



**Location:** Flexible within Saskatchewan

**Position details:** Permanent Full Time

Taking care of our environment has never been more important. The Nature Conservancy of Canada (NCC) is looking for an energetic Director of Development to join a team committed to protecting our most important natural areas and the plants and animals they sustain.

NCC is the nation's leading not-for-profit, private land conservation organization. Since 1962 NCC and its supporters have protected 15 million hectares (more than 35 million acres) of ecologically significant land across Canada. NCC takes a collaborative, science-based approach to achieve conservation success for the sake of nature and Canadians. With a national office in Toronto and seven regional offices across the country, NCC delivers results you can walk on.

### **Position Summary**

This is an exciting opportunity to join the Saskatchewan Region's leadership team, and grow support for the acceleration of conservation in Saskatchewan. This position provides strategic direction and leads the implementation of a robust fund development program that ultimately improves the long-term stability of the organization. It focuses on alignment of internal capacity and forging important external relationships to maximize ability to attract and retain donors and foster strong relationships with key partners.

The successful candidate will report to the Vice President, Saskatchewan Region and provides leadership and vision to our regional development team. The position also works closely with regional communications, engagement and conservation staff, as well as NCC's national development team.

We are seeking a highly motivated individual with outstanding interpersonal skills who is interested in the opportunity to grow with the role.

### **Here is what you will be doing:**

- Work with staff and management to develop fundraising plans and tactics to build a program of giving aligned with the organization's overall national fundraising initiatives;
- Lead fundraising activities to deliver NCC's mission and maximize revenues for Saskatchewan's programs and projects;
- As a member of the regional leadership team, collaborate with team leads and the Regional Vice President on implementation of NCC's Strategic Plan
- Engage with the Saskatchewan Regional Board in supporting fundraising efforts;
- Lead integration of fundraising activities into regional budgets, business plans and team work plans;

- In collaboration with conservation staff, develop and successfully implement private sector fund raising plans for land securement, stewardship and planning;
- Collaborate with communications, engagement and conservation staff in the development of regional initiatives, marketing partnerships and sponsorships that will assist in growing support for NCC's work

### **Position Requirements**

- 5 or more years of fundraising experience in raising donations from different donation levels (annual gifts, major gifts, planned giving) and different funding audiences (individuals, corporations, foundations);
- Experience with managing staff located both locally and remotely;
- A keen interest in nature;
- Excellent interpersonal and communication skills (verbal and written);
- Experience in planning and budgeting including setting annual fundraising targets;
- Self-motivated and self-directed, with superior time management skills and ability to work independently and proactively;
- Demonstrated ability to work within defined processes and procedures to ensure timely and accurate record-keeping, with excellent organizational and administrative skills;
- Ability to interact with high end donors and volunteers;
- Team player; ability to work with Regional and National staff, and other departments as applicable;
- Proficiency with MS Office applications (Outlook, Word, Excel, PowerPoint), and experience with contact management software such as Raiser's Edge are mandatory.
- Valid driver's license and ability to travel across Saskatchewan and Canada on occasion;
- Ability to work within a flexible schedule, including occasional weekends and evenings.

### **How to Apply**

NCC is an equal opportunity employer. If you are interested in joining our team, please submit your cover letter, resume and salary expectations [HERE](#).

NCC welcomes and encourages applications from people with disabilities. Accommodations are available on request for candidates taking part in all aspects of the selection process.

We value and incorporate diverse traditions, heritage, knowledge and experiences in our mission and in our workplaces. We celebrate the full participation of people from all walks of life as we work towards common goals. We strive for a conservation movement that supports healthy people, healthy communities and a healthy planet for everyone.