

# Fund Development Lead - ON

Visionaries of the Year

## Toronto - Ontario Region

### MISSION FIRST

Improving the lives of people affected by blood cancers is the responsibility of everyone at The Leukemia & Lymphoma Society of Canada (LLSC). This mission guides all decision making, regardless of job function. Understanding and addressing the needs of people affected by blood cancers is fundamental to who we are and what we do. We are mission driven:

- dedicated to serving the blood cancer community
- committed to learning about blood cancers, LLSC services and new treatment options
- empowered to take ownership of our mission by informing, educating, and connecting people to LLSC services

### You are...

...eager about connecting with people and making a difference in the community. You are compassionate in outlook and driven to do work that matters. You are dynamic, innovative, and up for a challenge. You are driven to grow our existing core of loyal and engaged community supporters. You are excited about motivating volunteers, thrive at setting and delivering on big goals, and have the ability to mobilize others for a cause they are passionate about. **You are a natural cultivator and recruiter who strives to build new relationships**, who puts the needs of the blood cancer community first. You yearn for freedom to work on your own terms and embrace the responsibility that comes with that.

### **You are looking for a permanent Work from Home position in the GTA.**

Note: although this is mostly a work-from-home position, the successful candidate will be expected to attend meetings with volunteers, colleagues, supporters and other stakeholders in and around the Greater Toronto Area. (\*COVID permitting).

### We are...

...The Leukemia & Lymphoma Society of Canada (LLSC). We want to rewrite the non-profit business model and have started by taking a hard look in the mirror. We have emerged with a renewed focus and commitment to advance patient and research outcomes through employee engagement.

**We Believe**  
*Culture*  
**is**  
**Everything**

1. **ENGAGED** employees are the key to our success
2. Talented, high performing employees are driven by an internal standard of excellence and take a great deal of responsibility for their own success and the success of their organization
3. High-performing employees need freedom to thrive
4. We will never achieve our true potential unless our employees feel supported, valued, and free
5. Freedom begets boldness and we must be **BOLD**, willing to move forward with knowledge and conviction despite uncertainty, willing to share, try and perhaps fail without fear, willing to take calculated risks and **THINK BIG**

## Our Core Values & What they mean



### *Servant Leadership*

We put our patients first. Our leadership style is grounded in the sharing of power for the growth and well-being of our people and the blood cancer community.



### *Lifelong Learning*

We see learning as more than professional development, but as a mindset and philosophy to help us constantly adapt, change and excel.



### *Authenticity*

We celebrate character and genuineness. We expect, respect and welcome different opinions, modes of expression and diversity.



### *Shared Achievement*

We believe success is a team sport. We care about results, but more importantly, we care how those results are achieved.



### *Freedom + Responsibility*

We trust our team. We embrace the freedom of employees to work non-traditional hours if needed, to work from home and exercise creativity in career goals and development.

## What We Will Do Together

- Identify, recruit, and build a leadership team of Sr. Volunteer Ambassadors
- Work with Sr. Volunteer Ambassadors identify and prospect new ambassadors, fundraising volunteers, sponsors, and corporate opportunities
- Directly manage a portfolio of prospects and actively participate in the cultivation and acquisition of top philanthropic community fundraising volunteers
- Collaboratively with the Regional Director, National Lead and Regional Team Members develop a regional operational plan to expand LLSC impact through Visionaries of the Year campaign
- Assist in coaching high capacity individual and team participants on fundraising to maximize impact
- Achieve specific revenue and recruitment goals, development plans, cultivation of events, budgets, timelines, and logistics
- Execute the flawless delivery of all community events to improve participant experience and retention into other LLSC events.

## You will be successful if you are comfortable

- Working on a team that sets ambitious goals and works together to achieve them
- Spending >50% of your time out of the office: networking, connecting with and building a wide range of relationships with our community of supporters
- Being driven to recruit, retain, mentor, and motivate a group of high-level volunteers.
- Applying your skills in prospecting and cultivating relationships to grow our fundraising programs
- Being guided by a bold vision that advance's LLSC's mission

Please send your **cover letter and resume** (please include both) to [hrcanada@lls.org](mailto:hrcanada@lls.org) by October 7. Applicants are encouraged to apply early as resumes will be reviewed as they are received.

**Salary range \$70,000- \$72,000/year with a generous benefits package and a 4-day Work Week starting January 2023.**