



Senior Manager, Partnerships & Philanthropy

Position Brief



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FOR MORE INFORMATION

BGC Canada (formerly Boys & Girls Clubs of Canada) is working with KCI Search + Talent to recruit passionate and talented candidates for this important position. For more information about this exciting opportunity, please contact Mia Gardiner, Senior Search Consultant, KCI Search + Talent by email at BGCC@kcitalent.com.

All inquiries and applications will be held in strict confidence. To apply, please send a resume and letter of interest, to the email address listed above by **June 5, 2023**.

The salary for this position is \$85,000 - \$95,000. Comprehensive benefits are also provided.

BGC Canada is committed to building an inclusive workplace that embraces diversity, values differences, and supports the full participation of all employees. We welcome applications from those who are passionate about contributing to a workplace culture where everyone feels valued and included. We welcome applications from racialized persons/persons of colour, Indigenous persons, persons with disabilities, 2S & LGBTQIA+ persons, and anyone who can add to the diversity of our team. We offer accommodations to applicants with disabilities throughout our hiring process, upon request.

As leaders in vaccination education, BGC Canada requires all employees to be fully vaccinated. The definition of 'fully vaccinated' against COVID-19 is based on the public health requirements for a vaccine passport (or similar official evidence) in the jurisdiction of the employee's residence. The successful applicant will need to provide proof of vaccination.

More information about BGC Canada is available at www.bgccan.com.





Senior Manager, Partnerships & Philanthropy

THE OPPORTUNITY

[BGC Canada](#) is seeking a new Senior Manager, Partnerships & Philanthropy to join our evolving and growing team. This role will help drive revenue through leading and strengthening corporate partnerships and philanthropic giving in support of Canada's largest child and youth service federation.



This is an exciting role for a creative, innovative, and entrepreneurial professional with a background in business development and specialized knowledge of corporate partnerships. Knowledge of private family foundation giving and individual giving is an asset.

The incumbent will identify, cultivate, solicit, and steward a portfolio of corporate partners and foundation donors, and will be a leading contributor to the growth of the overall fundraising portfolio. The incumbent will also supervise the team's Senior Development Officer, Individual & Foundation Giving.



Reporting to the Director of Partnerships & Philanthropy, this position will have an integral role in planning and implementing an impactful, growth-oriented fundraising portfolio. Working closely with the entire team, the Senior Manager will establish a pipeline of corporate and foundation donors that supports BGC Canada's mission, national profile, and strategic goals.

BGC Canada is a fast-paced, exciting, and collaborative environment. The national team provides Clubs with on-the-ground services, programs, communications, and resource development, and increases both staff and volunteer capacity with leadership development and national forums for collaboration. We are a fully bilingual organization.

ABOUT BGC CANADA

BGC Canada has been hard at work for 120+ years. Community-based services. Positive relationships. Life-changing programs. As Canada's largest child- and youth-serving charitable organization, we provide vital programs and services to nearly 150,000 young people in 700 communities across Canada.

We provide safe, supportive places where all kids and teens, of all backgrounds, can experience new opportunities, overcome barriers, and develop confidence and skills for life. From anti-racism and Reconciliation to 2S & LGBTQIA+, food security to job readiness, our Clubs battle systemic issues with systemic solutions through equity, acceptance, support, and opportunity.

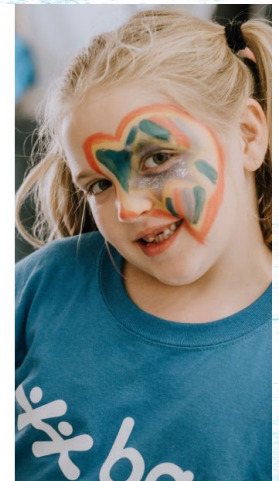
BGC's primary areas of impact include positive relationships, healthy living, lifelong learning, and leadership skills. As a result of their experience as Club members, 90% of Club kids feel more comfortable being themselves, 91% are more physically active, 92% are more excited to try new things and 91% are more confident in their abilities. We've proven that we can help increase academic performance and decrease risky behaviours. The kids and teens we serve tell us that we've helped them feel more confident, get along better with others and make better choices for themselves.

In 2021, Boys & Girls Clubs of Canada became BGC Canada because Clubs across the country open their doors to *all* kids and teens and we believe our name should reflect that. Removing gender from our name modernizes the BGC brand and echoes the inclusive practices we're known for without straying too far from our history and national brand awareness. It also embraces the fact that we serve young people of all ages, backgrounds, and identities. [Learn more here.](#)

Opportunity Changes Everything is our rallying cry and the foundation of BGC Canada's rebrand. It embodies our goals:

- To become known as Canada's leading champion of children and youth—governments, corporations, communities, and families will look to us first to understand what children and youth need to thrive today and in the future.
- To provide more children and youth with a third place between the realities of home life and the pressures of school – a place of positivity and belonging where they can play, create, and learn what it takes to become their best selves.
- To nurture Canada's next generation – we see great potential in today's youth to make a real difference in our communities and our country and we will help them develop what they need to make positive change.

