



Strong Minds Strong Kids, Psychology Canada (SMSKPC) is a new brand from The Psychology Foundation of Canada. As a registered charity, we are dedicated to nurturing resilience in kids with the use of psychological science so they can manage, learn, and grow from the many challenges in life. We help infants, children and youth build a solid foundation of mental health before problems or issues may begin. We are governed by a volunteer Board of Trustees comprised of leaders in clinical psychology, academia, marketing and communications, and business.

Manager, Fundraising **Location: Remote Working Opportunity**

Reporting to the President and Executive Director, of *Strong Minds Strong Kids, Psychology Canada* (SMSKPC) the Manager, Fundraising on a full-time basis will be responsible for all efforts that raise funds for the organization with the exception of trainings and materials. The Manager, Fundraising will be responsible for three key areas:

1. Developing and executing fundraising strategy and plan
 - Develop Sales or Fundraising strategy to achieve operations targets by ensuring we maintain diverse funding streams with emphasis on corporate, foundation and donors.
2. Nurturing relationships with existing supporters and identify new prospects
 - Identifying prospects, corporate and foundation, using tools such as Grant Advance, and pitch accordingly
 - Identify provincial and federal grant opportunities
 - Review and assess donor platform and adopt accordingly
 - Develop donor-based campaigns
3. Pitching and promoting
 - Initial outreach and connection with prospects, identifying where and when to bring in President or Board Member
 - Working with Board Members on partnership and support with fundraising efforts
 - Developing proposals and submissions including selling sponsorship for our events, namely Breakfast for Champions and prepare submissions accordingly
 - Work alongside Marketing to develop campaigns/fundraising tools to support efforts
 - Work alongside Programs to identify opportunities for support that requires funds
 - Initiate and manage data analysis on fundraising campaigns, outreach, proposals, and success rates

Experience and Skills:

Passion for the vision and mission

5-7 years' experience in fundraising:

- Proven track record of building and maintaining relationships
- Proven track record of meeting financial targets of \$1,000,000
 - Experience with securing corporate and foundation sponsors
 - Experience with securing government grants
 - Experience with initiating and conducting donor campaigns
- Creativity, imagination and an entrepreneurial attitude towards fundraising
- Proactive attitude, drive and enthusiasm to carry out projects to conclusion
- The ability to influence others using excellent communication skills

- The capability to work under pressure and meet deadlines
- Resilience, particularly when faced with setbacks
- Sensitivity to the needs of volunteers and donors

Independent and self-motivated:

- Good organizational and project management skills
- The ability to motivate others and work as part of a team
- A willingness to carry out a range of administrative tasks
- Strong work ethic, self-motivation, independence and flexibility
- Ability to work from home; access to computer, high-speed internet

Education:

Bachelor's degree in business, communication, or public relations.

To apply:

To apply submit your application by December 1, 2021 to anne.lovegrove@strongmindsstrongkids.org.

We request all applications be submitted online only. For technical issues, please contact info@strongmindsstrongkids.org.

Qualified applicants are invited to submit their resume and letter of interest in one document/attachment to the email above, in confidence. We thank all applicants for applying, however, only qualified candidates selected for an interview will be contacted.

SMSKPC is committed to creating a diverse environment within staff, Board, committees, and volunteers. All qualified applicants will receive consideration for employment without regard to race, color, religion, gender, gender identity or expression, sexual orientation, national origin, genetics, disability, or age. We pride ourselves in ensuring that every child in Canada can thrive, and respect and recognize the developmental and cultural needs of Canadian children and youth and how that plays a role in their mental well-being. Our goal of promoting diversity, multiculturalism, and inclusion helps serve our mission and support the many children in various communities across Canada.