Mission First

Improving the lives of people affected by blood cancers is the responsibility of everyone at 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…

…an experienced relationship manager ready to take on a new challenge. You are comfortable working from home and have experience leading a team. You have a passion for opening doors and developing new relationships that engage and activate corporate Canada. You are optimistic and relentless in pursuing new opportunities and understand long term relationship life cycles.

You are looking for a permanent position for the National Office, however you can be located anywhere in Canada. Regional travel may be required periodically throughout the year.

We are…

…The Leukemia & Lymphoma Society of Canada (LLSC) and we are re-writing the non-profit business model. Guided by our core values and belief in the foundational importance of employee engagement and empowerment; we are committed to improving the lives of Canadians affected by blood cancers.
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**
We are fanatical about our Core Values!

**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

Summary

As part of a mission centric, locally delivered and nationally powered organization this role serves as a fundraising leader who is responsible for advancement, mission integration, volunteer management and donor cultivation. The National Major Gifts Lead is responsible for donor development activity across Canada. Relentlessly pursuing cancer cures.

Education, Support, and Donor Engagement

- Educate the public about blood cancers, LLSC services, and patient programs.
- Discuss LLSC’s programs with prospects, donors, and volunteers.
- Provide information and support services to individuals affected by blood cancers.
- Conduct mission moments at donor and volunteer events.
- Handle inquiries and ensure seamless collaboration with Community Engagement leads.
- Integrate mission aspects into presentations to demonstrate how donors can help.
- Attend health education sessions and conferences for staff and volunteers.

Fundraising, Partnership Development, and Donor Stewardship

- Report to the Corporate Development and Major Gifts Director.
- Manage a caseload of major gift donors and corporate partners.
- Collaborate on major gift and corporate development initiatives.
- Prospect, cultivate, and steward major gift donors and corporate partners.
- Develop proposals for major gift donors and corporate cases of support.
- Identify major gift prospects based on organizational funding priorities.
- Collaborate with multiple stakeholders to maximize revenue opportunities.
- Provide strategic input for LLSC’s annual direct mail campaign.
- Grow the monthly giving program.
- Foster a culture of philanthropy within the organization.
- Develop a diverse, high touch, and personal giving experience for donors.
- Work with national partners to maximize revenue opportunities.

Research Support and Pipeline Management

- Support medical and scientific research for blood-related cancers.
- Collaborate with staff and volunteers to identify, cultivate, and engage prospects.
- Develop strategic cultivation, solicitation, and stewardship plans for donors.
- Utilize CRM and other organizational tools for pipeline management.
You will be successful if you bring…

- Experience with major gift, annual appeal and monthly giving
- Experience with health care, mission or patient focused environments
- Passion for initiating and cultivating strong corporate relationships
- Passion for a progressive and collaborative team dynamic across Canada
- Passion for leading, developing, and mentoring team members coast to coast regardless of reporting structure

Details

- [CLICK HERE TO APPLY NOW!](#)
- Salary range: 75K – 85K
- Start date: Immediately
- Location: Eastern Canada, Remote – does require in-person meeting participation