



Development Manager - Manitoba

The Opportunity

Ducks Unlimited Canada (DUC), Canada's leader in wetland conservation, is seeking a Development Manager in Manitoba. Reporting to the National Manager of Development and working closely with dedicated provincial and national staff and volunteers, the Development Manager will lead the individual major gift program in Manitoba by prospecting, cultivating, soliciting, and stewarding new major donors in support of DUC's mission. Our fundraising goal in Manitoba is \$20-30 million over the next three years and this role is critical to our success.

Responsibilities

- Generate multiple donations at the major gift level from donors within the province
- Meet regularly with donors and prospects to build support and strengthen relationships
- Coordinate a minimum of 40 exploration/presentation meetings and 20 major gift solicitations annually
- Work with Stewardship Team to ensure appropriate donor recognition and acknowledgement
- Track progress and revenue generating activity in CRM system
- Maintain a positive working relationship with a variety of internal and external stakeholders

The Ideal Candidate

- will possess high quality relationship and interpersonal skills that have resulted in a broad-based and extensive background in donor-focused fundraising. The history of success will include building a prospect pipeline, cultivating and soliciting major gifts at the **six-figure level**;
- will work independently, collaborate with and serve as an expert coach and mentor, educating and inspiring a diverse team of volunteers and staff, leveraging their varied and complementary strengths to encourage success in our major gift activities;
- will have demonstrated self-leadership competencies such as setting direction, establishing goals, and being internally driven to achieve targets within necessary timelines;
- will identify opportunities to improve programs and processes and contribute to smooth and effective change;
- will quickly embrace DUC's mission and vision and passionately articulate our mandate with accomplished communication skills;
- is mature, pragmatic, flexible and comfortable in a variety of situations and environments and with diverse stakeholders;
- is outgoing, sociable and will excel in building and fostering long-term relationships at the community level and within corporate boardrooms.

Requirements

- 3 - 5 years experience in a fundraising solicitation role.
- Demonstrated experience in fundraising and relationship-building, including a strong background with individual philanthropy; sales experience with proven results would also be considered.
- Familiarity with the non-profit or environmental conservation sectors and a basic understanding of DUC's brand and products.
- Excellent communication, writing and presentation skills and the ability to persuasively convey the mission of DUC.
- Above average proficiency in Microsoft Office 365 applications, including Word, Excel, PowerPoint, Teams, SharePoint, OneDrive & Outlook, as well as CRM software and social media skills.
- Knowledge of current and evolving trends in major gift solicitation.
- Strong budget and project management skills.
- Ability to travel throughout the province.
- A bachelor's degree in business, commerce, marketing, or natural resources would be considered an asset.
- Candidates with CFRE designation or near completion will be given preference.

How to Apply

This is an opportunity for a professional with a genuine passion for conservation and desire to build on DUC's exemplary reputation and solid fundraising base and to play a key role in our campaign to make our wetlands our future.

Working for DUC is a career highlight for many staff. Let us know if making a difference is important to you.

If you are qualified and interested in this opportunity, please visit our [online career center](#) to submit your application for confidential consideration.

Closing deadline: January 31, 2020 (EST)

Ducks Unlimited Canada (DUC) is the leader in wetland conservation. A registered charity, DUC partners with government, industry, non-profit organizations and landowners to conserve wetlands that are critical to waterfowl, wildlife and the environment. Learn more at ducks.ca.

While DUC would like to thank all applicants, only candidates considered for an interview will be contacted.