



## CAPITAL CAMPAIGN MANAGER

**About Us:** Closer to Home Community Services (CTH) is a Calgary and Airdrie based not-for-profit agency that delivers a variety of services designed to meet the needs of vulnerable children and their families. Be part of an innovative team that envisions:

- A future where every child belongs to a family and feels valued and secure
- All families can care for their children and contribute meaningfully in their community
- A broad array of strength-based and family-centered services that teach, coach and support families and communities to create new possibilities and achieve better futures together

**About the Position:** This is an exciting time at Closer To Home as we launch a capital campaign to raise funds for a purpose-designed building to better serve children, youth and families. CTH is seeking an experienced, personable and effective Capital Campaign Manager to develop and manage the overall direction of a 6 million dollar campaign. As the Campaign Lead you will expand the individual, foundation, private funder and corporate base by designing, implementing and managing a comprehensive solicitation, cultivation, recognition and stewardship program. You will formulate and implement a strategy for prospect identification, evaluation and cultivation. You will create lasting relationships with major donors and key stakeholders. You will achieve the campaign goal through foundation, corporate and government community investment grants, individual major gifts and sponsorships. You will strategize, plan and manage all the public components of the Campaign.

As part of dynamic fund development team, you will maintain fundraising schedules and objectives; ensure plans are implemented, goals achieved, timely reports generated and information shared; ensure that fundraising is done in the most efficient and cost-effective way. You will work closely with the organization's leadership, support the development of effective Campaign Cabinet members, act as a brand champion for external relations and the power of philanthropy, and uphold the organization's visual identity.

### **Education and Certification:**

- Certified Fundraising Professional Executive (CFRE) designation is preferred.

### **Functional Competencies – Skills, Knowledge & Experience:**

- Minimum 7 years of experience in major or planned gift fundraising with a track record of closing gifts of \$50,000 and related experience in sales, financial services and business development will be considered.
- A successful track record of identifying, prospecting, soliciting, and stewarding donors and donor leads.
- Experience in all facets of an integrated development program including capital campaigns, events, sponsorship, annual giving, major gifts and legacy giving.
- Knowledge of and successful experience with e-philanthropy strategies.
- Excellent verbal and written communication skills, proven leadership ability, and strong organizational skills.

- Effective interpersonal skills with a diplomatic approach to all stakeholders, internal and external.
- Demonstrated ability to work collegially and collaboratively as a team member with a variety of teams and stakeholder groups to advance the goals of the organization.
- Experience in budget development and control with excellent attention to detail is required.
- Willingness to submit a Police Information Check and an Intervention Record Check upon hire.

**Required Competencies:** All positions at Closer to Home Community Services require (5) competencies: Instills Trust, Consumer Focus, Communicates Effectively, Situational Adaptability and Ensures Accountability.

**Interested applicants are asked to submit their cover letter and resume to:**

**[info@closerhome.com](mailto:info@closerhome.com)**

**Closing Date: August 31, 2019**

*We thank all applicants for their interest, however, only those applicants selected for an interview will be contacted.*

*For more information on our organization, please visit our website at [www.closerhome.com](http://www.closerhome.com).*