life balance and provides a workplace where interactions are carried out in the spirit of collaboration, cooperation and communication.

If you would like to be the driving force for this thriving organization's fund development growth strategy, work with passionate staff and volunteers and make a difference in the lives of families, please forward your resume and covering letter to:

Please respond, in confidence, to:

*Kathleen Whyte
 Manager of Human Resources
 Family Services of the North Shore
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 Fax 604-988-3961
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While we thank all applicants for their interest, only short-listed candidates will be contacted.