

Science North's vision is to be the leader among science centres in providing inspirational, educational and entertaining science experiences. As Canada's second largest science centre, Science North operates a multi-faceted operation in Sudbury, Ontario along with programs throughout Northern Ontario and a thriving International Sales business.



Science North is currently recruiting for a Director of Development with a passion for building relationships and a focus on achieving fundraising excellence. This is an exciting opportunity in a new role to help set the direction of the Centre's Development Unit providing the leadership, strategic direction, management, coordination and developing tactics to achieve the Centre's philanthropic goals.

Reporting directly to the CEO, and overseeing a team of 1-3 staff, the Director of Development will:

***Achieve the Centre's philanthropic goals***

- set and drive the organization's strategic philanthropic goals and strategies
- develop and execute strategies, business plans and specific action plans to meet goals; set multi-year, multi-faceted approaches to maximize opportunities
- focus on the solicitation of major asks and scope out significant long term opportunities for funders

***Oversee stewardship and cultivation activities***

- manage all strategies and activities for stakeholder cultivation, solicitation and relations
- establish standards and events to ensure acknowledgement, recognition and stewardship of supporters
- cultivate and nurture relationships with current and potential supporters

***Promotions and Marketing***

- work with marketing to develop and implement comprehensive marketing and public relations strategies
- work with marketing on promotional campaigns for revenue generation events
- develop campaign materials, case statements, brochures

***Manage the day-to-day operations of the Development unit***

- set budgets; manage and control unit expenditures; submit financial reports and documentation
- direct the work of development unit staff and volunteers

**Qualifications**

- University or College graduate with a concentration in business or related field
- Certified Fundraising Executive (CFRE) designation preferred
- Minimum 7-10 years previous fundraising experience (at least 5 years in a senior leadership position) undertaking a variety of programs including solicitation of grants, direct mail, major gifts and corporate campaigns
- Advanced knowledge of current and established fundraising principles and techniques
- A successful track record of establishing organizational brands amongst a wide constituency

- Ability to quickly assess the philanthropic community, identify and cultivate new sources of support for the organization
- Proven track record of high level donor cultivation and face-to-face solicitation
- Demonstrated success in crafting and closing corporate solicitations
- Proven successful leadership in corporate, foundation, and individual fundraising
- Excellent interpersonal skills and proven ability to develop and maintain complex multi-level relationships with corporate partners, individual donors, volunteer boards, committees, peers and support staff
- Ability to effectively articulate the mission, strategic vision and values of the organization to a wide range of internal & external constituents
- Superior organizational, communication (written and verbal), presentation and analytical skills, preferably in both English and French
- Confidence and ability to manage multiple tasks within established deadlines
- Proven ability to take initiative, lead and work effectively as part of a team

***Compensation package highlights:***

This is long-term position supported by an excellent compensation package:

- Salary starting at \$86,562 per year
- Participation in goal-based commission and bonus plans
- Comprehensive group benefit package including medical, dental, vision, life/travel insurance, short and long-term disability coverage
- Pension plan following one year
- Free or discounted admission to partner attractions outside Sudbury, Science North facilities and program discounts, fitness membership contribution
- Professional development opportunities
- 4 weeks' vacation

Interested applicants are asked to forward resumes to [careers@sciencenorth.ca](mailto:careers@sciencenorth.ca) quoting job DD-100. Deadline for applications is August 11th, 2019. Science North is committed to an inclusive workplace and invites applications from all qualified individuals to join our diverse team. Accommodations are available upon request in all aspects of Science North's selection process. We thank all interested candidates; only those selected for interviews will be contacted.

Science North is a registered charity. Science North is an agency of the Government of Ontario.