Our almost 7,000 trained and dedicated full- and part-time staff and 16,000 community volunteers are motivated by the BGC vision that all children and youth discover and achieve their dreams and grow up to be healthy, successful, and active participants in society. Our Clubs help them realize positive outcomes in self-expression, academics, healthy living, physical activity, mental health, leadership, and more. Club fees are affordable and are subsidized or waived for families that can't afford them. If a young person needs it, BGC Clubs provide it.



PARTNERSHIPS AND PHILANTHROPY AT BGC CANADA

BGC Canada's annual private sector fundraising target is approximately \$11 million – the vast majority coming from partnerships and sponsorships with corporate funders, but with additional support coming from donations from private family donations and annual donors. In addition to our fundraising efforts revenue is also attained through government grants for a total annual revenue budget of approximately \$17 million.

As we emerge from the pandemic, the Partnerships & Philanthropy team has reflected on all that has changed and how we need to evolve to remain successful in our fundraising efforts going forward. In doing so, we are currently re-imagining aspects of our fundraising approach to ensure we integrate a community-centric lens on our activity. We are also building a solid foundation for future sustainability to meaningfully address the multitude of barriers that young people face, including economic and educational pressures and social inequalities.

Led by the Vice President, Development & Public Affairs, the Partnership & Philanthropy team currently consists of 5 members, reporting to the Director of Partnership & Philanthropy.



Additional Information

[Mission and Vision](#)

[Our Partners](#)

[2021 Annual Report](#)

[2021 Financial Reports](#)

[BGC Canada News](#)

[Equity, Diversity & Inclusion at BGC Canada](#)



KEY DUTIES & RESPONSIBILITIES

Partnership & Philanthropy Planning and Execution

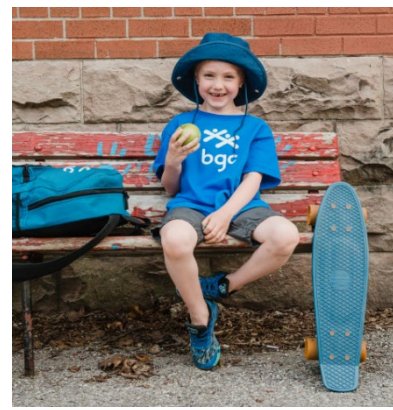
- Securing and managing relationships with large corporations and private family foundations to grow departmental revenue targets of over \$11 million.
- Drive revenue growth by strategically leading the development of new relationships through researching, cultivating and securing new donors and strengthening existing partnerships with gift levels in the range of \$250K+ on average.
- Lead a prospect identification strategy for private family foundations.
- Oversee and supervise the work of the Senior Development Officer, Individual & Foundation Giving
- Prepare and present proposals for potential donors.
- Work innovatively to implement and enhance Corporate partnerships and work with the Senior Development Officer, to establish and grow a private family foundation portfolio.
- Participate in the development of communication materials to support partnerships.
- Have some familiarity with newer fundraising approaches, including trust-based philanthropy and community-centric fundraising.

Internal Collaboration

- Work in partnership with all colleagues, to ensure collaborative and integrated communication and service toward all donors and partners.
- Work to understand how to build effective and equitable partnerships with donors in support of BGC Canada to fund mission-focused work, while also helping our partners achieve their goals consistent with our values.
- Work closely with the Marketing team to ensure partners and donors are engaged and recognized according to the standards of the BGC brand.
- Embrace BGC Canada's mission and culture, creating strong relationships across each department of the national team and with BGC Clubs nationwide.

People Management

- Support and ensure the success of the Senior Development Officer, Individual & Foundation Giving in achieving goals and targets.
- Manage the growth and development, goals, objectives and performance of direct reports.
- As a leader on the team, support members of the Partnerships & Philanthropy team as required.



KEY COMPETENCIES

- Passionate about child and youth development and issues related to equity, diversity and inclusion.
- Solid understanding of social sector challenges and opportunities, particularly as we emerge from the pandemic.
- Solid track record and success in business development in fundraising and/or sales capacities.
- Proven success managing partner engagement and recognition.
- Innovative and growth-oriented in generating and maximizing opportunities for fundraising and partnerships.
- Collaborative and inspirational approach to strengthening partnerships internally and externally.
- Strong ability to build relationships and facilitate deliverables across teams, at all levels.
- Ability to adapt to a demanding and changing work environment, handle multiple tasks, prioritize projects, and meet deadlines.
- Very strong communication skills, with a demonstrated ability to write and speak clearly and persuasively.
- Excellent planning, organizational, problem-solving, and project management skills.
- Candidates must demonstrate a commitment to BGC values, which can be found here: [Mission & Vision | BGC Canada](#).
- French language skills are a strong asset but are not a requirement for the role.
- Experience with donor databases and commitment to data management. Knowledge of Salesforce is preferred.

