

CORPORATE PARTNERSHIP OFFICER

Do you believe everyone should have access to healthy food, and that food can be a powerful tool for connecting people and building better health and a stronger community? Are you looking to making a difference with a well-respected non-profit organization? Are you self-driven and self-disciplined? The Food Bank of Waterloo Region is looking for a talented, hard-working and dynamic Partnerships Officer to join our team and help drive growth and engagement in Waterloo Region.

Who You Are

The Food Bank of Waterloo Region has an immediate opening for a Partnerships Officer who will identify, engage, cultivate, solicit and steward current and prospective donors. You are responsible for stewarding a portfolio of current and prospective corporate donors and deepening their engagement with The Food Bank. Your relationship building skills and comfort with soliciting large gifts will lead you to meet and exceed annual targets to help the Development team achieve the overall fundraising goals. You will be as comfortable behind a computer as you are connecting with people face-to-face.

The Position:

Reporting to the Director of Development, the Partnership Officer is a key member of the development team responsible for ensuring service excellence to the community through corporate partnerships. This position will work with a pool of donors and take them through donor-centered cultivation, solicitation and stewardship plans.

The Partnership Officer will contribute to building The Food Bank of Waterloo Region's brand and profile, engage new and existing corporate supporters and contribute to the organization's ability to meet its revenue, food & advocacy goals. This position will practice ethical fundraising and handle donor relationships with discretion and diplomacy. This position will play an important role in contributing to the engagement strategy and many other major projects and initiatives.

The short-term focus of this role will change from year to year, as priorities of The Food Bank change, and will be detailed in the annual work plan.

Responsibilities include

- Manage a portfolio of 80-120 corporate donors and prospects. This includes all phases of the gift cycle.
- Prepare personalized solicitation and sponsorship packages that focus on organizational needs, funder interests and recognition, as appropriate.
- Help plan and execute donor cultivation, stewardship, and fundraising events.
- Collaborate with the Major Gifts Officer and Partnership Manger on solicitation plans and sponsorship.
- Work closely with the Director of Development on implementing the portfolio management system, measurement, and reporting of metrics in Raiser's Edge.
- Report on activity and results compared to goals and objectives.
- Consistently maintain up-to-date data, notes and actions in Raiser's Edge.
- Collaborate with Marketing & Communications Team on select donor materials and sponsorship fulfillment.
- Translate the organization's mission and programs into fundraising initiatives that garner strong and consistent financial support.
- Spend the majority of time engaging with donors. Working independently and be self-motivated in contacting donors through face-to-face (video) meetings and solicitations.
- Engage in networking and ongoing professional development activities.
- Maintain a professional, positive, and courteous demeanor.
- Perform other duties as assigned to meet organizational needs.

Attributes

- Ability to manage multiple projects, deadlines and priorities.
- Self-starter, ability to work with minimal supervision.
- Superior attention to detail and accuracy.
- Excellent communications skills.
- Hard-working and takes initiative.
- Thrives in a fast-paced environment.
- Strategic thinker.
- Willingness to try new things.
- Passion for issues surrounding hunger and poverty.

Experience & Qualifications

- Post-secondary education, CFRE an asset.
- Minimum 5 years experience in corporate fundraising or relationship building and management in sales.
- Knowledge of and experience with Raiser's Edge and prospect research tools an asset.
- Ability to build rapport with prospects, donors, volunteers, and the public in a professional manner.
- Excellent interpersonal and verbal/written communications skills.
- Respect for confidentiality and accuracy in handling donor information.

Hours of Work

The Food Bank's public hours of operation are from 8:30 a.m. to 4:30 p.m. Due to the nature of the organization it is understood that irregular hours and hours above and beyond are included in the employee's salary but shall not exceed guidelines of the Employment Standards Act. Due to COVID-19, flexible work-from-home opportunities are possible for this position.

We are an equal opportunity employer. We believe that diverse teams perform better and that fostering an inclusive work environment is a key part of growing a successful team. We welcome people of diverse backgrounds, experiences, and perspectives.

The Food Bank of Waterloo Region is committed to accessibility and to protecting the human rights of our job applicants during the recruitment process. Should at any point throughout the recruitment process an applicant require accommodation or communication in an alternative format because of a disability please contact Human Resources at 519-743-5576. We are committed to providing accommodation or alternate formats upon request within a reasonable time period in a mutually agreed upon format.

Please submit your resume and cover letter including salary expectations to:
<https://thefoodbank.humi.ca/job-board> .

No phone calls please. Only candidates selected for an interview will be contacted.