

Director, Corporate and Workplace Giving

United Way of Calgary and Area is the largest non-government source of funding for human care and community support programs in the Calgary region. United Way works with its community partners to build sustainable solutions for the future, while providing services today to improve lives of people when they need it most.

United Way of Calgary and Area is looking for a **full-time Director, Corporate and Workplace Giving** to join the Campaign & Resource Development team. Reporting to the VP, Campaign, the role of the Director, Corporate and Workplace Giving is to lead the strategy for Corporate and Workplace giving in support of United Way's annual campaign. This leadership role is responsible for setting the strategy for these programs as well as developing and monitoring the implementation plans. The Core Competency characteristics every member of United Way is expected to possess are Adaptable & Resilient, Relationship-Oriented, Collaborative, Results-Driven, Values-Driven, and Strategic Thinking.

Duties & Responsibilities:

- Develop successful strategies with VP to grow the Corporate giving, workplace campaigns, and Campaign and Employee Engagement programs
- Lead key milestones projects related to Campaign, including Mid Campaign and Campaign Analysis and Planning sessions
- Monitor progress towards achieving campaign targets and course correct when required
- Manage and motivate the Workplace, Campaign Engagement and Campaign Operations teams; assist in their development and success in their roles including developing a people pipeline.
- Development and implementation of team work plans as part of overall business planning
- Enable staff and volunteers to deliver on goals by obtaining and allocating resources, removing barriers to action and facilitating cross organization relationships
- Coordinate Campaign deliverables and activities across the organization in partnership with other departments
- Project direction and thought leadership around key organizational priorities, determine how best to implement strategies and monitor their effectiveness
- Lead strategic change initiatives in the workplace team
- Participate as a key leader with United Way Canada/ Centraide Canada and other local United Ways to ensure consistency of approach and stewardship for top national corporate partners
- Familiarity and comfort with Digital solutions for fundraising and engagement
- Develop and implement a Key Account management strategy for our top accounts
- Manage and grow a select group of Accounts; assist in the furthering of relationships with key corporate contacts
- Manage the Labour Partnership committee and strategy
- Strategy to develop key corporate community investment relationships
- Innovate and design employee engagement solutions for our workplace partners.
- Model and provide 'best in class' experiences for assigned volunteers. Work with VP to ensure Campaign Cabinet volunteers pipeline is developed and volunteer plans are in place

Experience and Skills:

- Competency in Microsoft suite of applications, as well as Andar and SharePoint
- Client & customer value creation; knowledge of relationship management and consultative selling concepts
- Demonstrate ability to generate superior results through leading, motivating and managing a diverse staff and volunteer workforce
- Developed understanding of business processes in a Standard Operating Environment
- Highly effective interpersonal, written and verbal communication skills
- University Graduate in a related field or an equivalent combination of training and experience.
- 5+ years experience in fund raising or similar industry
- CFRE Designation an asset



Instructions:

- **Reply by email no later than 12pm on May 22nd, 2018**
- **Reply to:** hr@calgaryunitedway.org
- **Subject Line:** Director, Corporate and Workplace Giving
- **Attachment:** Your email should include **one PDF attachment** combining the cover letter and resume.
- Please name the attachment **last name_first name** (example: singh_tanya.pdf)

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Visit our website at www.calgaryunitedway.org

We thank all applicants for their interest and effort in applying for this position, however, only those being considered will be contacted.