

Leaders

INTERNATIONAL

Executive Search



Director, Fund Development



RED RIVER COLLEGE

WHAT WE'RE DOING IS WORKING.



Red River College

Red River College (RRC) is the premier institute of applied learning and research in Manitoba. With 22,000 students, expert faculty and researchers across nine campuses, a vast alumni network, and hundreds of industry and community partnerships, the College's impact can be felt in every corner of Manitoba's economy and beyond.

Now more than 80 years old, RRC sports one of Manitoba's most respected brands. Its marketing campaign "***What we're doing is working***" is about rolling up the sleeves and getting the job done for industry, for students and their families, and for the broader community. RRC has grown quickly into one of the top research colleges in Western Canada and is on its way to becoming the college of choice for Indigenous students.

Dedicated to providing an atmosphere of respect, inclusiveness, equity and support, RRC serves students from all walks of life and corners of the globe. Headquartered in Winnipeg, the heart of Canada, RRC welcomes students from over 60 different countries. RRC's commitment to diversity, accessibility and affordability make it an attractive destination for international students seeking new job skills and career pathways.

Red River College takes great pride in preparing its students to become leaders in their chosen fields, offering more than 200 full- and part-time degree, diploma and certificate options. RRC is purpose driven – producing job-ready grads who will fill the workforce of today and tomorrow, and doing so with the agility required by industry and an ever-changing economy.

These are very exciting times at RRC. The College opened its leading-edge Skilled Trades and Technology Centre in 2018, and is putting the finishing touches on several new advanced research and training facilities including a dedicated Culinary Research Lab; Smart Factory (aerospace and advanced manufacturing); and MotiveLab (extreme weather testing). Construction is also underway on a new Innovation Centre, which revolutionize post secondary education in Manitoba and help RRC continue to meet industry and technological needs in rapidly-changing times.



The Opportunity

To lead the Development Office at RRC during one of the most exciting times of growth and opportunity in the College's 80 year history. To support this growth, the College has just launched a major comprehensive campaign, and the Development Office is instrumental in the success of this very important initiative.

The Development Office is comprised of a specialized team of fundraising professionals who are essential in maintaining RRC's innovative edge by ensuring everyone has the facilities, equipment, skills and supports they need to thrive. By ensuring a strong foundation of internal and external relationships, this talented team furthers the College's mission and vision in support of student success.

RRC is seeking a passionate leader who will embrace and commit to the College's vision, mission and values. Reporting directly to the Executive Director, Strategy and Communications, the Director, Fund Development will provide vision and will lead, plan and implement RRC's strategic fund development plan. The new Director will also play a key role in all aspects of the comprehensive fundraising campaign.

This senior leadership role will oversee the day-to-day activities of the Development Office and direct its talented team in the continued raising of philanthropic funding. The Director, Fund Development will guide the Development team to strengthen existing relationships with stakeholders, including corporations, foundations, individuals, and organizations. Additionally, the Director, Fund Development will seek and develop new relationships to build on RRC's success by increasing visibility and financial resources to create a direct, positive impact on students, faculty, and staff.

In collaboration with an engaged and talented senior leadership team, Deans and Directors, The Director, Development acts as a key ambassador in representing the Colleges interests in the engagement of corporate and community leaders, alumni, current and prospective major donors.



Qualifications

In providing leadership to the RRC Development team, the Director, Fund Development must have an exceptional ability to deliver, implement and perpetuate a vision that embraces the College's mission and values. As a diverse and prominent educational facility, Red River College requires a collaborative and inclusive leader who will infuse clear purpose, motivate and lead team members in strategically aligning their dynamic strengths and contributions.

This senior leader will be philanthropically astute with demonstrated ability to develop a strong network from which to negotiate new partnerships and expand existing alliances. To successfully lead an innovative fund development plan, the Director, Fund Development must have a solid understanding of the education sector and its unique fundraising environment.

The successful applicant will bring the following qualifications:

- A University degree or College diploma in communications, marketing, non-profit management or creative communications (a combination of education and relevant experience in the field of fundraising will be considered)
- Certified Fundraising Executive (CFRE) designation or a willingness to obtain a CFRE designation
- Experience in major gift fundraising and/or with the design and implementation of major capital/comprehensive campaigns.
- Excellent leadership skills with a team-oriented and collaborative approach
- Demonstrated ability to create strategic plans and translate them into actionable, operational roadmaps
- Direct experience implementing fundraising plans and adhering to administrative policies, procedures and confidentiality requirements
- Proven ability to guide and supervise a diverse and dynamic group in a fast-paced environment (experience managing in a unionized environment will be an asset)



Qualifications (cont.)

- High-level budgeting experience including the preparation of both revenue and expenditure projections as well as budget monitoring and reporting within the fundraising industry's best practices
- Excellent written skills, including experience with report, proposal and letter writing
- Strong oral communication skills, including presenting material to small and large groups
- Effective interpersonal and relationship-building skills
- Effective problem-solving and conflict resolutions skills
- Ability to manage multiple projects simultaneously and consistently meet goals and deadlines
- Demonstrated capacity to work under pressure in an organized, professional and independent manner
- Ability to work with a broad range of stakeholders and donors to achieve, acknowledge and celebrate reaching established goals
- Experience utilizing and maximizing the capability of technical systems including donor databases and the Microsoft Office Suite
- A commitment to Diversity, Equity, and Inclusion in the workplace
- A commitment to lifelong learning
- An established network of professionals in the fund development, marketing and communications field is an asset

Priority will be given to candidates that have a current and active membership in the Association of Fundraising Professionals (AFP) and direct experience with Raiser's Edge fundraising software.

Conditions of Employment

- Applicants must be legally entitled to work in Canada
- This position may be required to work overtime including evenings and weekends
- Occasion travel, requiring a valid Manitoba Class 5 drivers license and access to a reliable vehicle



Additional Information

For more details or to further explore this leadership opportunity with a national scope, please contact:

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Leaders International specializes in the recruitment of Board of Directors, leadership succession and executive level positions. Our global network, **Penrhyn International**, is a world leader in the executive recruitment industry, with more than 47 offices in over 25 countries on 5 continents.

To learn more about **Red River College** please visit www.rrc.ca.