

# Camp Quality Canada Job Opportunity

Regional Development Manager – Northwestern Ontario, Manitoba, Alberta, B.C.

We're currently seeking an experienced, dynamic, and self-motivated individual to support our volunteer fundraisers in Thunder Bay, Manitoba, Alberta, and British Columbia, in the planning and execution of our national fundraising strategy.

## About Camp Quality

Camp Quality Canada strives to provide empowering camp experiences for kids with cancer. Our philosophy is that together, we can do anything, be anything and achieve everything. We have the power to turn life's challenges into adventures.

Originally founded in Australia in the 1980s, the Camp Quality name quickly spread throughout the world. Today, there are 6 independent Camp Quality organizations operating in 6 countries around the world.

With a dedicated team of over 600 volunteers across the country, CQ delivers empowering camp experiences to children with cancer and their families. In addition to our camp programs, CQ also runs an educational puppet theatre program that teaches junior school children about how they can support a friend who has cancer, or any other illness or disability.

You can find out more about CQ at [www.campquality.org](http://www.campquality.org)

## Position details:

- Application Closing Date: November 6, 2017
- Hours: 3 days/week (24 hours, flexible)
- A competitive salary commensurate with experience
- Location: Winnipeg, MB. Mainly working from home, with expectation of some travel to Ontario and Alberta.
- Some weekend and evening work is expected.
- A valid driver's license is required.

## Job Description:

Working with our volunteer leaders, the Regional Development Manager will be responsible for



ensuring the overall success of our fundraising efforts in Northwestern Ontario, Manitoba, Alberta, and British Columbia. With the support and supervision of the Executive Director and Associate Director of Development, the Regional Program Manager will also be responsible for assisting in the creation of the development strategies critical to the overall success of Camp Quality Canada as a whole. The position requires both superb people skills and an ability to work alone on detail-oriented tasks such as prospect research, grant and proposal writing, donor database administration, and donor receipting. We're looking for a passionate fundraiser with strong ties to their community and an honest interest in improving the lives of families affected by childhood cancer.

**Key Duties include:**

- Working with regional volunteers, and CQ staff, lead the identification, research, cultivation, solicitation, recognition and stewardship of prospects and donors
- Work with the Executive Director, other members of the Development team, and the Board Fundraising Committee to create and refine CQ's fundraising strategy
- Work closely with local volunteers and lead in the execution of local fundraising initiatives
- Recruit and manage fundraising volunteers
- Participate in the implementation of the national marketing plan
- Support regional camp fundraising teams to ensure their success in achieving their annual targets
- Maintain the Camp Quality Donor Database system (Giftworks Anywhere)
- Manage peer-to-peer fundraising events and campaigns using Artez
- Ensure the prompt issuance of tax receipts for donors
- Carry out external marketing and fundraising communications (social media, electronic, press releases, letter mail, etc.)

**Qualifications:**

- At least 2 years fundraising experience in a setting that required you to take a leadership role.
- A university degree, or equivalent experience in a relevant.
- Strong and persuasive writing and communication skills that you can use to effectively connect with others on an emotional level.
- Experience with all aspects of fundraising, including corporate sponsorship, special events, peer-to-peer, major gifts, and donor stewardship.
- Grant writing experience a plus

- A practiced understanding of leadership, and a history of empowering others to lead as well.
- Experience with donor database software
- Experience with budgeting and meeting revenue targets
- An uncanny knack for making new friends and a real passion for working with people from all backgrounds.
- A sense of purpose and a passion for the work we do that pushes you to do your best – even when working alone.
- A valid driver's license, and an ability to travel by air as needed.

To apply:

Email .pdf versions of your resumé and cover letter to: [hr@campquality.org](mailto:hr@campquality.org) by November 6<sup>th</sup>, 2017. Current Camp Quality volunteers are encouraged to express their interest to the National Support Office directly.