



WHY JOIN THE CANADIAN CANCER SOCIETY (CCS)?

As Canada's largest national health charity, we fund the most promising cancer research, champion cancer prevention efforts and deliver programs and services that benefit Canadians affected by cancer. Join us and you can work with passionate and committed individuals from coast to coast who are working towards a world where no Canadian fears cancer.

To learn more about us, visit cancer.ca.

WHAT YOU'LL BE DOING:

Reporting to the Director (National) Estate and Gift Planning, this position is accountable for building and managing long-term relationships with donors leading to a significant increase in long-term revenue in support of the CCS's strategic priorities. The Manager will provide expertise in the area of Planned Giving including stewarding existing donors and attracting new gifts, therefore ensuring this program remains an integral part of the CCS's Leadership Giving program.

This role can be based anywhere in the Atlantic provinces.

WHAT WE ARE LOOKING FOR:

The position provides expertise in the areas of planned giving throughout Atlantic Canada.

- Building relationships with the estate and financial planning professionals and providing guidance, assistance and information on planned gifts to facilitate future bequests and other gift planning options.
- Responding immediately to leads generated pipeline development activity
- Researching and cultivating prospective donors.
- Meeting with current and prospective donors (and their advisors) and developing giving options specific to the donor's philanthropic and financial objectives.
- Maintaining accurate records of donors, donor/prospect meetings and track activities weekly
- Stewarding current planned gift donors.
- Serving as liaison with regional revenue development staff in the development of their tactical response to planned giving strategies.
- Participates as an active member of the National Planned Giving Team.
- Participates in program development within the National Planned Giving Team.
- Actively identifies and takes advantage of collaboration opportunities across the organization
- Represents the region with passion and professionalism within the Canadian Cancer Society and externally.
- Networks with Allied professionals in the field and attending seminars are required.
- Attends Canadian Cancer Society events as required.
- Accountable for other job-related duties as assigned and for role modelling CCS's values by demonstrating appropriate behaviour in accountability, caring, integrity, respect, quality, responsiveness and teamwork.

WHAT WE OFFER:

- A minimum of 5 years of fundraising experience, researching, cultivating, soliciting and closing planned gifts.
- Demonstrated knowledge, experience and success in Estate and Gift Planning.
- Extensive and current knowledge of all aspects of planned giving vehicles and the tax aspects of those vehicles, e.g. bequests, annuities, trusts, securities, life insurance.



- Being informed regarding tax aspects of charitable gifts, new legislation and revenue rulings affecting such gifts.
- High level of tact and discretion, maturity and good judgement with the ability to deal with sensitive issues in a professional manner.
- Excellent interpersonal, verbal and written communication skills with experience in presenting, explaining and discussing complex information with others – active listening, empathetic, compassionate, ethical and honest.
- Strong implementation skills.
- A strong donor focused orientation and work ethic.
- Values collaboration, maintaining an environment of honesty, openness and energetic exchange.
- Ability to think outside the box with innovative problem-solving ability.
- Provide direction, guidance and motivation to regional staff and be accessible and to demonstrate a sense of urgency in our resolve and decision-making.
- Intellectual capability, with the capacity to identify and prioritize key issues when analyzing information.
- Sense of urgency and the ability to be proactive on issues and opportunities.
- Intermediate to expert level knowledge of databases including Raisers Edge and Sales Force.
- Flexibility to travel within the Atlantic provinces.

CCS offers meaningful opportunities to make an impact in the fight against cancer. We are committed to fostering a culture that is inspiring, supportive and exemplifies our core values: **CARING COURAGE INTEGRITY PROGRESSIVE.**

In return for your skills and dedication, we offer an attractive compensation package that encompasses a competitive salary, excellent benefits and the opportunity to have a rewarding employment experience where your contributions can make a true difference every day.

HOW TO APPLY:

Qualified candidates are invited to submit their **resume, cover letter and salary expectations by June 26, 2020.**

The Canadian Cancer Society is committed to employment equity and encourages applications from all qualified candidates. CCS will make available reasonable accommodations for people with disabilities upon request.

We thank all candidates for their interest and advise that only those selected for an interview will be contacted.

Please note that in keeping with the mandate of the Canadian Cancer Society to model and promote healthy lifestyles, employees are not permitted to smoke in or about CCS premises or while carrying out CCS business.

For internal candidates, this position is assigned to salary band 6.

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