Working Environment

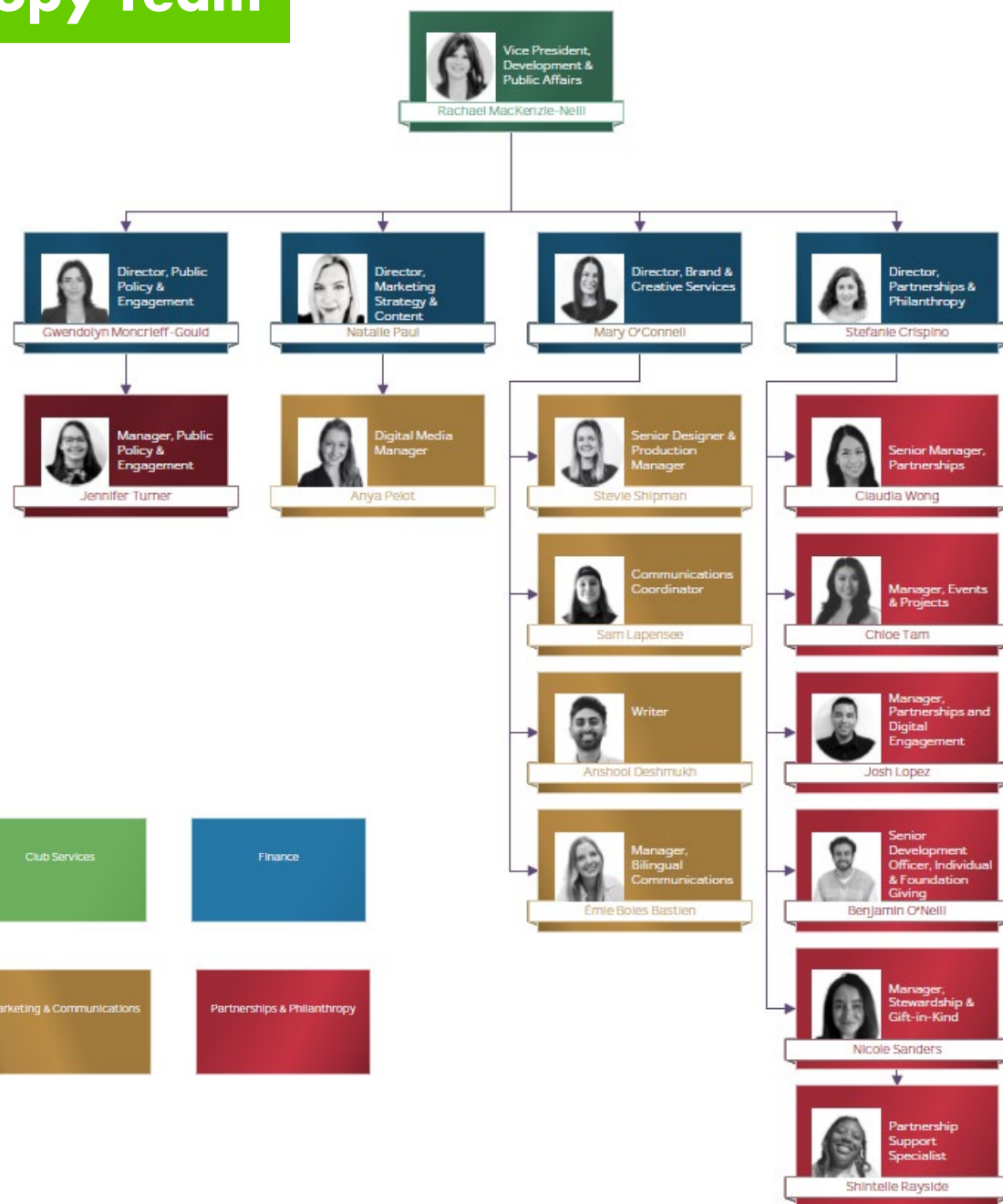
BGC Canada's offices are located in Toronto, near the intersection of Yonge & Eglinton. The successful candidate will be expected to work in a hybrid model or full-time out of the national office. When working from home, the incumbent must have a space where they can work comfortably and focus on



