



**Exciting Opportunity in a Growing, High Profile National Charity:
REMOTE OR HYBRID
Fundraising Manager: 2 year contract**

You love to raise money for causes you care about! You are highly motivated, resourceful and have years of successful experience and existing relationships with many funders in the giving sector. You are ready for your next career move at the national level and aspire to be working with a dynamic, entrepreneurial organization doing very high profile work.

*At Mental Health Research Canada,
we work everyday to improve the lives of Canadians.*

Join us and make a lasting impact in Canadian mental health.

We are looking for a dynamic, innovative and success-oriented professional to work directly with our VP Development and our CEO to grow our resources across multiple giving channels.

About Mental Health Research Canada (MHRC)

There has never been a more important time for mental health in Canada. MHRC is an innovative, national charitable organization that is dedicated to improving the lives of all Canadians by advancing mental health knowledge. We pride ourselves on being nimble, collaborative, forward-looking and committed to excellence in all that we do. Our business is fast-paced and entrepreneurial, and our work is attracting significant national attention as we track the mental health of Canadians, ongoing, and support innovative research to improve lives.

To learn more about the work that we do, visit us at www.mhrc.ca or follow us on Facebook, LinkedIn and X (formerly Twitter).

We seek an individual who:

- loves fundraising
- is a positive, collaborative, team player who is resourceful and takes initiative
- is self-directed, highly motivated and possesses a strong work ethic
- has existing relationships and is well connected in corporate Canada community giving circles and philanthropy (family foundations and individuals)
- is an expert relationship builder, able to effectively outreach independently and take introductory meetings with new potential donors
- has successful experience in fundraising in a charity, ideally at the provincial or national level
- is creative and innovative; interested in working with a small and growing staff team

Qualifications

- Appropriate education to be successful in this fundraising role; (title and compensation to reflect experience)
- **Minimum 5 years previous fundraising experience**
- Existing relationships in the fundraising sector to enable you to “hit the ground running”

Skills and Attributes

- Excellent interpersonal skills and proven ability to develop and maintain complex multi-level relationships with corporate partners, government, individual donors, volunteer boards, committees, peers and staff
- Ability to effectively articulate the mission, strategic vision and values of the organization to a wide range of internal and external constituents
- Advanced knowledge of current and established fundraising principles and techniques
- Able to shape and execute on a diversified fundraising strategy
- Superior organizational, communication (written and verbal), presentation and analytical skills; bilingual ability in French language an asset
- Confidence and ability to manage multiple tasks within established, sometimes competing, deadlines
- Expertise in corporate giving and other avenues of revenue generation such as foundations, point of sale, matching giving, passive giving, philanthropy and legacy giving
- Ability to quickly identify, assess and cultivate new sources of support for the organization
- Demonstrated success in crafting, writing and closing solicitations
- A “sales” orientation
- Familiarity with fundraising databases and CRM tools (ideally Salesforce)
- Experience in the health care sector is an asset
- Personal connection to or strong interest in mental health is an asset

Reporting directly to the VP, Development and Strategic Initiatives, the Fundraising Specialist will:

Achieve the organization’s philanthropic goals

- drive the organization’s strategic revenue generation goals and strategies; raise at least a million dollars of new revenue in year 1

Manage prospecting, stewardship and cultivation activities

- manage all activities for stakeholder cultivation and solicitation
- ensure recognition and stewardship of supporters
- develop cases for support; cultivate and nurture relationships with current and potential supporters



- bring new potential donors “to the table” from existing relationships
- manage our Salesforce database

Promotions and Marketing

- work with Comms to develop and implement comprehensive social media content and public relations strategies aimed at raising our brand awareness, increasing stakeholder engagement and developing positive relationships with possible funders and the Canadian community at large
- refine our value proposition, case for support and impact communications as needed to support fundraising efforts

What we offer:

Competitive compensation package. Two year contract.
Flexible, remote/hybrid, and “work from anywhere” opportunities.
An extra statutory holiday.

How to apply: We look forward to receiving your letter of interest (cover letter) and resumé at talent@mhrc.ca with subject heading: FUNDRAISING MANAGER.

MHRC is committed to employment equity and encourages applications from all qualified candidates. We will make available reasonable accommodations for people with disabilities upon request. While we thank all candidates for their interest, only those selected for an interview will be contacted.