

# Fund Development Lead – Quebec Region - Light The Night

## 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 relationship builder and coach, 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 position in Montreal.** *Note: although this is mostly a work-from-home position, the successful candidate will be expected to attend meetings and events with volunteers, colleagues, supporters and other stakeholders in and around the Greater Montreal Area.*

## 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

- Reporting to the Fund Development Manager, you will work on the Light the Night campaign in the LLSC Quebec Region and offering support on all other signature fundraising campaigns, stewardship events, and other revenue development strategies.
- Organize LLSC regional signature events, whether virtually and/or in-person.
- Retain and manage relationships with top fundraisers, sponsors, volunteers and other key internal and external stakeholders.
- Coach both individual and team participants of the Light the Night campaign on fundraising to maximize impact.
- Increase the base for corporate support through team fundraising and sponsorships.
- Recruit new participants through networking, workplace presentations and prospecting with existing supporters.
- Support and attend community events to improve participant experience and retention.
- Achieve specific revenue and retention goals, development plans, cultivation of events, budgets, timelines, and logistics.
- Prepare reports, PowerPoint presentations and communications for internal and external stakeholders.

## You will be successful if you are comfortable

- Working on a team that sets ambitious goals and works together to achieve them
- Collaborating intensely with the regional team in QC and with colleagues nationally to identify cross campaign opportunities
- Connecting, building, and maintaining a range of relationships with our community of supporters
- Applying your skills in fundraising to strengthen our participant relationships and grow our fundraising programs
- Being a creative thinker to develop new fund development strategies within each campaign
- Being guided by a bold vision that advance's LLSC's mission in Quebec
- Being flexible and contributing to multiple campaigns and events, based on the needs of the region

- Valid driver's license required
- Bilingual French and English, spoken and written

## **Salary band 3: \$65,000 - \$72,000**

Please send your cover letter and resume to [hrcanada@lts.org](mailto:hrcanada@lts.org) by **February 17, 2023**.