



Job Title: Corporate Partnerships Manager

Location: Ottawa (or remote based in GTA/Montreal)

Supervisor: Director, Leadership Giving

Position Type: Full-Time, permanent

Language: English and French

Salary: \$70,000 - \$75,000 annually

Job Requirement: Must be currently eligible to work in Canada

Closing date: January 23rd, 2022

ABOUT US

Founded in 1969, SOS Children's Villages Canada is a member of the SOS Children's Villages International federation. SOS Children's Villages is dedicated to protecting children and advancing their rights in a 137 countries and territories. We believe that children deserve more than just survival. They have a right to grow up in a safe and caring family environment, giving them the best chance of a secure future. Using a holistic approach, we work to empower vulnerable children, families, and communities to ensure children's rights are met. Through programs focused on child protection, education, health, nutrition, women's economic empowerment and humanitarian responses, SOS Children's Villages serves over 1 million people annually.

ABOUT THE ROLE

The Corporate Partnerships Manager plays a key role in driving the strategy, impact, growth and satisfaction of the corporate partners of SOS Children's Villages Canada. You lead and support ambitious partnerships leveraging the positive power of business, to simultaneously create the shared values of social and corporate impact.

Reporting to the Director of Leadership Giving, the Corporate Partnerships Manager's key success indicator will be the growth of our revenue from corporate engagement.

As Corporate Partnerships Manager you are responsible for recognizing and seizing funding opportunities that align with SOS Children's Villages mission. Managing a portfolio of existing corporate partnerships as well as cultivating new strategic partnerships and corporate giving programs, you engage corporations in national or regional strategic partnerships that build brand alignment, grow impact, and drive revenue.

The role oversees all stewardship and donor relations activities pertaining to our corporate partners.

The ideal candidate for this role is a goal-oriented, ambitious relationship manager.

CORE RESPONSIBILITIES

- Manage relationships with 75+ prospective corporate partners and supporters
- Working with the International Programs and Projects Team, prepare compelling, tailored proposals and grant submissions for corporations and corporate foundations.
- Contribute to accurate and professionally written progress reports and sponsorship packages.
- Contribute to all aspects of the gift cycle: identification, qualification, cultivation, solicitation, and stewardship.
- Collaborate with Community Fundraising Team to create meaningful employee engagement experiences and campaigns for our corporate partners
- Build a corporate pipeline for SOS Children's Villages annual Leadership Luncheon and increase revenue through sponsorship and ticket sales
- Ensure donor/sponsor contract obligations are met (e.g. logo recognition/inclusion, category exclusivity), communicating sponsorship deliverables to colleagues across the organization.
- Plan events to create and build relationships and opportunities with corporate donor prospects
- Ensure CRM donor records are maintained, current, and accurately represent actions and events.
- Build a culture of professional philanthropy by ensuring that team members and volunteers are properly briefed and prepared in advance of meetings and events.
- Work with Communications Coordinator to highlight key institutional partnerships in web stories and social media features, etc.
- Coordinate with SOS Canada finance staff to ensure disbursement of corporate and corporate foundation donations to specified programs, assist in Budget development

REQUIRED QUALIFICATIONS AND EXPERIENCE

- Minimum of 5 years relevant experience.
- Bachelor's degree or equivalent related experience
- Demonstrated ability to meet strategic goals; develop relationships in a positive trajectory and generate revenue (6 and 7 figure gifts)
- Proven knowledge of current theories and practices in corporate social responsibility
- Demonstrated proficiency with professional presentation skills, both written and verbal in English and French (required)
- Proven success in collaborative interpersonal skills, demonstrated ability to navigate challenging situations to achieve goals and deadlines, drive projects to completion.
- Proven ability to problem solve, navigate ambiguity, and take initiative
- Demonstrated success in client relations
- Professional proficiency in Microsoft Office suite
- Willingness and ability to travel up to 25%, both domestically and internationally

DESIRED KNOWLEDGE, SKILLS AND ATTRIBUTES:

- International experience and working knowledge of additional languages desirable
- Experience managing all types of complex relationships, inclusive but not limited to complex multi-country partnerships, cause-related marketing campaigns, and national campaigns
- Proficiency with database management and using CRM donor database (Raiser's Edge experience advantageous)

Interested applicants for this position: please send your CV and a cover letter explaining why you are suitable for this role to hr@soschildrensvillages.ca by January 23rd, 2022.

SOS Children's Village Canada is committed to the creation of a diverse and inclusive workplace. We encourage applications from persons of all sexual orientations and genders, Indigenous persons, persons with disabilities, and visible minorities.

We are committed to safeguarding children and adults in the communities where we work from deliberate and unintentional harm or abuse caused by SOS Children's Villages staff. We have zero tolerance towards any behavior violating our Code of Conduct, including workplace violence, harassment and sexual harassment, any form of exploitation and abuse, corruption, and fraud. Offers of employment will be conditional upon satisfactory results of professional reference checks and provision of a Vulnerable Sector Police Background Check.