

# Fund Development Lead – Quebec

## 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 coach who delivers on developing and supporting volunteers to achieve big goals, who puts the needs of the blood cancer community first. You are knowledgeable and skilled in Peer-to-Peer fundraising, with a proven track record of success. You yearn for freedom to work on your own terms and embrace the responsibility that comes with that.

*You are looking for a permanent full-time position in the Montreal area. Note: although this is a mostly 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 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.

## 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

- Recruit and maintain relationships with volunteer ambassadors, fundraisers, sponsors and other major partners, internal or external.
- Maintain and nurture relationships with key fundraisers and corporate partners, while cultivating and developing other key relationships.
- Mentor participants and fundraising teams to maximize economic benefits.
- Increase the support base of corporate partners through matching fundraising and partnerships, as well as the development and implementation of other fundraising activities.
- Achieve specific revenue and recruitment objectives, support the organization of events, carry out development programs, budgets, schedules, and logistics.
- Ensure flawless performance of all community events to optimize the attendee experience and loyalty to other LLSC events, activities and services.

## You Will Be Successful If You Are Comfortable

- Work in a team that sets bold goals and works together to achieve them.
- Work closely with the Quebec regional team and national colleagues to identify opportunities for collaboration between different campaigns.
- Create meaningful connections and relationships with diverse partners.
- Recruit, retain, guide and encourage a large group of high-level volunteers.
- Use your fundraising and event skills to strengthen LLSC's relationships with participants and grow fundraising programs.
- Identify and follow up with potential participants, donors and partners.
- Be guided by an ambitious vision that advances LLSC's mission.
- Present to meetings, employee groups or community events to inspire and raise awareness among participants and donors and raise awareness of LLSC.
- Work mainly from home with regular travel to face-to-face meetings in the greater Montreal area.

## Details

- [CLICK HERE TO APPLY NOW!](#)
- Start day: Immediate.
- Location: This position is work-from-home but does require regular in person meetings within the Montreal and surrounding area.