



## Development Manager, Planned Giving

<b>Status</b>	Full-time Permanent
<p data-bbox="131 604 368 636"><b>The Opportunity</b></p> <p data-bbox="131 894 347 926"><b>Responsibilities</b></p>	<p data-bbox="391 604 1463 814">Plan International Canada is seeking a solutions oriented, experienced fundraising professional who enjoys striving to reach goals and deliver results to join the Development Team. Reporting to the Director of Major Gifts and Development and working closely with colleagues, the Development Manager, Planned Giving will design and execute strategies to engage new prospects, build the organization's endowment and advance the planned giving portfolio.</p> <ul style="list-style-type: none"> <li data-bbox="391 894 1414 926">▪ Manage a select portfolio of prospects with revenue generation expectations</li> <li data-bbox="391 932 1354 999">▪ Manage and steward a portfolio of donors who have confirmed bequest expectancies</li> <li data-bbox="391 1005 1419 1073">▪ Assist with charitable gift annuities, gifts of life insurance, gifts of securities and endowment funds</li> <li data-bbox="391 1079 1455 1146">▪ Develop endowment fund marketing strategy to include annual recognition and stewardship plan</li> <li data-bbox="391 1152 1451 1220">▪ Lead new bequest marketing campaign, assuming the management and follow-up of planned giving donors from campaigns</li> <li data-bbox="391 1226 1122 1257">▪ Develop and manage a legacy donor recognition plan</li> <li data-bbox="391 1264 1357 1331">▪ Oversee and lead on pipeline report management for the planned giving portfolio</li> <li data-bbox="391 1337 1468 1404">▪ Analyzes data to assist with annual planning and evaluation of planned giving programs</li> <li data-bbox="391 1411 1468 1478">▪ Manage estates, including communication with executors, trustees and attorneys</li> <li data-bbox="391 1484 1468 1551">▪ Develop and maintain relationships with allied professionals in the financial, estate planning and legal and accounting sectors</li> <li data-bbox="391 1558 1446 1589">▪ As appropriate attends functions and events as a representative of Plan Canada</li> <li data-bbox="391 1596 873 1627">▪ Performs other duties, as required</li> </ul>
<b>Skills/ Experience/ Qualifications</b>	<ul style="list-style-type: none"> <li data-bbox="391 1669 1443 1736">▪ Superior interpersonal and relationship management skills with a high level of professionalism</li> <li data-bbox="391 1743 1114 1774">▪ A CFRE designation and university degree preferred</li> <li data-bbox="391 1780 1451 1881">▪ Minimum 5 years of relevant working experience in the non-profit sector or equivalent; experience in securing major and/or planned gifts, including estate administration</li> <li data-bbox="391 1887 1398 1955">▪ Proven experience in non profit fundraising and an excellent knowledge of planned and deferred giving vehicles</li> <li data-bbox="391 1961 1321 1992">▪ Have substantial experience developing complex and comprehensive</li> </ul>

	<p>fundraising plans for individual portfolios</p> <ul style="list-style-type: none"> <li>▪ A commitment to building strong, respectful relationships with donors</li> <li>▪ Have superior time management, planning and organizational skills with a strong goal-orientation</li> <li>▪ Possess strong analytical and decision-making skills</li> <li>▪ Possess exemplary communication skills – written, oral and presentation</li> <li>▪ Demonstrated ability to work exceptionally well on a team</li> <li>▪ Occasional travel required</li> <li>▪ Drivers license and use of a reliable vehicle</li> <li>▪ Proficiency in Microsoft Windows suite, including PowerPoint, and The Raiser’s Edge</li> </ul>
<p><b>About Plan Canada</b></p>	<p>Imagine working for a leading international Non Governmental Organization (NGO) that’s dedicated to creating a better world. That’s Plan, a global movement for change, mobilizing millions of people around the world to support social justice for children in developing countries. Founded in 1937 as Foster Parents Plan, we are one of the world’s oldest and largest international development agencies, working in partnership with millions of people to end global poverty. Not for profit, independent and inclusive of all faiths and cultures, we have only one agenda: to improve the lives of children.</p> <p>Plan Canada is part of a global network of offices in over 65 countries. Our busy Toronto-based office undertakes fundraising, donor engagement and public outreach, as well as overseeing a wide variety of field programs led by our International Program Department, which includes experts in Health, Education, Microfinance, Gender Equity, Child Protection and Humanitarian Assistance. We have a dedicated, passionate and diverse team of over 140 employees who are committed to making a difference in the lives of children. Join us and plan to change the world.</p> <p>Visit our website: <a href="http://www.plancanada.ca">www.plancanada.ca</a></p>
<p><b>How to Apply</b></p>	<p>To apply for this role please forward a cover letter and resume, by <b>January 24, 2012</b>, outlining your skills and experience to <a href="mailto:gethired@plancanada.ca">gethired@plancanada.ca</a>. Please reference <b>Development Manager, Planned Giving</b> in the subject line.</p> <p>Plan sincerely thanks all applicants for their expressed interest in this opportunity; however only those selected for an interview will be contacted.  <b>No Phone calls please.</b></p> <p>Consistent with our Child Protection Policy the successful candidate must receive clearance by a police background check, including the vulnerable sector screen.</p>