



Jane Goodall Institute Canada

Director, Development

Job Posting – April 1, 2024

About Us:

Founded in 1977, the Jane Goodall Institute is a global, community-centred conservation organization that advances the vision and work of Dr. Jane Goodall in over 30 countries. It aims to protect wildlife and their habitats, and to empower people to be compassionate citizens to care for our shared planet. The Jane Goodall Institute of Canada furthers this work here in Canada by mobilizing local and national movements around the convergence of three crises: biodiversity loss, climate change, and environmental inequity, while amplifying Indigenous voices, engaging youth, communities, corporations and governments. In Africa, we support community-centred conservation programs in the Republic of Congo, the Democratic Republic of Congo, Uganda, Tanzania, and Senegal. To learn more about our work, visit www.janegoodall.ca.

The Position:

Reporting to the CEO and working closely with the Leadership Team, the Director, Development is accountable for the Jane Goodall Institute of Canada's fundraising objectives and fostering excellent donor relations. The Director manages the Development Department staff, provides guidance and direction to carry out fundraising activities, aligned with the Jane Goodall Institute's strategic goals and priorities.

The Director, Development oversees the implementation of the fundraising strategy with a clear work plan, monitors and evaluates fundraising targets and KPIs to ensure the organization's long-term sustainability. As a key member of the Leadership Team, this position will collaborate with the CEO and other Directors to support the organization's overall strategic approaches and operations.

Main Responsibilities:

Fundraising

- Develop and manage the full scope of the fund development portfolio, including major gifts, individual giving, legacy giving, events, and corporate partnerships.
- Set concrete, measurable objectives and metrics to monitor the results of different fundraising channels.
- Engage donors to move them through their giving journey; focus on increasing the donor base and improving retention rates.
- Support proposals and reports as required for all major gifts, including corporate donors and foundations, in collaboration with the Programs team.

Strategy and Planning

- Develop, enhance, and implement a comprehensive fundraising strategy to support long-term sustainable revenue growth, leveraging digital and other innovative tools.
- Create and oversee the Development team's annual operating plan, set fundraising targets and budgets in consultation with the Finance Department and the Leadership Team.
- Provide analysis and KPIs at leadership meetings, organization planning sessions and Board meetings.
- Remain current on not-for-profit fundraising trends pertinent to JGI's work in Canada and Africa.



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People Leadership

- Effectively manage Development staff to reach goals and generate results.
- Provide directions and guidance to the Development team to implement fundraising activities that are aligned with JGI's strategies and priorities.
- Mentor staff, provide constructive feedback, evaluate performance, and support professional development to build the capacity and competency of the team.

Requirements:

- Minimum 6-8 years of fundraising experience, with demonstrated success to meet and exceed targets in the non-profit sector.
- Exceptional leadership and management skills to mentor staff and volunteers to produce results.
- Ability to effectively develop and oversee the full scope of fund development activities, including annual giving, campaigns, major gifts, legacy giving, events, corporate partnerships, and other fundraising channels.
- Knowledgeable about the latest trends in fundraising, including the use of digital and AI tools.
- Strong strategic focus with the ability to prioritize fundraising initiatives based on assessment of ROIs and available human resources.
- Outstanding interpersonal and relationship-building skills with proven results in developing and stewarding a growing donor base.
- An enthusiastic collaborator who can roll up one's sleeves to support a small and dedicated fundraising team.
- Experience with using Salesforce or other CRM equivalent software.
- Certified Fund Raising Executive (CFRE) designation is an asset.

Compensation and Benefits:

- Level 4 Salary Band \$89,550-\$109,705 based on skills and experience
- Comprehensive benefits package
- RRSP matching after a year
- Flexible work environment
- Generous paid time off
- Professional development opportunities

How to Apply:

If you'd like to join our team, to turn hope into action, please send in a cover letter and resume to info@janegoodall.ca with "Director, Development" in the subject line.

JGI Canada is committed to the principle of equal opportunity and does not discriminate based on race, national or ethnic background, religion, age, gender identity, sexual orientation, family status, or disability. We encourage candidates from underserved or historically marginalized groups to apply. If you face barriers related to your intersectional identities and want to inquire about individualized application support, please contact us at info@janegoodall.ca.

The deadline for application is **Friday, May 3rd, 2024**. We thank all applicants for their interest. Only those selected for an interview will be contacted.