

# Fund Development Lead – Prairie Region

## 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 could mobilize others for a cause they are passionate about. You yearn for freedom to work on your own terms and embrace the responsibility that comes with that. You have 4 or more years of communications, sales, marketing or fundraising experience. You are knowledgeable and skilled in Peer-to-Peer and fundraising management, with a proven track record of fundraising success. You have superior interpersonal skills to engage, motivate and leverage stakeholders both internally and externally. You are motivated and determined to connect, build and maintain a broad range of relationships, including new business relationships.

**You are looking for a permanent position in Calgary, AB. 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 Calgary 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

- Recruit, retain and manage top fundraisers and corporate partners, while nurturing other key relationships
- Coach both individual and team participants on fundraising to maximize impact
- Increase the base for corporate support through team fundraising and sponsorships, and in the development and implementation of other activities
- Ensure that the LLSC Mission is integrated throughout the region to tie fundraising efforts and results to event revenue and volunteer impact
- Provide primary leadership for the design and execution of activities focused on increasing revenue and volunteer engagement for campaigns in assigned region
- Achieve specific revenue and retention goals, development plans, cultivation of events, budgets, timelines, and logistics
- Build relationships with all internal and external stakeholders: participants, sponsors, donors, and committee members in order to grow their financial support of LLSC, as well as vendors and suppliers to ensure cost reductions
- Collaborate with the Regional Community Services Lead to ensure Mission integration across the Region.

## You will be successful if you are comfortable

- Working on a team that sets ambitious goals and works together to achieve them
- Connecting, building, and maintaining a range of relationships with our community of supporters
- Courageously trying new ideas and leading by example to inspire
- Being flexible and contributing to multiple campaigns and events, based on the needs of the region
- Applying your skills in fundraising to strengthen our participant relationships and grow our fundraising programs
- Being guided by a bold vision that advances LLSC's Mission in the Prairies

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

Please send your cover letter and resume to [hrcanada@lls.org](mailto:hrcanada@lls.org) by **February 3rd, 2023**. Internal applicant interviews will take place w/o February 6<sup>th</sup>. Applicants are encouraged to apply early as resumes will be reviewed as they are received.