

## Advancement Officer, Major Gifts

Brandon, Manitoba

Reference #SM-13114

\$74,688 - \$99,011

(Economic Development Consultant 4)



Assiniboine Community College has been providing exceptional learning experiences for over 55 years. For staff and students alike, Assiniboine offers unparalleled learning environments and responds well to the demands and requirements of the Manitoba labour market. Instructors follow the philosophy of 'learn by doing,' combining theory with hands-on learning inside classrooms, labs, kitchens, shops, fields and the college's Sustainable Greenhouse. This accredited college within the Province of Manitoba offers over 40 unique certificate, diploma and advanced credential programs across a variety of disciplines including culinary arts and hospitality, business, agriculture and environment, health and human services, trades and technology. They also deliver apprenticeship programming in a range of skilled trades disciplines.

On behalf of our client, we are currently recruiting for an **Advancement Officer, Major Gifts** to join their team of dedicated professionals in Brandon, Manitoba.

Reporting to the Director, Advancement & External Relations, the Advancement Officer, Major Gifts assumes a senior role in the department that will develop complex funding proposals under minimal supervision for short and long-term projects within a moves management structure. The individual will be responsible for proposals that provide larger risks to the overall completion of major fundraising campaigns. This risk will require the individual to assume the project lead function. The officer will help to identify, cultivate, track and solicit alumni, and friends of the college for philanthropic gifts to fund institutional priorities. This will be accomplished both individually and in coordination with department administrators, faculty, and outside volunteers, including foundation Board of Directors. Activities will be undertaken under minimal direction and work is evaluated based on results produced and objectives attained. The Advancement Officer, Major Gifts, will be responsible for a portfolio of prospects within the mid-level philanthropic giving level.

As the ideal candidate, you possess familiarity with effective fundraising techniques as well as a track record of successful negotiation ability through your sales or client management experience. With exceptional communication and interpersonal skills, you possess strong business as well as political acumen, and are highly analytical by nature. Demonstrated organizational skills as well as the ability to work independently and with a high level of confidentiality will be key to success in this role. Post-secondary education, preferably a degree, from a business-related discipline will be considered an asset. Equivalent combination of education and relevant experience however will be considered as well. A valid driver's license is essential as some travel will be required.

To express interest in this opportunity, please apply online directly:

<https://jobs.meridiarecruitment.ca/>

For more information contact **Brittany Beale, Consultant**, at [bbeale@kbrs.ca](mailto:bbeale@kbrs.ca) or **Scott McGaw, Partner**, at [smcgaw@kbrs.ca](mailto:smcgaw@kbrs.ca).

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