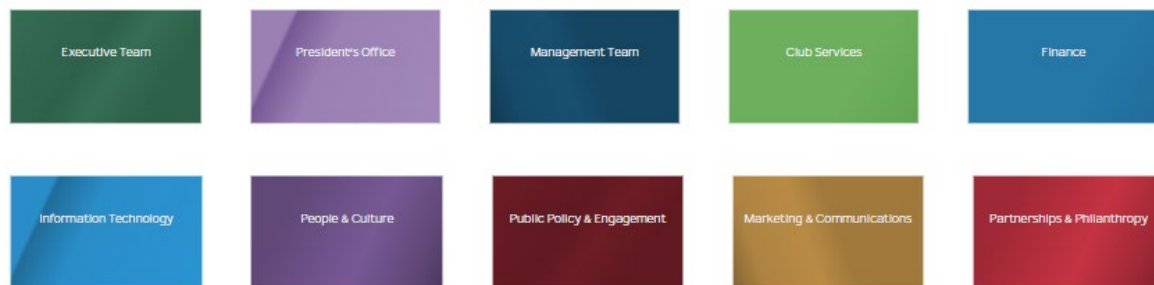
their tasks. The role requires the ability to work in front of a computer for long periods. BGC Canada will provide the necessary technology required.

This role will also require the ability to travel as needed to meet with partners and attend events.

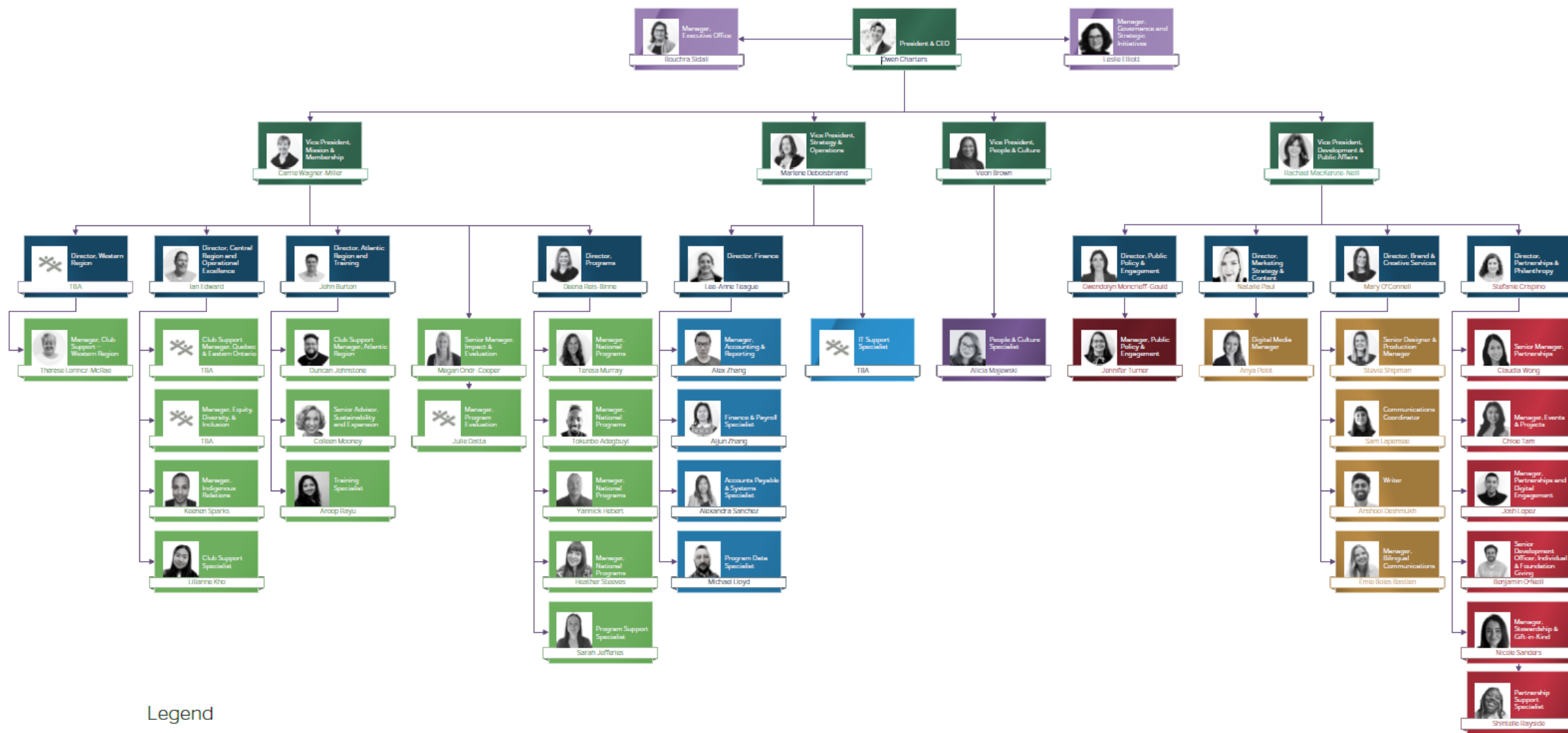
Partnership and Philanthropy Team



Legend



BGC Canada's National Team



Legend

