

CHIEF DEVELOPMENT OFFICER

On behalf of our client, Jewish Federation of Winnipeg (JFW), we are searching for a Chief Development Officer to join their team. The Jewish Federation of Winnipeg's mission is to act as the representative body of the Winnipeg Jewish Community, building and sustaining a strong, secure and connected community rooted in Jewish values. The JFW conducts an annual campaign of almost \$6 million dollars and has endowment assets of over \$4 million dollars.

Reporting to the Chief Executive Officer, the Chief Development Officer works in collaboration with numerous lay and professional leaders and committees and leads and motivates a highly skilled campaign team. The incumbent requires the ability to adhere to deadlines, modify plans, timelines or processes in response to changing circumstances, and to handle multiple tasks with proven organizational, problem-solving, and analytical skills.

Key Accountabilities

- Developing, implementing and monitoring a robust and innovative development strategy
- Coordinating events focused on volunteer, agency and donor engagement, education, relationship building and appreciation to achieve annual fundraising goals
- Leading by example, with a can-do attitude, all campaign efforts by identifying, cultivating and soliciting major donors and those with potential to be major donors and proactively expanding the donor and data base through community outreach
- Overseeing the maintenance, development, and effective and efficient confidential database use, including prospect activity tracking and resulting fundraising strategies based on database analysis
- Developing and managing the development budget and preparing ongoing reports
- Creating a campaign marketing strategy and oversee the development of campaign communications
- Strategizing endowment, corporate sponsorship and supplemental giving
- Directing solicitation processes from recruitment, training, canvasser assignments, and ongoing motivation and monitoring of canvasser successes

Skills & Qualifications

- Proven track record of development/sales and community networking successes
- Minimum 5 years of experience as seasoned fundraiser
- Strong leadership and project management skills
- Experienced in managing budgets
- Excellent written, oral and mature interpersonal communication skills
- Displays an outgoing demeanor with an ability to consistently demonstrate common sense, teamwork and excellent judgement in decision making
- Exhibits a high level of integrity and ability to be entrusted with sensitive information and conduct daily activities with the utmost professionalism
- Experienced using Microsoft Office and CRM databases
- Knowledge of endowments/legacy giving, and social media would be considered strong assets
- Must have extensive knowledge of the Jewish community and an understanding of issues that impact the community

There is opportunity for growth beyond this role. If you feel you have the demonstrated background and are interested in learning more about this career opportunity please forward your resume to Kamalita.Ketler@mnp.ca or call 204.336.6107.